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## **Appraisal Institute and MBREA present 2011 N.E. Appraisers Expo**

October 18, 2011 - Spotlights

The Massachusetts Chapter of the Appraisal Institute and the Massachusetts Board of Real Estate Appraisers are pleased to announce the opening of registration for the 2011 New England Appraisers Expo.

The 2011 Expo is returning to the Sheraton Four Points Hotel, Norwood, MA where we have enjoyed a great day of education, networking and the hotel's fantastic luncheon buffet.

We have planned both a commercial and residential program with speakers representing the top experts in their fields. Read below for the specific details about each program.

Date: October 24, 2011

Registration: 8:00 a.m.

Program: 9:00 a.m. to 4:15 p.m.

Where: Sheraton Four Points Hotel, Norwood, MA

\$125 for MA Chapter AI and MBREA Members

\$175 for Non-Members

NOTE: MA Chapter AI members, who do not belong to MBREA, should obtain a discount code from the MA Chapter office to use when registering to get member pricing

Combined Opening Session

The 2011 New England Appraisers Expo will open with both residential and commercial appraisers in a combined session.

8:00 am

Registration & Continental Breakfast with the Vendors

9:00 am - 10:00 am: Residential & Commercial Markets in 2012

Join us as two industry leaders and insiders share their insights into market directions in 2012. Our featured speakers are Carol Bulman, CEO and Vice Chairman of Jack Conway Real Estate, one of New England's largest independent real estate companies and David Begelfer, Chief Executive Officer of NAIOP Massachusetts, the Commercial Real Estate Development Association. Together, they will discuss future trends for residential and commercial real estate in Massachusetts and New England.

10:00 am - 10:50 am: What's New in USPAP and the ASB?

Barry Shea, vice-chair of the Appraisal Standards Board, will overview the changes in USPAP for 2012-2013. Mr. Shea, a Certified Residential appraiser in the State of New Hampshire, also will comment on, and seek feedback regarding, reporting requirements and other issues the ASB has under advisement for future editions of USPAP. This informative program is designed to encourage appraisers to watch for ASB exposure drafts and to offer comments on proposed changes to USPAP.

## Residential Program

11:15 am - 12:15 pm: Deed Restricted Units

Christine Zitso Jaques and Steven Elliott, MRA will explore the complexities of recognizing the terms of deed restricted housing and appraisal considerations. While focusing on Massachusetts 40B housing, the concepts will apply to similar property in other states.

Lunch - 12:15 pm - 1:15 pm -- Sponsored by Landy Insurance

1:15 pm - 4:00 pm: Four R's of Appraisal Review - Role, Responsibility, Report and Response

Two experienced review appraisers will discuss the appraisal review process in depth. This program is for appraisers whose work is critiqued from near and far and appraisers who perform review appraisal assignments. Gregory Accetta, MRA and Steven Spangle, MRA will outline best practices in the appraisal review process, professional conduct for review appraisers, a review appraiser's responsibilities and how an appraiser can best respond to a reviewer's comments.

## Commercial Program

As the economic downturn stretches into another year, real estate specialty markets move to their own cycles. The challenge is to understand where we are in the market and what the future holds. We are presenting an overview of four specialty practices; golf, senior housing, lodging, and gaming.

11:15 am - 12:15 pm: Jeffrey Dugas, Wellspeak Dugas & Kane, discussing the golf course marketplace and industry trends. Mr. Dugas is a recognized industry expert and appraises golf course property all along the eastern seaboard. Mr. Dugas has appraised over 100 golf course properties in Massachusetts.

12:15 pm - 1:15 pm: Alan Plush, MAI, Senior Partner, Healthtrust, discussing the senior housing marketplace and industry trends. Mr. Plush is a principal in the national senior housing valuation and consulting firm Healthtrust. To date, Alan has directly or indirectly participated in the appraisal of thousands of nursing homes, congregate care facilities, continuing care retirement centers, and hospitals.

