

An Answer to Assessors' Runaway Sales Prices

Program Agenda

Friday, October 22, 2004

- 7:30 a.m. Continental Breakfast
- 8:00 a.m. **Welcome and Introduction**
John Garippa, President, American Property Tax Counsel – Garippa, Lotz & Giannuario, Montclair, NJ
- 8:15 a.m. **Exploring the Essentials of Investment Value**
David Lennhoff, MAI, SREA, CRE, President, Appraisal Division – Delta Associates, Vienna, VA
- 9:15 a.m. **A Review of Methodologies for Allocating Value to Property Purchased**
Jeffrey D. Fisher, Ph.D., CRE – Indiana University School of Business, Bloomington, IN
- 10:15 a.m. Break
- 10:30 a.m. **Solving the Conflict Between the Assessor's Approach to Value and Purchaser's Approach to Value**
Steven P. Laposa, Director, Global Strategic Real Estate Research – PricewaterhouseCoopers, Denver, CO
- 11:30
12:45 a.m. **What to Do When You Can't Reconcile the Sales Approach and the Income Approach**
John A. Blazejack, MAI, CRE – Blazejack & Co., Miami, FL
- 12:45 p.m. Lunch, Ballroom F
- 6:30 p.m. Cocktails and Dinner at The Phoenician
West Fountain
Dress – Resort Casual

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Saturday, October 23, 2004

- 7:30 a.m. Continental Breakfast
- 8:00 a.m. **Panel Session One: Understanding Financial Accounting Standards 141 and 142**
Randi S. Rosen, MAI, Managing Director, Economic and Valuation Services –
KPMG, LLP., San Diego, CA
- 9:00 a.m. Break
- 9:15 a.m. **Panel Session Two: Using Financial Standards to Support Real Estate Valuations**
Brett Matzek, MAI, Manager – Standard & Poor's Corporate Value Consulting, Chicago, IL
- 10:25 a.m. **Closing Remarks**
John Garippa – President, American Property Tax Counsel – Garippa, Lotz & Giannuario,
Montclair, NJ
- 11:00 a.m. Pick Up Box Lunch
- 6:30 p.m. Cocktails and Dinner at The Phoenician
Mary Elaine's
Dress – Resort Casual, Jacket Required