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## **The 23rd Annual New England Appraisers Expo - October 21st at the Four Points by Sheraton Hotel, Norwood, MA**

October 17, 2013 - Spotlights

The 23rd New England Appraisers Expo, presented by MBREA and the MA/RI Chapter of the Appraisal Institute, will be the most exciting expo ever. The expo takes place October 21st at the Four Points by Sheraton Hotel. The Residential & Commercial programs have been approved in MA for 7 hours of CE credit. Applications have been submitted to CT, NH, RI and VT for up to 7 hours of continuing education credit. Note for MA appraisers: the Residential Program is approved for residential credit and the Commercial Program is approved for non-residential credit.

Combined Opening Session:

\* 7:30 a.m. - Registration and continental breakfast with the vendors.

\* 8:30 a.m. - 9:20 a.m. - Paul Willen, senior economist and policy advisor, research department, Federal Reserve Bank of Boston. Willen's research focuses on household financial management; recently he has spent much of his time studying mortgage markets. His research appears in the Review of Economics and Statistics, Economic Theory, the Journal of Finance, the Journal of Public Economics, the Journal of Urban Economics, the NBER Macro Annual, the Brookings papers on Economic Activity, and elsewhere.

\* 9:30 a.m. - 10:20 a.m. - Steven Elliott, MRA, SRA, chair of the Appraisal Foundation's board of trustees. Elliott brings an unique perspective to the expo as a practicing appraiser who has a national perspective on the state of the profession.

\* 10:20 a.m. - 10:45 a.m. - Break

\* 10:45 a.m. - noon - Green Building Appraisal Overview - They have assembled a panel of experts on green building and green building valuation. Moderated by Bruce Wiley, MAI, the panel will feature Sandra Adomatis, SRA and Dan Winters, senior fellow at the U.S. Green Building Council. Together they will provide you with a green building primer that will equip you with a foundation to build both a residential and commercial green building real property competency.

Commercial Program Agenda:

\* 1:15 p.m. - 2:30 p.m. - The State of Multi-Family Housing - Three experts will focus their attention on the development, financing and investment sales of multi-family housing. Richard High, president, John M. Corcoran & Co., Tim O'Donnell, Fantini & Gorga and Simon Butler, executive vice president, CBRE/New England will be joined by moderator Steven Kaye, MAI, CRE, senior vice president, CBRE/New England for a timely presentation.

\* 2:30 p.m. - 2:50 p.m. - Break

\* 2:50 p.m. - 4:30 p.m. - Commercial Green Buildings - Dan Winters, U.S. Green Building Council will lead off the final session with a presentation on sources of data and resources for commercial green buildings. Brian Swett of the City of Boston, will overview the Boston Energy Reporting and

Disclosure Ordinance that is being phased in over the next few years. Bruce Wiley, MAI, will share information about the PV Value, a tool used to value rooftop solar panels on industrial and commercial structures.

#### Residential Program Agenda

Same schedule as commercial program till 1:15

\* 1:15 p.m. - 2:30 p.m. - Valuation of Residential Green Buildings - Sandra Adomatis, SRA, a leading expert on the valuation of green residences will discuss a variety of topics including:

1. What is a high performance house?
2. Residential Green and Energy Efficient Addendum- more detailed presentation
3. HERS rating system
4. FNMA guidelines
5. PV Value - Tool for valuing solar panels on houses
6. Mini-Case Study: High-performance home - photos, features, value implications.

\* 2:30 p.m. - 2:50 p.m. - Break

\* 2:50 p.m. - 4:30 p.m. - Appraising in the Current Lending Environment - Moderated by Rich Goulet, MRA, an assembly of experts will provide you with an overview of current market trends. The presenters include: Tim Warren, The Warren Group; Debra Taylor, LINK; Richard Goulet, MRA; Greg Farber, Leader Bank; and Steven Spangle, MRA, SRA.

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