



**OPPORTUNITY ZONE EXPO**

**Right Place, Right Zone**

Real Estate Investing in Opportunity Zones



# Right Place, Right Zone

Real Estate Investing in Opportunity Zones



**Moderator:** Chris Loeffler, CEO + Co-Founder,  
Caliber the Wealth Development Company

- Representing a \$500m southwest-focused real estate opportunity zone fund
- 10-year track record investing in like-projects
- Middle market real estate for high net worth investors and their advisors



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**Rebecca Mitich**  
Husch Blackwell  
*Legal Expert*



**Kunal Merchant**  
Lotus Advisory  
*Managing Director*



**Alex Bhathal**  
RevOZ Capital  
*Family Office Investor*



**Moses Kagan**  
Adaptive Realty  
*Real Estate Entrepreneur*



**Authority is derived from experience, I'd like for each of you from your own perspective to provide your experience and why you see opportunity zone investing as an important component of your world?**



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**What can we do now based on the Code and proposed regulation and what do we hope to do with further regulations and clarity?**





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**What's the one thing we should know for 2019  
from your perspective for opportunity zone  
investing?**





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**What kind of response are you getting to your early marketing efforts – are investors calling, are deals appearing?**



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**What economic concerns (i.e. investor returns and splits, construction guarantees, operator promotes, developer fees, and guaranties, etc.) have you considered, or do you anticipate, when advising clients or investing in a fund?**





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**Brings us into strategy – what is yours,  
investment, service, etc.?**



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**Added rules of opportunity zone funds create substantially more complexity than traditional real estate funds - how are you navigating this with your own funds or advising your clients to handle this?**



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**This program sets a minimum invest period of 10 years with max invest period of 30 years how is this longer investment window allowing you or your clients to be more creative with their deals?**





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