

2024 VAAO ANNUAL CONFERENCE

REGISTRATION



OCTOBER 14-17, 2024

HILTON VIRGINIA BEACH OCEANFRONT

3001 ATLANTIC AVE VIRGINIA BEACH, VA 23451

- Vendors & Sponsors Showcase
- RES Case Study Review Workshop
- Awards Banquet & Installation of Officers
- New Educational Topics
- Great speakers/presenters
- President's Reception at North Side Sky Terrace - 21st Floor

CONFERENCE SESSIONS*



MONDAY, OCT 14

8:00 AM -5:00 PM **RES CASE STUDY REVIEW WORKSHOP**
SPOTSWOOD
4:00 PM -6:00PM **CONFERENCE REGISTRATION**
COTTAGE ROW FOYER

TUESDAY, OCT 15

7:00 AM - 5:00 PM **CONFERENCE REGISTRATION & VENDOR SHOWCASE**
7:00 AM - 8:30 AM **BREAKFAST - PEACOCK FOYER**
8:00 AM - 5:00 PM **RES CASE STUDY REVIEW WORKSHOP- SPOTSWOOD**
8:15 AM -11:15 AM **MARKET ANALYTICS**
COSTAR & TREPP & C3 AI
11:30 AM-1:00 PM **OPENING SESSION**
WELCOME, VAAO PRESIDENT & PDP CHAIR
SPONSOR INTRODUCTIONS, KEYNOTE SPEAKER
1:00 PM - 3:00 PM **GOLF COURSE VALUATION**
BRAD SANFORD - MAI DOMINION REALTY ADVISORS
3:00 PM - 3:15 PM **AFTERNOON BREAK & VENDOR SHOWCASE**
3:15 PM - 5:15 PM **MARINA VALUATION**
DAVE RICHARDS - MAI DOMINION REALTY ADVISORS
6:00-9:00 PM **PRESIDENT'S RECEPTION - SKY TERRACE**

WEDNESDAY, OCT 16

7:00 AM - 8:00 AM **CONFERENCE REGISTRATION & VENDOR SHOWCASE**
7:00 AM - 8:30 AM **BREAKFAST - PEACOCK FOYER**
8:00 AM -12:00 PM **RES CASE STUDY REVIEW WORKSHOP- SPOTSWOOD**
8:30 AM -11:30 AM **ECONOMIC MARKET TRENDS**
DR. ROBERT MCNAB- OLD DOMINION UNIVERSITY
GREGG CHRISTOFFERSEN, WORTH REMICK
11:30 PM-1:00 PM **LUNCH ON YOUR OWN**
1:00 PM - 3:00 PM **WETLANDS: THEIR VALUE AND FUTURE**
BOB KERR, PAM MASON
3:00 PM - 3:15 PM **AFTERNOON BREAK & VENDOR SHOWCASE**
3:15 PM - 5:15 PM **VA LAND CONSERVATION EASEMENT**
LORE DEASTRA

*SUBJECT TO CHANGE

CONFERENCE SESSIONS*

THURSDAY, OCT 17

8:00 AM - 9:30 AM ANNUAL BUSINESS MEETING BREAKFAST

9:30 AM - 4:30 PM **MASTERING MARSHALL & SWIFT WITHIN YOUR
CAMA SYSTEM**

ED MARTINEZ - CORE LOGIC

12:30 PM - 1:30PM **LUNCH ON YOUR OWN**

6:00 PM - 8:00 PM **BANQUET RECEPTION - PEACOCK FOYER**

7:00 PM - 9:30 PM **BANQUET DINNER - PEACOCK BALLROOM**

VAAO PRESIDENT

AWARDS / INSTALLATION OF OFFICERS



*SUBJECT TO CHANGE