AGENDA

Wednesday, April 29

6:00 - 8:00 PM – Networking Reception

Thursday, April 30

7:30 - 8:30 --- Registration and Continental Breakfast

8:30 - 9:00 --- Welcome and Introductions

9:00 - 9:45 — The State of the Market: What is Driving Condo Activity
Speakers will focus on the economic, demographic, and industry trends that are driving increased condo activity, including a rising homeownership rate. These data will set the stage for the conversations later in the day, and will provide context for thinking about both opportunities and challenges in this market.

9:45 - 10:45 --- Lender Perspectives: What Are Leaders in This Market Doing?
Experts in condo lending from leading lenders will summarize the key priorities they are focusing on in today’s market including sales strategies, technology investments, market research, and regulatory compliance.

10:45 - 11:00 --- BREAK

11:00 - 12:00 --- FHA Condo Policy: Focus on the Policy Changes
Last year, FHA made notable changes in their condo policy. Hear from FHA leadership regarding the early evidence regarding the impact of these policy changes, and additional color from their interactions with lenders and other market participants.

12:00 - 1:00 PM LUNCH

1:00 - 1:45 --- Condo Conversions
The homeownership rate has been increasing, but there is still a large number of multifamily properties under construction. Will some of these properties or other multifamily properties be converted into condos to meet the rising homeowner demand? What are the hurdles that prospective developers and other face in today’s world when it comes to condo conversions.
1:45 - 2:45 --- GSE Condo Lending and Project Approval: What’s New?
GSE representatives will provide their latest thinking and any process changes with respect to project approval and condo lending. This is your opportunity to ask the agencies regarding any aspects of the current process and share your thoughts.

2:45 - 3:00 --- BREAK

3:00 - 3:45 --- Trends and Challenges: A View from the Community Associations Institute
Community associations play a pivotal role in supporting the management and performance of HOAs and condo associations. Hear about the latest regulatory issues and challenges from a unique perspective from the Community Associations Institute.

3:45 - 4:30 --- VA Condo Lending: Navigating the Process
Lenders active in the VA program know that there are particular challenges making condo loans, especially for new construction. Hear from the VA directly regarding how to navigate these waters today, discuss policy updates and what changes in the program could make it operate more efficiently.