



Appraisal
Institute®

Professionals Providing
Real Estate Solutions

**State of South Carolina
Economic Summit
SC Chapter Appraisal Institute Meeting
April 19, 2018**

[Limited Seating - Register Here](#)

**Thank You
Sponsors!**

PLATINUM



Greetings!

Please join us for the 1st annual "State of South Carolina Economic Summit" sponsored by the SC Chapter of the Appraisal Institute, on April 19, 2018, at the Columbia Metropolitan Convention Center.

Industry speakers will cover: multifamily, single-family, industrial, retail, demographics, economy, and changing market dynamics. Don't miss this special education event!

This Economic Summit provides real estate appraisers, brokers, and professionals with a current understanding of the real estate market and economic trends in South Carolina. By attending this summit, you will walk away with the **latest data**, which will place you at a competitive advantage.

I hope to see you on April 19, 2018, at our biggest event of the year!

Best regards,

Suzanne Brockway
Executive Director
South Carolina Chapter Appraisal Institute
sbrockway@aiatlanta.org
sc-ai.org
(770) 803-0024

**GOLD
CBRE**

SILVER

State of SC Economic Summit, 4/19/18

PROGRAM MODERATOR



BRONZE



[Become a Sponsor!](#)

Follow the South Carolina
Chapter Appraisal Institute



Pledger "Jody" Bishop, III, MAI, SRA

Managing Director
Valbridge Property Advisors
Mt. Pleasant, SC

INDUSTRY SPEAKERS & TOPICS



Mark Boyce

Managing Director
Multifamily Investment Sales
Berkadia, Charleston, SC
Topic: **Multifamily Market**



Jon Buzzell

Vice President
Mungo Homes, Columbia, SC
Topic: **Single-Family Market**



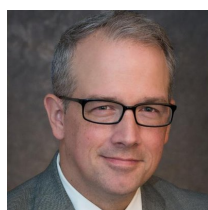
Hagood Morrison, MBA, SIOR

Executive Vice President
Bridge Commercial
Topic: **Industrial Market**



Rox W. Pollard, Jr.

Vice President
Director of Retail Services Team
Colliers International
Topic: **Retail Market**



Brian Reed

Research Operations Manager
CBRE
Topic: **Changing Demographic Profile and Its
Impact on Appraisal Issues**



Robert Salvino, Ph.D.

Associate Director
Grant Center for Real Estate and Economic
Development
Coastal Carolina University
Topic: ***Current Economy***



Leslie Sellers, MAI, SRA, AI-GRS

Principal Appraiser, Owner
Sellers & Associates Valuation & Advisory
Services
Topic: ***Changing Market Dynamics and the
Future of Real Estate Appraisal Services***

CONTINUING EDUCATION (*Economic Summit*)

The Appraisal Institute and the Georgia Real Estate Appraisers Board have approved 4 hours of continuing education for the "State of South Carolina Economic Summit." We have applied for 4 hours CE approval with the South Carolina Real Estate Appraisers Board. SC approval is pending. 100% attendance is required for credit.

LOCATION

Columbia Metropolitan Convention Center, 1101 Lincoln Street,
Columbia, SC

SCHEDULE

April 19, 2018

- 1:30 p.m. - 5:30 p.m., State of SC Economic Summit
- 5:30 p.m. - 6:15 p.m., Chapter Meeting
- 6:15 p.m. - 7:30 p.m., Reception & Networking

April 20, 2018

8:30 a.m. - 4:30 p.m., Examining Property Rights and Implications
on Valuation

**EXAMINING PROPERTY RIGHTS AND IMPLICATIONS ON
VALUATION, 4/20/18**

About the Seminar:

Valuation methods vary depending on intended use and user related to property rights. Learn about the history of property rights in the United States and how they are valued under different intended uses for appraisals. Gain a thorough understanding of how buyer motivations, toward property, can affect the value of real estate. Through a series of examples, discussions and

observed scenarios, learn how the value of both residential and commercial properties will change with varying exceptions. The Dark Store theory is addressed, including the history and misunderstandings about the theory, and examples of sale lease-back transactions and build-to-suit transactions may change the motivations of the typical buyer. Enhance your understanding of how highest and best use relates to property rights through several case studies.

Recent reviews of this seminar from attendees include:

"Great speaker and interesting topic"

"The man embodies the subject material. Great class."

"Great examples! Wonderful seminar. Beyond 14th Edition - need more like this!!"

"Should be 7 hours"

"Excellent class. Great teacher, excellent examples and input. Should be longer."

"Both the instruction and the class discussion were enlightening. One disadvantage of online education."

INSTRUCTOR/DEVELOPER

Leslie Sellers, MAI, SRA, AI-GRS, Principal Appraiser, Owner Sellers & Associates Valuation & Advisory Services

CONTINUING EDUCATION (*Examining Property Rights*)

The Appraisal Institute, SC Real Estate Appraisers Board, and the GA Real Estate Appraisers Board have approved 7 hours of continuing education for the Examining Property Rights seminar. 100% attendance is required for credit.

REGISTRATION & FEES

[Click Here to Register.](#)