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## **10-15-2012 - 2012 New England Appraisers Expo schedule of events**

October 11, 2012 - Spotlights

The Massachusetts Chapter of the Appraisal Institute and the Massachusetts Board of Real Estate Appraisers presents the 2012 New England Appraisers Expo. The Expo is returning to the Sheraton Four Points Hotel, where they have enjoyed a great day of education, networking and the hotel's fantastic luncheon buffet. They have planned both a commercial and residential program with speakers representing the top experts in their fields.

Date: October 15th

Registration: 7:30 a.m.

Program: 8:30 a.m. to 4:30 p.m.

### **Combined Opening Session**

The 2012 New England Appraisers Expo will open with both residential and commercial appraisers in a combined session.

\* 7:30 a.m. - Registration & Continental Breakfast with the Vendors

\* 8:30 - 9:20 a.m. - David Bunton, president of the Appraisal Foundation and Bill Garber, director of government affairs and external relations at the Appraisal Institute.

\* 9:30 - 10:20 a.m. - Karl "Chip" Case, professor emeritus of economics at Wellesley College.

\* 10:20 - 10:40 a.m. - Break

\* 10:40 - 11:30 a.m. - Greg Bialecki, secretary of housing and economic development, oversees the Commonwealth's business development, housing and community development and consumer affairs and business regulations agencies.

\* 11:40 a.m. - 12:30 p.m. - Jonathan Miller is a journalist and lawyer who turned to real estate analysis. He is a foremost interpreter of 21st century real estate futures seen through the lens of lifestyles and market realities. Author, since 1993, of "Emerging Trends in Real Estate" published by Pricewaterhouse Coopers.

### **Residential Program**

\* 1:30 pm - 3:00 p.m. - Robert Murphy - Murphy joined Fannie Mae in 2000 where his role as a subject matter expert aided in the development of collateral valuation policies which included automated valuation policies, appraisal report forms, and responsibility for the implementation of special projects such as the HVCC and its successor, Appraiser Independence Requirements.

\* 3 - 3:15 p.m. - Break

\* 3:15 - 4:30 p.m.: Steven Elliott, MRA, SRA - Elliott will highlight areas where he finds appraisers frequently fall short in tying together all the sections of a report and steps you can and should take

to make your reports more defensible.

### Commercial Program

\* 1:30 - 2:45 p.m. Stephen Karp and team, New England Development - Karp is a leading developer of shopping centers and mixed-use developments. He first entered the shopping center business in the late 1960's with the development of one of the first enclosed malls in the Northeast, which opened in 1972. He went on to found New England Development in 1978. Karp is past chairman and current member of the board of trustees of the International Council of Shopping Centers and member of the Greater Boston Real Estate Board and the Urban Land Institute. Karp and his team will discuss the current retail environment and market conditions. He and his team will also present a project focus on his company's latest developments in the Boston area and nationally.

\* 2:45 - 3:00 p.m. - Break

\* 3 to 4:30 p.m. - Specialty Real Estate Focus: Marinas Gerard McDonough, MAI - McDonough is managing director of the Providence office of Integra Realty Resources, which provides valuation and consulting services for various types of real property with special emphasis on portfolios, complex industrial properties, marina valuation, and international consulting. McDonough will present the technical aspects of marina valuation and discuss the current market context for this specialty real estate type.

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