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## **REFA brings together leaders in the industry with Annual Gala**

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REFA's headline event of the fall, the annual REFA Gala, took place on October 11th at the Sheraton Hotel in Boston. This year, REFA brought together over 500 of the most influential people in the industry to honor Joe Fallon, president and CEO of the Fallon Company, with the Robert S. Swain Jr. Distinguished Service Award. David Reilly, president and CEO of Cornerstone Real Estate Advisers, and John Fowler, managing director of HFF, helped honor Joe Fallon by providing personal insight on their work with Fallon and the Fallon Co. In 2013, the REFA Gala will be celebrating their 25th Annual REFA Gala, which will highlight the last 25 years of its rich history.

In addition, on September 20th, REFA held a Members-Only Luncheon on the topic of institutional investors and changing investment strategies. Tim Schlitzer, senior investment officer from MassPRIM, led a discussion that featured four panelists; Benjamin Brady, senior investment officer of Harvard Management Company; Alan Brand, partner of TA Associates Realty; Scott Brown, CFA, managing director of CBRE Global Investors; and Kevin Lynch, principal of the Townsend Group, who each had their own perspective on institutional investing.

On October 4th, REFA held their annual joint program with TMA Northeast on the topic of successful investment strategies in a dysfunctional marketplace. Rob Lubin of Hilco Real Estate LLC moderated a panel including: REFA president-elect Mike Hussey, senior vice president of US Bank, and Tom Goodwin, executive vice president of sales at DebtX. The discussion covered a range of topics including bank recovery, the CMBS market, and institutional equity funds.

REFA winds down the fall with more educational programs, as well as a community work service project with Heading Home, an organization dedicated to fighting homelessness in the Greater Boston Area.

On October 18th, REFA will host its 3rd Quarter Education Program on the future of the CMBS market at Holland & Knight LLP in Boston.

On October 23rd, REFA Emerging Leaders will host a lunch program with Richard Galvin, founder and president of Commonwealth Ventures LLP at the REFA offices in Boston. These informal luncheons include a brief presentation from the speaker, followed by an interactive Q&A session with those in attendance.

On October 27th, REFA Emerging Leaders will host their third "Up and Out" move benefiting Heading Home. "Up and Out" moves a Boston family from one of Heading Home's shelters into housing of their very own. This involves raising monetary donations to purchase new items, collecting donated household items such as furniture and kitchenware, and volunteering on the day of the move. Volunteers clean the house and move everything in before finally welcoming the family into their new home.

On November 1st, John Fowler, executive managing director and executive committee member of HFF, will be the featured speaker at REFA's Industry Leaders Luncheon which will be held at Bingham McCutchen LLP in Boston. The Industry Leaders Series gives REFA members and non-members a chance to hear a leader in the industry address a variety of topics that can range from personal experience in the industry, to commentary on the latest trends in the market.

For more information about any of REFA's upcoming events, please visit [www.refa.org](http://www.refa.org)

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