



**2021 Real Estate Valuation Conference
September 2, 2021 | 8:00am – 5:00pm ET**

NC Appraisal Board Approved

AGENDA

8:00am – 8:20am Arrival/Join

8:20am – 8:30am Welcome

8:30am 9:30am Mark Vitner, Wells Fargo (*Economy*)

What is the economic outlook for the future, both in North Carolina and for the country? Wells Fargo's Mark Vitner will educate appraisers about the notable impacts of the covid pandemic on the industry and will provide updates on the current challenges North Carolina faces and the overall economic future of the state and nation.

Break (10 mins)

9:40am – 10:25am Terry Campbell, Live Oak Bank & John Lindsey, Lindsey Self Storage Group (*Self Storage*)

This session will provide attendees with an update on the self-storage real estate sector, giving insight into relevant data appraisers can apply in their report analyses. What are the lender's perspectives? How has the pandemic continued to affect investor decisions and motivations? The presentation will include discussions about risk factors, brokage and development, and market demand.

Break (10 mins)

10:35am – 11:20am Brian Bailey, Federal Reserve Bank of Atlanta (*Federal Reserve Update*)

This presentation will highlight the rebounding conditions of the overall economy and commercial real estate while educating attendees on how business/consumer behaviors and market dynamics have shifted. How will this change impact the economy and commercial real estate? What's the latest with interest rates? What does all of this mean for the appraisal industry?

Break (10 mins)

11:30am – 12:15pm Ryan Clutter & Pete Pittroff, JLL (*Office & Industrial*)

The presentation will cover local and regional office and industrial leasing trends pre and post COVID, leasing and sales activity, supply/demand, concessions, vacancy, tenant improvement allowances, cap rates (going in and going out), and investor motives.

12:15pm – 1:15pm Lunch

1:15pm – 2:00pm Arpit Shah, CBRE (*Hospitality*)

This seminar will cover hospitality trends including investment activity, supply/demand trends, cap rates, investor motives, etc. It will focus on the Carolina market and provide specific case examples of recent or notable transactions and will include updates and discussions regarding the impact of Covid-19 on the hospitality industry.

Break (10 mins)

2:10pm – 2:55pm Adam Johnston, Genworth Financial (*Finance*)

This presentation, Appraisal During a Pandemic: Remote Inspection, Virtual Tools, and Fraud Risks, explores appraisal and appraisal review challenges during a pandemic, with primary focus on the use of remote inspection, virtual inspection tools, and associated fraud risks. Using a combination of instruction and examples, attendees will learn about strengths and vulnerabilities of virtual inspection options and understanding risks associated with bi-furcated appraisals using non-appraiser inspectors

Break (10 mins)

3:05pm – 3:50pm Gerald Quattlebaum, Flagship Healthcare Properties (*Healthcare*)

This session will dive into the healthcare real estate sector, discussing the development and acquisition of healthcare properties as well as updates on cap rate trends, medical office buildings pricing, and how North Carolina cities compare to other US cities in regard to the healthcare real estate market.

Break (10 mins)

4:00pm – 4:45pm Christina Coffey, Lee & Associates (*Retail*)

The presentation will cover retail trends including activity, supply/demand, concessions, vacancy rates, cap rates, and investor motives. It will focus on the Raleigh-Durham market and touch on other North Carolina markets and provide specific case examples of recent or notable transactions.

4:45pm – 5:00pm Adjourn