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MHW Countdown: Straight Talk on Finance & Investment

By Glenn Housman, MHW Finance Track Chair

MARCH 27, 2007 -- Fannie vs. Freddie vs. Wall Street, a special three-hour workshop, kicks off the Finance track at September's Multi-Housing World 2007 conference & expo in Orlando. This intensive session delves into the ongoing battle between the GSE titans. While the key players struggle to hold off an increasingly

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In - Depth Features

Converting Trash to Cash via Waste Outsourcing

APRIL 05, 2007 -- To help multifamily owners and managers operate their trash collections more efficiently, Mike Ferris co-founded Valet Waste over 10 years ago in Tampa, Fla. This company collects trash five nights a week from specially designed containers near residents' doorsteps and transports it to onsite dumpsters or compactors. While offering a resident amenity, it also provides an opportunity to simultaneously increase net operating income (NOI).

MHN Exclusive--K/BIS Trends Preview

APRIL 05, 2007 -- Hornberg, Germany-European design is a strong influence on American products, as attendees at the upcoming K/BIS conference and trade show, scheduled for May 7-10 in Las Vegas, will see firsthand. Product previews were on tap in late January for the latest faucets, showers, sinks and tubs from two leading manufacturers, Duravit AG and Hansgrohe AG, that MHN visited in the Black Forest region of southwestern Germany, famous as the setting for many fairy tales popularized by the brothers Grimm. These long-established companies combine traditional values with cutting-edge design and are now developing products that tie in with lifestyle trends emphasizing well-being and

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detail, drawing clear lines of distinction wherever they exist.

Another highlight of the Finance track is "Finding and Negotiating with Equity Investors." Led by Trevor Viator, Trammel Crow Development and Frank K. Grosch, Lecesse Development, this session will explore the challenges of arranging equity for apartment deals. Learn where to find it and how to structure it from two experts who have arranged millions in public and private equity.

This year's Finance line-up also includes "Collateralized Debt Obligations 101," which will provide tips for multifamily developers looking to tap into the power of a growing financing vehicle. CDOs provide capital primarily for acquisitions of properties that need to be leased up, condo conversions, construction, substantial rehabs, and