

**North Carolina Chapter of the Appraisal Institute (NCAI)  
2022 Real Estate Valuation Conference  
September 7, 2022 | 8:00am – 5:00pm ET | Zoom Meeting**

**North Carolina Appraisal Board Approved for CE Credit**

**AGENDA**

<b>8:00am – 8:20am</b>	<b>Arrival/Join</b>
<b>8:20am – 8:30am</b>	<b>Welcome</b>
<b>8:30am – 9:30am</b>	<b>Mark Vitner, Wells Fargo (<i>Economy</i>)</b>

What is the future economic outlook for both North Carolina and the country? Wells Fargo's Mark Vitner will educate attendees about the notable impacts the covid pandemic continues to have 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***

<b>9:40am – 10:25am</b>	<b>Vanessa Jenkins &amp; Chuck Smith, Preston Development (<i>PUD Chatham Park, Raleigh</i>)</b>
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The presentation will dive into the details surrounding the growing Pittsboro area in NC covering zoning, entitlement, timetable, the area's growth pattern for the next 20-30 years, and why this part of the state is different. Attendees will learn insights into how Chatham Park is designed to fulfill pillars of Innovation; Stewardship; Healthy Balance; Connectivity; and Quality Design and why scale of Chatham Park allows the area to make an impact for buyers and the community.

***Break***

<b>10:35am – 11:20am</b>	<b>Chuck McShane, CoStar (<i>Market Analytics</i>)</b>
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Learn insights into the state of the market of economic trends in major North Carolina markets and how those trends are influencing the commercial real estate market – Charlotte, Raleigh-Durham, Greensboro-Winston-Salem, Wilmington, and Asheville. This session will teach attendees population and job growth trends, leasing activity and pricing, construction activity and plans, and investment sales and pricing trends in the multifamily, office, industrial and retail sectors.

***Break***

<b>11:30am – 12:15pm</b>	<b>Gerald Quattlebaum, Flagship Healthcare Properties (<i>Medical Office Buildings</i>)</b>
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This presentation dives into the healthcare real estate sector, discussing developments and acquisitions of healthcare properties as well as exclusive updates on medical office buildings pricing, cap rate trends, and how North Carolina cities compare to other cities regarding the medical office real estate market.

**12:15pm – 1:15pm****Lunch****1:15pm – 2:00pm****Edward Martinez, Corelogic (*Marshall Valuation*)**

This presentation is an overview on how to best utilize the Marshall and Swift Commercial and Residential Cost methodology. Attendees will gain greater insights on how to best maximize their knowledge and use of Marshall and Swift for valuing all types of structures and dwellings.

***Break*****2:10pm – 2:55pm****Griff Jenkins, Tiverton Advisors (*Agricultural*)**

The presentation will discuss valuations of farmland for a variety of uses, primarily for lending. Attendees will learn the background on farmland as an asset class and understand key differences between farmland markets and other asset classes, including other types of real estate. In addition, attendees will hear the general process that farmland lenders follow as part of valuation due diligence for loan underwriting, and the current state of farmland markets from the perspective of an agricultural debt provider. The presentation will also cover opportunities and challenges for agricultural investors and debt providers in the current market.

***Break*****3:05pm – 3:50pm****Adam Johnston, NewRez (*Finance*)**

There are many changes occurring in residential real estate valuation for mortgage lending. This session will explore some of those changes, including undervaluation flags, increased focus on manufactured housing, and appraisal defects that drive repurchase risk. Participants will learn some options that mortgage lenders may use to handle undervaluation flags and how these may impact appraisers. Also, we'll explore the increased emphasis by investors and policy makers on manufactured housing as an affordable housing solution and things appraisers need to be aware of when appraising real estate with factory-built housing improvements. Lastly, the session will examine appraisal defects that are driving repurchase risk and how appraisers can have a positive impact in reducing the risk.

***Break*****4:00pm – 4:45pm****Justin Smith & Rob Speir, Colliers International (*Industrial*)**

The effects in the industrial market regarding rising interest rates, historical low vacancy and record construction supply chain issues and their impact on pricing for new development in the industrial market. Insight into the industrial market from the eyes of buyers, sellers, and investors. Who are the most active market participants? Attendees will come away with a better understanding of the dynamics of the broader industrial market, what is driving demand for available space, and how demand is driving land value appreciation for available and redevelopment sites, especially for land zoned to permit outside storage.

**4:45pm – 5:00pm****Adjourn**