

# **PENINSULA REAL ESTATE UPDATE WEBINAR - NOV. 1, 2023**

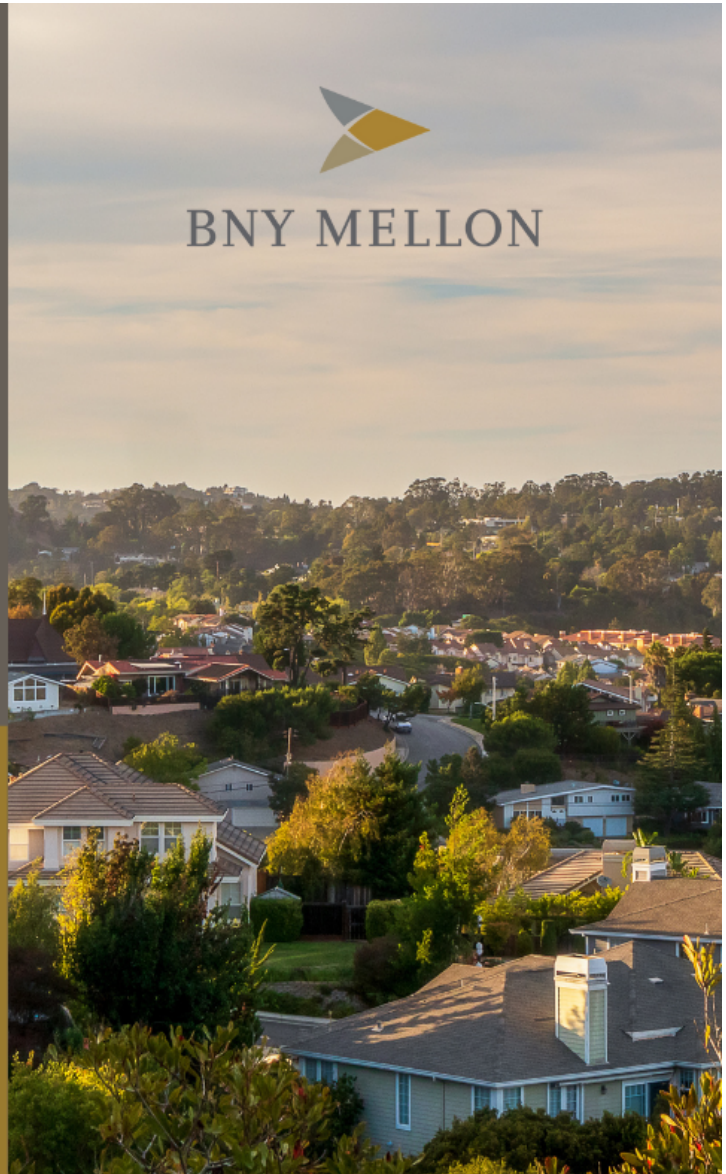
Peninsula Webinar Series

Presented by  
BNY Mellon & Hoge Fenton

## **PENINSULA REAL ESTATE UPDATE**

November 1, 2023  
3:00 - 4:00 p.m. PT

**HOGE • FENTON**



Join our panel for the final part of our Peninsula Webinar Series on November 1, 2023, from 3:00 - 4:00 p.m. PT. Daniel Graca, Sr. Vice President of BNY Mellon Wealth Management Commercial Real Estate Finance, Jonathan G. Hanhan, Group Leader and Sr. Vice President of Compass, Eileen Giorgi, Residential Realtor of Christie's International Real Estate, and Sean Cottle, Shareholder and

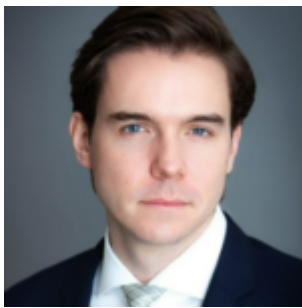
Attorney of Hoge Fenton will give an update on Peninsula Real Estate, and discuss the following topics:

- State of residential real estate market
- State of commercial real estate market
- Impact of interest rates
- Real estate investor update (institutional, private)
- Market trends and notable projects
- Outlook for the Peninsula Real Estate Market

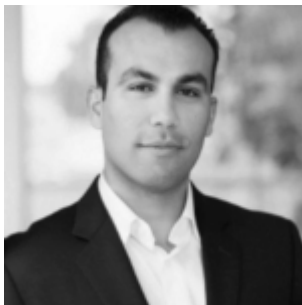
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**This webinar is complimentary**

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[Daniel Graca](#) joined BNYM Wealth Management in 2020 and is a member of the Credit Advisory Group responsible for underwriting and managing the firm's commercial real estate debt. Prior to BNYM, Dan worked at Man Group Private Markets originating commercial real estate loans and Hudson Advisors/ Lone Star Funds as vice president arranging debt for the North American real estate funds. Prior to that, Dan was a member of the commercial mortgage lending arm of Prudential Financial. He holds a B.S.B. from DePaul University and an M.B.A. from Columbia Business School.



[Jonathan G. Hanhan](#) is a Group Leader and Sr. Vice President of Compass. Jonathan started his career 20 years ago in the mortgage industry, managing 55 loan agents and taking the annual volume from \$100m to \$300mm at the age of 19. Since 2006, Jonathan has practiced commercial real estate, brokering and advising clients of all shapes and sizes, from family-owned properties to corporate real estate strategy; his team has proficiency in sales (acquisition and dispositions) and leasing (landlord and tenant representation) of office, industrial, and retail properties.



[Eileen Giorgi](#) is a Residential Realtor with over 24 years of experience in the real estate industry. Eileen works closely with buyers and sellers in Silicon Valley to help them achieve their real estate goals. She is dedicated to providing an extraordinary experience for her clients, focusing on meeting and exceeding their expectations. Eileen has been ranked in the top 1.5% of Agents and Teams Nationwide by Real Trends. She is the incoming President of the Silicon Valley Association of Realtors with over 4500 members. Eileen's commitment to honesty, prompt and efficient communication, and unparalleled follow-through have earned her a reputation for delivering exceptional results.



[Sean Cottle](#) is a Shareholder and Attorney of Hoge Fenton and will be moderating the panel. He has helped his clients negotiate the buying and selling of property with consideration valued at more than \$1.9 Billion dollars. Sean's practice focuses on transactions involving the purchase, sale, and leasing of commercial, industrial, and retail properties and the purchase and sale of residential development property, both in California and elsewhere throughout the country. He also advises landowners, developers, builders, and subcontractors on other legal issues from entitlement, construction, and property-related issues to post-sale issues and project advocacy.

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