Lunch - 1:15 pm - 2:15 pm -- Sponsored by Landy Insurance

2:15 pm - 3:15 pm: James Berry, MAI, Sr. Appraiser, Cushman and Wakefield, discussing the New England lodging market, and Eric Lewis, MAI Cushman and Wakefield, Executive Managing Director and Industry Leader of the Hospitality & Gaming Group, discussing the national lodging market and industry trends. The Cushman & Wakefield Hospitality & Gaming Group consists of 25 senior valuation professionals dedicated to the hospitality industry. The group was responsible for over \$270 billion in valuations in 2009.

3:15 pm - 4:15 pm: Mark Capasso, a Managing Director and joint head of the Hospitality and Gaming Group within C&W's Valuation Services - Capital Markets Group, discussing the national and New England gaming markets and trends. Mr. Capasso has provided valuation and appraisal services for such prestigious hospitality and gaming companies as Four Seasons, Hilton, Hyatt, Marriott, Starwood, Park Place Entertainment, and many others. Mr. Capasso's topic is particularly timely as the Massachusetts legislature debates legalizing gaming/casinos in Massachusetts.

## Expo Speakers

Carol Bulman is the chief executive officer and vice-chairman of Jack Conway, Realtor, one of the largest independently owned real estate companies in New England. The firm currently has 42 offices from the North Shore of Massachusetts to Cape Cod.

The daughter of Founder and Chairman Jack Conway, Bulman has had more than 20 years of experience in her family's firm. She has also held posts in wholesale mortgage lending for National

City Home Equity, Washington Mutual Savings Bank and Sierra Pacific Mortgage.

Bulman plays a leadership role in the real estate industry at the local, state and national level. She serves on the Government Affairs Committee for the Massachusetts Association of Realtors and the Education Committee for the Plymouth and South Shore Association of Realtors. She is a director of the South Shore Chamber of Commerce, a trustee for South Shore Hospital and a member of the Advisory Council for the Atlantic Symphony Orchestra. She also serves on the Operating Committee of New England Mortgage Partners, Conway's home lending arm, in partnership with Wells Fargo Bank.

Bulman is a graduate of Providence College and the National School of Mortgage Banking in Chicago. She is a past president of the Massachusetts Mortgage Association, a former member of the Banker & Tradesman Advisory Council and the recipient of the Boston Business Journal's "40 under 40" award. She formerly served on Mass Housing's Single Family Advisory Council and is the recipient of the Providence College Career Achievement Award.

Bulman is committed to expanding her company, maintaining its 54-year reputation for honesty and integrity, and providing exceptional real estate services with a personal touch to the buyers and sellers of Conway Country.

She and her husband Michael live in Scituate, Massachusetts. They have four children, Katie, Corie, Jack and Michael, and one grandchild, Ally Rose.

David Begelfer is Chief Executive Officer of NAIOP Massachusetts, the Commercial Real Estate Development Association, representing the industry through its legislative affairs efforts, educational programs, and its continual research into critical issues of business development. NAIOP is the voice for commercial real estate in the state and represents the interests of companies involved with the development, investment, and ownership of office, industrial, retail, mixed-use, and institutional properties.

Begelfer established and co-chairs a state-wide business coalition, is a board member and past Chairman of the 495/MetroWest Corridor Partnership, board member of the Boston Municipal Research Bureau, MassINC, MassEcon, Northeastern University's School of Public Policy & Urban Affairs, and the Advisory Board of the Pioneer Institute's Center for Economic Opportunity. He also serves on numerous state regulatory and policy advisory committees.

Begelfer is a registered lobbyist in Massachusetts.

Begelfer is a past president and chairman of the Board of the New England chapter of NAIOP and served as the first chairman of NAIOP's National PAC. Begelfer was president of The Iver Company, a commercial development company that built office and R&D properties in eastern Massachusetts. Begelfer is a Board member and Chairs a Center of Excellence with the Jewish Community Centers of Greater Boston, is a member of the Board of Trustees of Hebrew College, the CJP Annual Fund Leadership Council, is past Chair of the United Way Real Estate Committee, and site committee for the New Center for Arts & Culture in Boston. He is also on the Heading Home, Inc. Advisory Council.

Begelfer is a graduate of Clark University.

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