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8AM-12PM

AUSTIN
COUNTRY
CLUB

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
AUSTIN CHAPTER



THE CCIM INSTITUTE
Central Texas Chapter

**Economic
Resilience**

9TH ANNUAL

THE REAL ESTATE SUMMIT

2024 Real Estate Summit Speaker Bios



Dr. Luis Torres

Senior Business Economist

Federal Reserve Bank of Dallas

Luis Torres joined the Federal Reserve Bank of Dallas in March 2022 as a senior business economist. Based out of the San Antonio Branch, Torres performs research and analysis on issues impacting Texas, Mexico and the U.S.–Mexico border.

Torres received his bachelor's degree in economics from the Monterrey Institute of Technology in Mexico. He received a master's in economics from the University of Texas at El Paso, where his dissertation received honors. He later earned a scholarship to participate in the American Economic Association's PhD Summer Minority Program. His PhD is from the University of Colorado at Boulder, where he specialized in international economics and econometrics. During his doctoral studies, he worked at the El Paso Branch of the Dallas Fed. From 1995 to 2012, he was with Banco de México in the research and institutional liaison departments. Prior to joining the Fed, he served as a research economist at the Texas Real Estate Research Center at Texas A&M University, studying regional economies, developing economic indicators and researching real estate markets.

Torres has taught classes and seminars at U.S. and Mexican universities as well as in national and international forums. He has published articles in academic and nonacademic publications about regional economies, international economics, real estate, trade and applied econometrics.



Charles Cirar

Vice Chairman

CBRE

With 37 years in commercial real estate, Charles Cirar is a specialist in acquisition and disposition strategies for multifamily properties and development sites in the Texas and Southwestern U.S. markets. He has closed over 350 transactions in the past 12 years for sales exceeding \$10 billion. He has made the Colbert

Coldwell Circle Award - Top 100 CBRE Broker list in each of the last 12 years.

In 2007, Mr. Cirar was the #1 ranked broker in Multifamily for CBRE and the #5 ranked broker globally for all property types. In 2008, Mr. Cirar was the #1 ranked Multifamily broker for CBRE, and was ranked in the Top-25 nationally for all property types. In 2009, Mr. Cirar was the #2 ranked Multifamily broker for CBRE. In 2010, Mr. Cirar was a member of the Colbert Coldwell Circle, and ranked in the Top-5 nationally for the CBRE Multifamily Group. In 2011, 2012, 2013, 2014, 2015 and 2016, Mr. Cirar was the #1 ranked Multifamily Broker for CBRE.



Drew Fuller

Managing Director, Capital Markets

JLL

Drew is a managing director in the Austin office of JLL Capital Markets, Americas. He joins JLL as part of the HFF acquisition and has more than 12 years of experience in commercial real estate. He focuses primarily on commercial investment sales advisory transactions throughout central Texas.

Drew started at HFF as an analyst in February 2014 and has been involved real estate transactions totaling more than \$3 billion. Before that, he worked with Commercial Texas in Austin as an associate vice president, where he participated in commercial investment sales and leasing. He began his real estate career in 2008.



Chris McColpin

Senior Managing Director

Newmark

A University of Texas graduate, McColpin has spent the last 18 years in commercial real estate. Prior to joining Newmark in 2023 he spent 6 years at HFF/JLL as a Managing Director in Austin, where he facilitated debt and equity transactions across an array of property types. He previously served as a Vice President at

Lone Star Funds' credit affiliate, LStar Capital, and spent time at Morgan Stanley and Goldman Sachs working on loan origination teams.



Hank Crane

Senior Director

Marcus & Millichap

Hank Crane joined the Austin office of Marcus & Millichap Capital Corporation (MMCC) in May 2017. As a Senior Director with MMCC, Mr. Crane is responsible for securing commercial debt financing for an array of property types including multifamily, office and industrial, retail, seniors housing and hospitality. He is

well connected with national, regional and local funding sources including, but not limited to, agency lenders (E.g. Fannie Mae, Freddie Mac), commercial banks, CMBS lenders, life insurance companies, private and public funds and hard money lenders.

Prior to joining MMCC, Mr. Crane served as a vice president of BMC Capital where he sourced debt and equity for commercial property owners throughout the Southwest. Previously, in addition to maintaining a strong presence in commercial real estate lending, Mr. Crane practiced law, representing national lenders in matters pertaining to real estate, securities, venture capital and the environment. Mr. Crane graduated from American University with a Bachelor of Arts degree in Communications and earned his Juris Doctorate from University of Denver Law School. He then earned his Master Degree in Environmental Studies from University of Montana. Mr. Crane is a member of Austin CCIM (Certified Commercial Investment Member), CTCAR (Central Texas Commercial Association of Realtors) and Austin CREW (Commercial Real Estate Women).



Ed Latson
CEO & President
Opportunity Austin

Ed Latson is the CEO & President of Opportunity Austin, the economic development initiative aimed at fostering job-creating investment in the five-county Central Texas region.

In his prior role, ed was the founder and Executive Director for ARMA—the Austin Regional Manufacturers Association, a business group focused on strengthening the advanced manufacturing community through advocacy, workforce development, and networking. Members include some of the largest employers in the area like Samsung Semiconductor, NXP, Infineon, Applied Materials, Tokyo Electron, Tesla, and National Instruments, but also small and medium size companies from diverse sectors, like food & beverage, bio/pharma, automotive, printing, and metal fabrication. His work includes supplier development, workforce pipelines, and public affairs for member companies.

Latson is a member of Governor Abbott’s Semiconductor Taskforce. He is also active in the community serving on boards or advisory groups for the United Way, Junior Achievement, the Capital Area Economic Development District, Austin Community College, Texas State Technical College, Austin ISD, and Pflugerville ISD. He is a native Austinite and a graduate of the University of Texas.



Thomas Rhodes
Principal & Broker
Mango Rhodes Land Advisors

Thomas K. Rhodes, CCIM is a certified commercial real estate professional with 13 years of experience as a development and entitlement consultant and commercial REALTOR®. He graduated from Texas State University with a Bachelor’s of Science degree in Geography with a focus on Urban and

Regional Planning. After graduation, Thomas spent approximately 2 years working as a planner for the City of San Marcos. After leaving the City, Thomas became a private consultant representing property owners and developers across the state through the entitlement and permitting processes.

In 2008, Thomas co-founded ETR Development Consulting, LLC, a land planning, entitlement and development consulting company providing due diligence services, permitting coordination and development management services for clients. His work has included single family master planned communities, multifamily residential and all types of nonresidential (commercial and industrial) properties. In 2013, Thomas joined a nationally recognized real estate brand with a focus on commercial sales and leasing.

During this time, Thomas earned the designation of Certified Commercial Investment Member (CCIM) completing all required courses and passing the national exam in less than 1 year. In 2017, Thomas founded TKAR Commercial Real Estate Services to focus on providing acquisition, disposition, leasing and development services for specialized clients and properties. Through his background and experience in the commercial real estate industry, Thomas is able to provide unparalleled service and a unique perspective for every real estate transaction.



Andrew Evans, P.E.

Senior Project Manager

Atwell, LLC

Andrew provides a full range of civil engineering on land development projects. He has more than 25 years of project experience for commercial, retail, single family and multi-family developments in the central Texas area. His responsibilities include project management, production supervision, technical guidance, and client coordination to obtain approvals for site development entitlements, platting, floodplain modifications, zoning, and/or special use permitting. Andrew effectively manages projects from inception and due diligence through to completion of construction. Many of his projects have accelerated schedules and all are attended to with an intense focus on client service.