



Stifelman of Cushman & Wakefield to speak at 6th Annual Meadowland Conference

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David Stifelman, executive director of Cushman & Wakefield, Inc., will address the Northeast N.J. Chapter Appraisal Institute at its 6th Annual Meadowlands Conference on May 17, with a presentation titled, "What's Driving the Newark, N.J. Office Market?" The event is slated for 8:30 a.m. at the Teaneck Marriott at Glenpointe. "I will discuss the progress and potential for N.J.'s largest city, including a market overview of its history and rebirth, current office inventory, and the role of the city's infrastructure," said Stifelman. "For the current market, I will review the fundamentals, including leasing velocity and vacancy and rental rates, sales activity and pricing, and a ground-level perspective on demand."

"This presentation will also take a look at some of the success stories, the demand drivers, and what I call the 'game changers' - Panasonic and Prudential, and the Urban Hub Tax Credit that facilitated those success stories," said Stifelman. "Other topics will include hotel and multi-family development and the ripple effect on the office market, and the long-term outlook for Newark."

Also on the day's program will be a presentation by Ron Beit of RBH Group on his company's Teachers Village development in Newark, a project combining academic buildings with residences and retail uses. Larry Leib, CCIM of The CoStar Group will speak about how CoStar Property Professional can be used in the valuation process by using the income method. Jim Kirkos of the Meadowlands Regional Chamber of Commerce will discuss, "The Meadowlands from X to A and the Economic Impact of Super Bowl XLVIII." And Jonathan Miller of Miller Samuel Inc. will provide an interpretation of the residential real estate economy.

The concluding panel is titled "The Experts Tell All About the New Jersey Real Estate Market." Panelists will include Matthew Harding of Levin Management, discussing retail; Michael Seeve of Mountain Development Corp. (office); Robert Tillsey of McBride National Services (industrial); and Matthew Schnurr of Newmark Knight Frank (multifamily).

Online registration for the event is available at www.appraisalinstitute.org/education/NortheastNewJersey.

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