

# The Metro New Jersey Chapter of the Appraisal Institute Welcomes You Back!

## *86<sup>th</sup> Annual Princeton Conference*

**Monday, April 25, 2022**

Register at [www.ai-newjersey.org](http://www.ai-newjersey.org)

*Marriott Hotel and Conference Center ~  
100 College Road East, Princeton, NJ or on Zoom*

*The Princeton Conference is the longest running annual appraisal conference in the country. Every year since 1936, the Metro New Jersey Chapter of the Appraisal Institute has invited leaders in the real estate industry to offer their insight on the past, present, and future of real estate.*

*This Educational Program was developed by the Metro NJ Chapter with the intent of addressing topic(s) of current local interest solely for educational and informational purposes. The Appraisal Institute national organization was not involved in developing or organizing the Program. The content of this Program, including but not limited to any written materials and presenter comments, does not represent the viewpoint of the Appraisal Institute (national organization). Further, the Appraisal Institute has not peer-reviewed or approved the content of the Program and does not warrant the accuracy or timeliness of the content of the Program. The content of the Program is subject to court decisions and local, state and federal laws and regulations and any such revisions of such laws and regulations. This Program is presented with the understanding that the Appraisal Institute is not engaged in rendering legal, accounting or other professional advice or services. If expert advice or services are required, attendees and readers are responsible for obtaining such advice or services from appropriate professionals.*

### **2022 Princeton Conference Committee:**

Christopher J. Otteau, MAI, AI-GRS— Co-Chair

Connor Montferrat - Co-Chair

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K. Sean Cooney, MAI

Thomas Grouss, MAI

Erin Taffera, SRA, AI-RRS

Dallas Whitaker MAI

Officer Liaison: Jennifer Barany, MAI, SRA

### **Continuing Education Credit**

**Approved by the Appraisal Institute, the New Jersey State Board of Real Estate Appraisers, and the New York State Board of Real Estate Appraisers for 7 CE hours, and the New Jersey Insurance and Banking Board for 7 hours of Broker/Realtor CE.**

**Approved by the NJ Assessor's Board for 3.5 appraisal hours and 3.5 administration hours.**

**Approved by the Legal Board for 8.40 CLE credits.**

The Pennsylvania Board of Real Estate Appraisers accepts programs approved in New Jersey.

For those attending on Zoom:

You must have a working webcam and mic to be seen and heard throughout the program to receive CE for this virtual event (no exceptions). You will register for the Virtual Conference Option on the chapter website (tickets). Picture IDs are required.



**Metro New Jersey  
Chapter**

## **86<sup>th</sup> Annual Princeton Conference – April 25, 2022**

**8:00 am**      **Registration and Continental Breakfast**

**8:30 am**      **Welcome**      John Musnuff, MAI, *President of the Metro New Jersey Chapter*

### **Session I ~ The Economic Update**

This session will focus on the current state and trends of the economy. How has COVID-19 impacted us and when are we recovering? This presentation will discuss the economic overview as it relates to residential, commercial, and general market conditions of the national economy and the outlook for 2022. The COVID-19 Pandemic caused a dramatic shift in consumer demand and spending triggering a disruption to the balance of supply and demand in real estate.

**8:45 am**      **Featuring:**      Ryan Severino, CFA, Chief Economist  
*JLL*

Jeffrey G. Otteau, Managing Partner & Chief Economist  
*Otteau Group, Inc.*

**Introduced by** Christopher Otteau, MAI, SI-GRS

### **Session II ~ Residential Update**

Has the COVID-19 pandemic changed the residential landscape for the long term? With low inventory, supply chain issues, and low interest rates in place, increases came in home prices, construction costs, and unprecedented demand. This session will give an overview of the current state of the residential market by Freddie Mac's Chief Residential Appraiser who will discuss the state of the residential market along with Freddie Mac updates in the rapidly changing markets and Regional Director of Land of Lennar, U.S. Home Corporation.

