



Appraisal  
Institute™

Metro New  
Jersey Chapter

# The Metro New Jersey Chapter of the Appraisal Institute

**20<sup>th</sup> Annual Fall Conference**

**Friday, *October 25, 2024***

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

*Pines Manor ~  
2085 Route 27, Edison, NJ*

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**2024 Fall Conference Committee:**

Tom Grouss, MAI – Co-Chair

Stephen Puccio - Co-Chair

Andrew Beltran

Tammy Bucior, MAI

Karan Shah, MAI, AI-GRS

***Continuing Education Credit***

**Approved for 7 CE hours by the New Jersey State Board of Real Estate Appraisers.**

**Approved by the New York State Board of Real Estate Appraisers for 7 CE hours.**

**Approved by the Appraisal Institute for 7 hours.**

**Submitted to the NJ Assessor's Board for 4.5 appraisal hours and 2.5 administration hours.**

**Approved for 7 CE hours by the New Jersey Insurance and Banking Board for Broker/Realtor CE.**

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

## 20<sup>th</sup> Annual Fall Conference – October 25, 2024

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

**8:30 am**      **Welcome**      Joseph Wisniewski, MAI, *President of the Metro New Jersey Chapter*

### **Session I ~ Environmental Issues Affecting Real Estate**

Environmental compliance, sustainability and climate resilience professionals explore a range of pressing topics affecting real estate, including the approaches for evaluating green buildings, clean energy, and social-impact solutions. Additional depth will be given towards programs such as the "PACE" model (Property Assessed Clean Energy), which provides financing for energy-efficiency and renewable energy improvements on commercial and residential properties. The prospects of climate action, environmental sustainability and resilience will be explored in the realm of real estate construction and maintenance.

**8:45 am**      **Featuring:**      Thomas Fink, JD, CRE, Emeritus, Board Member for the National Consumer Cooperative Bank, and formerly of Trepp, LLC.

Ryan Reynics, National Client Manager, Partner Engineering and Science, Inc.

Nathaly Agosto Filión, Deputy Chief Climate Resilience Officer,  
NJ Department of Environmental Protection

**Introduced by** Karan Shah, MAI, AI-GRS

### **Session II ~ Current Trends in Real Estate Tax Assessing**

This session will focus on recent and proposed changes in assessing policy including case law as well as challenges in determining assessments given the uncertain economic times and dichotomy between the residential and commercial real estate market.

**10:00 am**      **Featuring:**      Kevin Esposito, CTA

Alexander J. Corrado, Esq., Inglesino Taylor

**Introduced by** Tammy Bucior, MAI

### **BREAK**

### **Session III ~ Affordable Housing Legislation**

Affordable housing: Where have we been and where are we going? Affordable housing standards have changed due to new legislation passed in 2024. The lack of affordable housing options for individuals and families due to rising costs since the onset of the pandemic has positioned the topic of housing at the forefront of most minds during the inflationary period we are in. An examination of affordable housing from the Mount Laurel Doctrine to the impending new implementation and its impact is informative to elected representatives and officials, developers, general real estate market participants, and residents for the foreseeable future.

**11:15 am**      **Featuring:**      Esmé Devenney, Esq., Senior Staff Attorney, Fair Share Housing Center

**Introduced by** Andrew Beltran

**12:30 pm Lunch** ~ Remarks from Chapter President, Joseph Wisniewski, MAI

### Session IV ~ Affordability Squeeze – Impacts of Housing Undersupply

State legislatures and local governments throughout the tri-state region continue to debate various policy proposals to address housing costs and shortages. This session will focus on the current and potential housing gap impacting the region. To address this housing shortage, the building pace needs to increase significantly, similar to what existing during the decades following World War II. The discussion will explore the implications of the housing shortage on the Tri-State Region from decreased economic activity, forgone jobs, declining population, and increased housing costs.

**1:30 pm**      **Featuring:**    Zoe Baldwin, VP of State Programs, Region Plan Association (RPA)

**Introduced by** Tom Grouss, MAI

### **BREAK**

### Session V ~ Real Estate Outlook – Micro and Macro - Economic Perspectives

As inflation nears its target point, the Federal Reserve is contemplating successive Federal Funds Rate cuts that will, consequently, allow for increased borrowing and real estate transactions to occur. What are the effects of these future rate cuts in the current climate of the market? Are we headed for a recession, hyperinflation, a possible crash, or the intended “soft landing?” The speaker will provide a comprehensive real estate market update by examining both the micro and macro-economic perspectives to answer these questions. Analysis of anticipated market cycles, juxtaposed with the observation of local trends in property sectors within the Northeast will provide an intriguing outlook for the road ahead

**3:15 pm**      **Featuring:**    Edward Lombardo, Mortgage Broker, Consultant, Lombardo CRE Consulting

**Introduced by** Stephen Puccio

**4:30 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:            \$225 Appraisal Institute Affiliation/ \$250 all others

**Sorry – No refunds after October 22<sup>nd</sup> ~**

**Business attire required. Please refrain from using laptops during the conference.**

**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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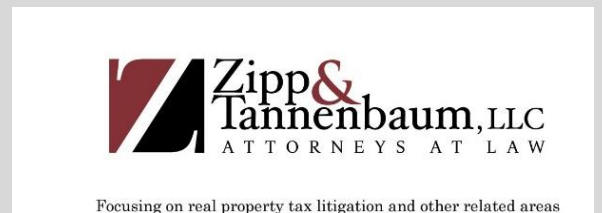
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