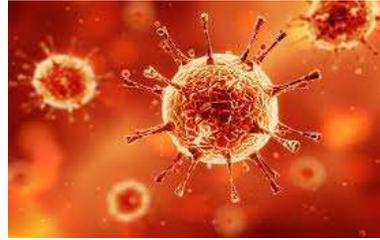


COVID – 19: Implications for Real Estate Webinar



Webinar: COVID-19 Implications for Real Estate

Monday, April 6th 2020

Panelists



Barry Finegold (D) Massachusetts State Senator Representing the 2nd Essex and Middlesex District

Barry Finegold is a member of the Massachusetts State Senate, representing the 2nd Essex and Middlesex District. Finegold assumed office in 2019. Finegold is a former Democratic member of the Massachusetts State Senate, representing the Second Essex and Middlesex district from 2010 to 2015. Finegold served in the Massachusetts House of Representatives, representing the Seventeenth Essex district from 1997 to 2011. Senator Finegold is assigned to Consumer Protection and Professional Licensure Joint Committee, Massachusetts State Legislature.



Mark Hickey - Director of Market Analytics, CoStar

Mark Hickey is a Real Estate Economist with the CoStar Group, the leading provider of data and analytics to the commercial real estate industry. He has been with the firm for over 10 years and focuses his time on the analysis of market trends in Boston and greater New England. Mark has been quoted about commercial real estate markets in major metropolitan newspapers and national media, including the Boston Business Journal, the Boston Globe, and the Wall Street Journal. Prior to joining CoStar, he spent 10 years working in financial services for some of the nation's leading investment banks. Mark received his B.S. in Finance and Economics from the Whitman School of Management at Syracuse University and an M.B.A. from the Carroll Graduate School of Management at Boston College.



Elizabeth Berthelette, Director of Research, Newmark Knight Frank

As a seasoned commercial real estate researcher and economist with 13 years of experience, Ms. Berthelette provides insights on local and national economies, real estate and demographics. In addition to producing reliable data and statistics, she has authored quarterly market reports, white papers, blog posts and guest columns on relevant trends in commercial real estate. She is also an experienced presenter who is often quoted by local, regional and national publications. At Newmark Knight Frank, she oversees the production of more than 15 market and submarket reports on a quarterly basis, manages and leads daily operations of research analysts and interns, prepares and presents materials on

current real estate and economic trends for client pitches, market overviews and other industry events, creates prolific written content and analyses for NKF's national research platform, local real estate publications and other online resources, provides custom research and analyses to brokers throughout the Boston office for internal and external use.



Robert E. Brown, EVP & Division Executive, Commercial RE Brookline Bank

Mr. Brown serves as Brookline Bank's Executive Vice President and Division Executive of Commercial Real Estate. Bob joined the Bank in October 2010 and was a SVP, Team Leader of CRE Lending prior to assuming his new role. Prior to that, he was a SVP and Market Manager for KeyBank's CRE Income Property Group. Bob is currently on the Board of the Real Estate Finance Association and is involved in NAIOP and RELA. Bob earned his bachelor's degree in Real Estate and Urban Economics from the University of Connecticut and resides in Hopkinton, MA with his wife and three children.



Douglas Jacoby, CCIM, MAI, CRE, Executive Vice President, CBRE

Douglas Jacoby is currently an Executive Vice President for CBRE's Capital Markets team. Previously, Douglas was at Colliers International and served as an Executive Vice President for their Investment Sales team. In this capacity, he focuses on investment sales, joint ventures, and financial and investment analysis. Prior to joining Colliers, Douglas was an Executive Vice President at NAI Hunneman where he focused on the middle-market investment sales sector. Douglas has also worked with Newmark Knight Frank as a Senior Managing Director, leading investment sales, landlord representation, joint ventures and financial/investment analysis. In his career he has brokered more than \$6 billion of land, retail, office, industrial and multifamily deals.

Moderator



Thomas J. Jensen, MAI – Executive Director, Boston Appraisal & Consulting

Thomas Jensen, MAI, Tom Jensen has over three decades of commercial appraisal experience in the northeast region. Prior to starting Boston Appraisal & Consulting, Jensen was the senior managing director at Integra-Boston. Prior to joining Integra, he was a commercial review appraiser at the Bank of New England. Jensen brings a range of appraisal experience across all types of commercial real estate with particular expertise in the valuation of major urban and suburban developments, life science research and GMP facilities and cold storage and food processing facilities. Valuations have been performed on various properties including, but not limited to, neighborhood and community shopping centers, existing and proposed apartment condominium complexes, single and multi-tenanted industrial buildings, low to high rise office buildings and mixed-use complexes. Jensen has worked on tax abatement assignments, settling in arbitration at the ATB's offices in the city. He has testified as an expert witness at the Suffolk County Superior Courthouse. He is a member of the Appraisal Institute, the Massachusetts Board of Real Estate Appraisers (MBREA) and the Real Estate Finance Association (REFA) serving on the Programming and Membership Committees. Jensen is a certified general real estate appraiser in Massachusetts, New Hampshire, Maine, Rhode Island, Connecticut and Vermont. He earned his bachelor's degree in Architecture from The Catholic University of America.