



Illinois Coalition of Appraisal Professionals

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2017 ILLINOIS APPRAISERS - UPDATE SEMINAR

June 12, 2017

Doubletree by Hilton, Collinsville, IL

- 8:00am - 8:30am** Registration and Continental Breakfast
- 8:30am - 8:45am** Welcome & Introductions from 2017 ICAP President
Barton DeLacy, ASA, MAI, AI-GRS, CRE, FRICS
- 8:45am – 9:45am** Regulatory Update
Brian Weaver, Appraisal & AMC Coordinator, Illinois Department of Professional & Financial Regulation
- New CE requirement changes in the state of Illinois
 - Other regulatory news
- 9:45am – 10:00am** Morning Break
- 10:00am – 11:00pm** State of the Illinois Apartment, Office, Retail, and Industrial Markets
Thomas Mason, CoStar Group
- St Louis market (focusing on Metro East) economy & demographic trends
 - St Louis market (focusing on Metro East) market fundamentals (supply, demand, vacancy, rent growth) for each property type
 - Sales & investment
 - Five year fundamentals forecast
- 11:00am – 12:00am** Economic Conditions & Agricultural Market
Paul Stoddard, Ph.D.
- Farmland as an investment
 - Update on ag land values
 - Farm leases and economics of producing farmers
- 12:00pm – 1:00pm** Lunch
- 1:00pm – 2:00pm** Marketing Your Appraisal Firm in the Digital World
Michael Hobbs, MAI, SRA, LEED GA, President, PahRoo Appraisal & Consultancy
- Market analysis of the clients you serve
 - Highest and Best Use of your time
 - Valuation process – How to monetize your digital presence

- 2:00pm – 3:00pm** Springfield Update
Shaw Decremer, ICAP Lobbyist, Shaw Decremer Consulting, LLC
- Status of ICAP bills and other bills of interest
 - What we can expect in near future for these bills
 - Update on process/state of Springfield and what that means for appraisers
- 3:00pm - 3:15pm** Afternoon Break
- 3:15pm - 4:15pm** Valuation Consulting, a Primer to Diversify your Practice
Barton DeLacy, ASA, MAI, AI-GRS, CRE, FRICS, Principal, DeLacy Consulting, LLC
- Identify and discuss non-lender sources of business, particularly allied professional service firms
 - Crafting a phased engagement
 - Understanding when the deliverable may be something other than an “appraisal”- the emergence of Valuation Consulting
 - Tracking and charging for your time
- 4:15pm - 4:30pm** Closing remarks