Multi-Family Development Today 2.0

Speaker: Brian Fritz – AvalonBay
Speaker: Tom Parsons – Holland Partners
Speaker: Dene Oliver – OliverMcMillan

Moderator: Will Balthrope – Institutional Property Advisors

Fall 2012
Will Balthrope is an Executive Director of Institutional Property Advisors (IPA), a Marcus & Millichap Company (M&M). He possesses more than 25 years of commercial real estate experience, specializing in multi-family property sales. Since 2000, Will has closed more than $4 billion in multi-family transactions nationally, for both institutional and private sellers.

Will is currently ranked as one of the top producers nationally with IPA/M&M. His success earned him the distinction of being M&M’s #1 producing broker in Texas from 2007-2011.

Will formerly served as Chairman of the Silver Multi Family Council of the ULI, and now serves on the Program Committee. He is currently a board member of the National Multi Housing Council. Will appears frequently as a guest speaker at industry events and is often quoted in the media.

Will holds an MBA degree, with an emphasis in real estate, from Southern Methodist University.

Will Balthrope — Moderator

Executive Director

Institutional Property Advisors – Dallas, TX
Brian Fritz, Vice President of Development for AvalonBay, leads all high-end residential and mixed-use development activities for the company’s Pacific Northwest Region. Since joining AvalonBay in 2006, Brian has overseen the construction start of nearly 1,600 apartment homes with a capitalized value of over $430 million.

Prior to joining AvalonBay, Brian was a Managing Director for Trammell Crow Residential (TCR) where he managed the development activities and day to day operations for its Seattle region. Since his permanent relocation to the Pacific Northwest in 2003, Brian has secured over $130 million in land purchases, which resulted in the development of over 2,600 multifamily units with a total capitalized value of nearly $800 million.

Brian is a member of the Urban Land Institute (ULI) and serves on the Board of Directors for the Bellevue Downtown Association and the Bellevue Police Foundation. Brian attended the University of Wyoming.
Tom Parsons is the COO & Partner of Holland Development, LLC in the Pacific Northwest. He has been active in real estate development for over 25 years in the Puget Sound Region. His broad background includes the completion of residential and mixed use projects, as well as office, industrial, retail and hi-tech properties.

Prior to joining Holland Development, Tom spent 13 years as Senior Vice President and a managing Principal for Opus Northwest in the Pacific Northwest region and Vice President of Marketing for Fisher Properties. During this period, Tom participated in the completion of many significant projects totaling over 16 million square feet and valued in excess of $1.8 billion.

Tom is a graduate of Principia College in Elsah, Illinois where he received a B.A. in Business Administration. He continued his education through the BOMA, RPA program. He is a past president of NAIOP, a past board member of BOMA and past member of ULI and ICSC.

Tom Parsons – Holland Partners

“Coppins Well”
High Rise - Seattle, WA
Dene founded OliverMcMillan in 1978 with life-long friend Jim McMillan, when the two San Diego natives began work on what was to become an AIA-award winning portfolio of redevelopment projects in their hometown. In the 1990s, OliverMcMillan’s work in the Gaslamp quarter brought the firm widespread recognition for the re-gentrification of parts of downtown San Diego.

OliverMcMillan has gone on to build successful, complex, large-scale urban developments. Approaching each project with respect for the surrounding architecture and local culture, the firm works to create places that will become the classic neighborhoods of tomorrow.

Dene received a Bachelor of Science Degree in Real Estate and Urban Land Economics from the School of Business Administration at the University of California at Berkeley. He is a graduate of the University of Southern California School of Law, and attended the University of Southern California Graduate School Of Business Administration. Dean is a member of the International Council of Shopping Centers (ICSC) and the Urban Land Institute (ULI).

Dene Oliver – OliverMcMillan

“Buckhead Atlanta”

High Rise Residential - Atlanta, GA