



NYC GLOBAL REAL ESTATE SUMMIT

Lincoln Center - Fordham University
October 18 & 19, 2023

by Evan Smith, CIPS
Global Business Liaison
Long Island Board of REALTORS®

ABOUT THE EVENT

The 17th Annual Global Real Estate Summit NYC was held at Lincoln Center – Fordham University on October 18 and 19, 2023. This distinguished event, organized by 10 Regional, State, and National REALTOR® Associations (Brooklyn Board of REALTORS®, Connecticut REALTORS®, Greater Bergen REALTORS®, Greenwich Association of REALTORS®, Hudson Gateway Association of REALTORS®, Long Island Board of REALTORS®, North Central Jersey Association of REALTORS®, Staten Island Board of REALTORS®, National Association of REALTORS®, and New York State Association of REALTORS®), is one of the largest cooperative global events in the country. It serves as a significant gathering for industry leaders and prominent global practitioners to delve into the latest trends and opportunities within the dynamic realm of real estate.

This year's event featured an array of speakers and presentations on topics including global cultures and cross-border negotiations, the transformative impact of Artificial Intelligence and Sustainability in the real estate sector, Economic Development initiatives in NY, NJ, and CT, the untapped potential in Global Commercial Real Estate opportunities, and a special market highlight of Portugal by David Ruah, and international real estate professional from Portugal visiting NY as part of a trade mission.

New to the program this year was a “bonus day,” which included a property tour and a networking event.

GLOBAL REAL ESTATE SUMMIT NYC

BE **GLOBALLY** MINDED IN
A **TRANSFORMATIVE** AGE



OCTOBER
19
2023

FORDHAM
UNIVERSITY
LINCOLN CENTER
CAMPUS

DAY 1 - PROPERTY TOUR AND NETWORKING

On October 18, Global Summit Attendees embarked on a guided property tour of 3Eleven at 311 11th Avenue, New York, NY 10001. Ryan O'Connor, Chief Executive Officer of Clinton Management, served as the host for exploring a new development property strategically positioned at the convergence point of Hudson Yards, West Chelsea, and the Hudson River waterfront. This remarkable property houses many amenities, including a gym, recreational swimming pool, and a 7th-floor lounge.

Following the property tour, a CIPS Networking Event was open to all participants from 5:30 PM to 8:30 PM at The Tailor Public House, located at 505 8th Ave in the Garment District, New York, NY 10018.



DAY 2 - GLOBAL SUMMIT

On October 19, the Global Real Estate Summit NYC commenced with an 8:00 AM Registration and Networking Breakfast, providing attendees with an opportunity to connect before the formal program began. At 9:00 AM, the summit officially started with a welcome and opening remarks.

Stephanie Aker, National Association of REALTORS® (NAR) Global Council Engagement and Development Manager, took the stage at 9:05 AM to deliver insights into NAR resources and practical information on how to start and succeed in global business.

Subsequent sessions included a discussion on Sustainable Cities by Susan Merdinger Greenfield, Immediate Past World President of FIABCI, and a Tri-State Economic Development Leaders Panel moderated by Dr. Marsha Gordon, President/CEO of The Business Council of Westchester. The panel included Melissa Roman, COO of NYC Economic Development Corporation (NYCEDC), Matt Pugliese, Executive Director of Community Development at Connecticut Department of Economic and Community Development (DECD), and Steve Milgrom, Business Advocate at New Jersey Business Action Center.

The summit continued with a global market update on Portugal by David Ruah, CEO of MDRL-Gestão Imob e Turistica, and a session titled "From Local to International: A Blueprint for Thriving in Global Real Estate - Tips and Strategies for Agents and Brokers" by Jorge L. Guerra Jr., President and Chief Executive Officer of Real Estate Sales Force (RESF).

After a lunch break in the Atrium, the afternoon sessions continued with a keynote presentation by Kelly McDonald titled "Global Cultures and Cross-Border Negotiations", followed by a Commercial Real Estate/Global Panel with David Schnitzer, President of CCIM, Dawn M. Carpenter, Secretary/Treasurer of IREM, and Damon Conrad, Vice President, Managing Director - Canada, Royal LePage Commercial, Canadian Real Estate Association (CREA). Kathleen Ryan, a multi-certified expert, closed the event with a very informative presentation on Artificial Intelligence and its impacts on the real estate market.

The day concluded with a 4:00 PM Cocktail Hour at the Atrium, followed by the CIPS Dinner at Tito Murphy's, located at 346 West 46th Street, NY.

2023
GLOBAL
REAL ESTATE
SUMMIT

WELCOME

HOST ASSOCIATIONS

BROOKLYN MILLS CT REALTORS[®] GREATER BERGEN REALTORS[®]

GAR HGAR ASSOCIATION OF REALTORS[®] LIBOR NATIONAL ASSOCIATION OF REALTORS[®]

nysar NCJAR LIBOR REALTORS[®]

SUPPORTING ASSOCIATION **LIBERTY**
Board of Realtors

#GlobalRESummit2023



SEE YOU NEXT YEAR!

