



Appraisal
Institute™

Metro New
Jersey Chapter

The Metro New Jersey Chapter of the Appraisal Institute

20th Annual Fall Conference

Friday, *October 25, 2024*

Register at 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

Submitted for 7 CE hours to 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.**

20th 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 professionals explore a range of pressing topics affecting real estate, including the critical process of wetland determinations and the implications of floodplain risk on property values. The discussion will extend to the future impacts of climate changes, highlighting concerns such as increased flooding and shifting environmental conditions. Additionally, the growing issue of disappearing shore towns due to rising sea levels and coastal erosion underscores the need for real estate professionals to adapt their strategies in response to these evolving environmental changes.

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.

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

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**

You can Register on-line at www.ai-newjersey.org ~ Confirmations will be e-mailed.

Registration Fee: \$225 Appraisal Institute Affiliation/ \$250 all others

Sorry – No refunds after October 22nd ~

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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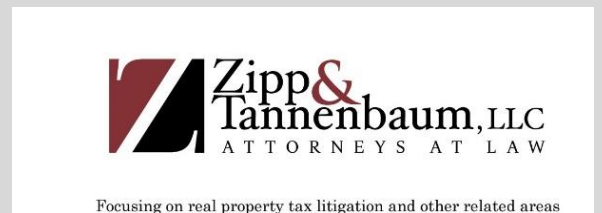
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