**10:30**      **Featuring:**      Scott Reuter, Chief Appraiser  
*Freddie Mac*

**Introduced by** Erin Taffera, SRA, AI-RRS

### **Session III ~ Cannabis Recreational Business Impact on Real Estate**

This session will explore the laws and regulations that surround the cannabis business and the real estate industry. It will explore what caveats must be present in a lease and laws that landlords and tenants must follow to have a cannabis business lease industrial or retail space in a town. In addition, the effect on value of surrounding properties and business.

**11:30 am**      **Featuring:**      Paul P. Josephson, Esq., Partner  
*Duane Morris, LLP*

Bryce Thompson, Managing Director  
*Colliers*

**Introduced by** Jennifer Barany, MAI, SRA

**12:30 pm**      **Lunch ~** Remarks from John Musnuff, MAI

### Session IV ~ Supply Chain/Industrial Market – Panel Discussion

The session will explore the causes behind the explosive increase in warehouse development in New Jersey and throughout the US. The pandemic has affected consumer and business demands to require proximate locations for their supplies. The panel will include real world industry experts in supply chain, logistics and warehouse development from academic, valuation and investment perspectives. In addition to the benefits of development from last mile logistics, increased tax rates and job creation, the presentation will also include contrarian viewpoints regarding proposed restrictive legislation, public opposition and environmental justice.

**1:30 pm**      **Featuring:**      **Moderator:**      Michael P. Hedden, MAI, Managing Director  
*Integra Realty Resources*

Omer Mir Ahmed, Principal  
*Seagis Property Group, LP*

Douglas Roberts, Head of Industrial Management Team  
*PGIM*

Gary Long, Managing Director  
*FTI Consulting*

**Introduced by** Thomas Grouss, MAI

### Session V ~ Urban Redevelopment

Urban communities near to transit saw growth in real estate housing and demand over the past decade, but now secondary and emerging markets are being impacted. This session will explore urban development by local minority developers in underrepresented communities.

**3:30 pm**      **Featuring:**      Siree Morris, President  
*MCI Property Management and Construction*

Veronica Sutton, Principal  
*VDS Consulting*

Roy Southerland, Jr., Interim President and CEO  
*Invest Newark*

**Introduced by** Connor Montferrat

**4:45 pm**      **Conclusion of Conference**

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You can Register on-line at [www.ai-newjersey.org](http://www.ai-newjersey.org) ~ Confirmations will be e-mailed.

Registration Fee: In-Person - \$240 Appraisal Institute Affiliation/ \$255 all others, Zoom fees: \$225 Appraisal Institute Affiliation/\$240 all others.  
Registration Deadlines: Virtual registration deadline is April 23<sup>rd</sup> to receive the link for the conference. April 25<sup>th</sup> for In-Person.

**Sorry – No refunds after April 20<sup>th</sup> ~ Business attire required**

**About the Appraisal Institute:** *The Appraisal Institute is a global professional association of real estate appraisers, with nearly 17,000 professionals in almost 50 countries throughout the world. Our mission is to empower valuation professionals through community, credentialing, education, body of knowledge and ethical standards.*

Organized in 1932, the Appraisal Institute advocates equal opportunity and nondiscrimination in the appraisal profession and conducts its activities in accordance with applicable federal, state and local laws. Individuals of the Appraisal Institute benefit from an array of professional education and advocacy programs, and may hold the prestigious [MAI](#), [SRPA](#), [SRA](#), [AI-GRS](#), and [AI-RRS](#) designations.

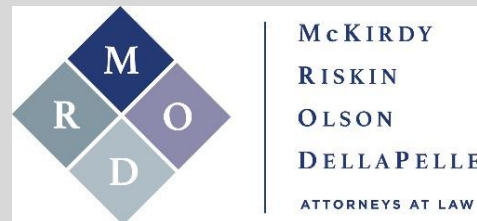
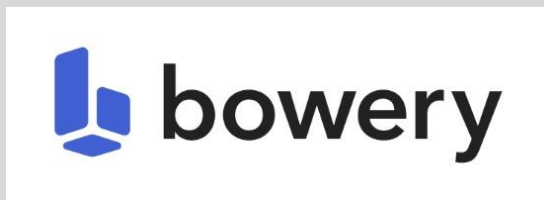




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