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## **Approaching the 22nd New England Appraisers Expo**

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Once a year appraisers in New England have an opportunity to attend a program that assembles an outstanding lineup of speakers. 2012 is no exception as we approach the 22nd New England Appraisers Expo. The 2012 Expo will be a high energy affair, packed with a diversity of presenters speaking on an equally diverse group of topics.

Co-sponsored by the MBREA and the Mass. Chapter of the Appraisal Institute, the Expo will be held on October 15th. It's returning to the Four Points by Sheraton Hotel in Norwood where we also get to enjoy a hot buffet lunch. Applications have been submitted to Conn., Mass., N.H., R.I. and Vt. for up to 7 hours of continuing education credit.

Why attend the New England Appraisers Expo? Is it solely to add 7 more CE hours to your credit? I hope not. I have attended all but a few of the previous 21 Expos and leave each year enriched by the information imparted in the sessions. I expect the same this year. What I learn at the Expo provides an insight to the economy, the appraisal profession and appraisal issues that sharpen my skills and increase my competency.

I'll be attending the residential program in 2012. There I will find out what is happening in Washington, D.C. that will influence my future decisions about conducting an appraisal business. Each time I hear economist Chip Case, my knowledge of the economic influences affecting the market gives me tools I can use in completing assignments. Although my company handles assignments in states outside of Massachusetts, secretary Bialecki's comments on the state's economic development efforts will give me an insight to how the state and region is battling the recession. And, Jonathan Miller's well known expertise in predicting future real estate trends, wraps up a morning of great learning.

After lunch we will hear from a key player in setting secondary market appraisal guidelines. Fannie Mae's Bob Murphy will talk with us about their experiences to date with the UAD and UCDP. His detailed knowledge of secondary guidelines is going to help me prepare better and more consistent appraisal reports. Wrapping up the program is Steve Elliott, one of MBREA's most respected instructors. Elliott's presentation, based on his recent consulting experience with various regulatory agencies, will show me how to make my reports more defensible.

The commercial program also features an excellent afternoon of presentations by Stephen Karp of New England Development and Gerard McDonough, an expert on valuing marinas.

There's at least one more reason for attending the Expo I would like to share. Networking is a big part of the day. I find sitting and speaking with other appraisers both refreshing and invigorating. The contacts I have made at the Expos have stood me well, when I have needed to seek the advice of appraisers with greater experience.

So, please join me at the 2012 New England Appraisers Expo. You will find all the details on the MBREA's website: [www.mbre.org](http://www.mbre.org).

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