



ULI North Texas

What's NEW, What's NEXT!

Multifamily Development and Market Update

Multifamily Product Council

Co-Chairs:

Drew Kile, Institutional Property Advisors
Will Balthrope, Institutional Property Advisors
Sue Ansel, Gable Properties

SPEAKERS:

Michael Becker, SPI Advisory LLC
Matt Brendel, JPI
Greg Willett, RealPage

Michael Becker is a Principal at SPI Advisory LLC and heads SPI's Dallas, Texas office where he oversees all aspects of acquisitions, property operations, including asset management, property management oversight, accounting and taxation, capital improvement and renovation projects and investor relations. Under Michael's leadership SPI Advisory has acquired approximately 5,200 apartment units in the DFW market and he has been a principal in over \$600M in real estate transactions.

Michael is a 15-year veteran Commercial Real Estate Banker and has originated and managed numerous portfolios of permanent and bridge loans in all major asset classes. Over the last 5 years of his banking tenure, Michael focused exclusively on multi-family properties, where he was the number one loan producer for his division at a Top 3 National lender for his last 3 consecutive years. Michael has originated a Billion dollars in loans over his professional career. Michael is a lifelong resident of North Texas and a graduate of The University of North Texas with a BBA in Finance. He is married and has two young children.



As Senior Vice President of Regional Development at JPI, **Matt Brendel** is responsible for acquisition, development and asset management activities, principally in Texas and Colorado. Mr. Brendel has over 15 years industry experience and prior to joining the company, served in various roles with leading multifamily firms during which he was responsible for assets with a total market value of over \$2 billion. He received his Bachelor of Business Administration in Accounting and Master of Science in Finance degrees from Texas A&M University.



Greg Willett serves as chief economist of RealPage, Inc., facilitating the alignment of the firm's technology and analytics solutions with real estate sector needs and opportunities that evolve alongside shifting economic conditions, demographics and market performance levels.

Greg works with RealPage's real estate industry research and analysis team as well as the firm's data science group. He thus is well versed on market fundamentals and activity nationally, by metro, and in individual neighborhoods. Greg is active in organizations such as the National Multifamily Housing Council, the Urban Land Institute and the National Apartment Association. He provides commentary for national and local business media as well as numerous news and information sources focused specifically on the real estate and rental housing markets.



Greg began his tenure in the multifamily industry as a data analyst and later served as a research consultant specializing in feasibility evaluations of new apartment community development and existing property acquisition. He holds a Bachelor's degree from Western Kentucky University and a Master of Liberal Arts degree from Southern Methodist University.