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## 2017 New England Appraisers Expo Schedule

October 13, 2017 - Appraisal & Consulting

Commercial Program

- Opening General Session

- 8:30 a.m. to 9:20 a.m. - Victor Calanog, Ph.D, CRE - chief economist & senior vice president at Reis, Inc.

- 9:30 a.m. to 10:20 a.m. - Sarah Philbrick, socioeconomics analyst at Metropolitan Area Planning Council

- 10:45 a.m. to 12:15 p.m. – Limiting Your Liability as an Appraiser

- Jennifer Markowski, Esq., Peabody & Arnold

- Jamie Moore, certified residential appraiser, Jaime Moore Appraisal Services

- John Torvi, Landy Insurance

- 1:30 p.m. to 2:45 p.m. - Then and Now: What did we learn from the 1990s that applies today?

Description: The panel will use the Bank of New England failure as a case study in what warnings were missed when it came to valuations. This will be tied in to appraisal reform beginning FIRREA and the Appraisal Foundation coupled with a look at today's experiences in commercial valuations.

- Bud Clarke, MAI, moderator, senior vice president, investment valuation, Boston Financial Investment Management, LP

- Charles Douglas, author, "The Outstanding Truth: The Failure of the Bank of New England Corp.," retired SVP, Bank of New England;

- Bruce Wiley, MAI, co-founder, Akerson & Wiley, former chief appraiser at Bank of New England;

- John Leary, MAI, senior valuation consultant, Advisra Consulting LLC, former chief appraiser Shawmut Bank; and

- David Westcott, chief appraiser, Santander Bank, N.A.

- 3:00 p.m. to 4:30 p.m. – Retail Rebirth

Description: It's easy to speculate that retail is in trouble, but dramatic headlines announcing store closures and the death of shopping malls don't tell the whole story. The industry isn't dying; rather, it's adapting to consumer preferences for online retailing and other nontraditional models — and appraisers working in this sector must navigate a changing landscape.

- Bill McLaughlin, MAI, MRICS, moderator, executive director, valuation & advisory, Cushman & Wakefield;

- Heather Brown, executive vice president, JLL;
- Ryan McCullough, senior real estate economist, CoStar;
- Geoff Millerd, executive managing director, Newmark Knight Frank; and
- Peter Montesanto, senior vice president – retail leasing, Colliers International.

## Residential Program

• 8:30 a.m. to 9:20 a.m. - Victor Calanog, Ph.D, CRE, chief economist & senior vice president at Reis, Inc.

• 9:30 a.m. to 10:20 a.m. - Sarah Philbrick, socioeconomics analyst at Metropolitan Area Planning Council

• 10:45 a.m. to 12:15 p.m. – Limiting Your Liability as an Appraiser

• Jennifer Markowski, Esq., Peabody & Arnold

• Jamie Moore, certified residential appraiser, Jaime Moore Appraisal Services

• John Torvi, Landy Insurance

• 1:30 p.m. – 2:45 p.m. – Thinking Outside the Bank: Part 1

Description: This presentation focuses on general issues and differences associated with non-lender clients. Panel includes William Pastuszek, Jr. MRA, MAI, moderator, Shepherd Associates; Scott Joseph, Esq., Joseph and Joseph; and Rick Semerjian, Shelrick Associates. Topics will include:

- What are private assignments?
- The importance of well written engagement letters
- What is the value of your time?
- Appraisals from the client's perspective
- Scope of work acceptability and challenges
- Intended users and uses
- Reporting formats

• 3:00 p.m. to 4:30 p.m. – Thinking Outside the Bank: Part 2

Description: Panelists will take on more common type of non-lender assignments describing their unique characteristics. Topics include: Estate planning and estates; divorce; bankruptcy; tax abatement; and eminent domain. Panel included: Pastuszek, moderator; Pamela Davis, MAA, chief assessor, city of Everett; Mary Granville, MRA, The Appraisers Collaborative; and Michael Nicora, RA, Suburban Appraisal.