

**EMPLOYMENT OPPORTUNITIES**

Commerce Bank is seeking an Appraisal Coordinator who will be located in the Northern New Jersey office. Responsibilities include ordering commercial and complex appraisals from outside vendors, tracking appraisals internally, running reports from an internal database, maintaining appraisal files, communicating with loan officers and closers, and working on special projects. The successful candidate will be trained to perform Compliance, Appraisal reviews, and will take course work toward obtaining state appraisal license. Excellent organizational skills and the ability to quickly resolve issues is required, as is a strong customer focus, initiative, and ability to function in pressure situations. The individual will report to the Metro NY Appraisal Section Manager, located in Ramsey, New Jersey. College degree required. Prior real estate or appraisal experience is preferred, but not required. We offer a competitive salary and benefits package. All coursework and licensing fees are paid by the bank.

**Fiserv Lending Solutions - Portfolio Services**, is looking to hire a residential appraiser who has expertise in appraising/reviewing 1-4 unit properties in the 5 NYC boroughs, especially Brooklyn. The job would include reviewing appraisals that are part of large loan pools for one of our major clients, a large investment firm. Interested parties should contact: Sue Fretz - sue.fretz@fiserv.com - tel: 716-837-8688

**Commercial Real Estate Appraiser:** Welsh Chester Gailiney Matone, Inc. commercial real estate appraisal & consulting firm in Morristown, New Jersey has an opening for a commercial appraiser. Undergraduate degree required. Candidate should be proficient in Microsoft Word, Excel and have strong communication, analytical and writing skills. MAI course work a plus. We offer a competitive fee split/salary and benefit package. For more information, please see our website at [www.wcgm.com](http://www.wcgm.com) and e-mail resume to John J. Gailiney at [jgailiney@wcgm.com](mailto:jgailiney@wcgm.com).

**Chapter Announcements:  
News You Need to Know**

■ Nominees are needed by the Leadership Development & Advisory Council (LDAC) to represent the Chapter at a 2007 meeting to be held April 23-25 at the Hotel Palomar in Washington, D.C. Nominees should be articulate and able to make a strong contribution to discussion of appraisal topics on a sophisticated level. A minimum of 3 years real estate experience or 3 years teaching real estate courses is a requirement. LDAC inspires new programming ideas for the Appraisal Institute, helps to establish an appraiser presence in Congress, and provides a forum where ideas and opinions can be exchanged. Interested? Contact the Chapter office at 866-966-3710.

■ The requirements for becoming designated will be changing as of January 1, 2008. Please access this link: [www.appraisalinstitute.org/resources/become\\_appraiser.asp](http://www.appraisalinstitute.org/resources/become_appraiser.asp) to review the new requirements to see how it will impact you.

60 East 42<sup>nd</sup> Street  
Suite 1166  
New York, NY 10165

First Class Mail  
U.S. Postage  
**PAID**  
Permit No. 4987  
New York, NY

**2007 Calendar of Events**

Wednesday, January 31 <sup>st</sup>	Joint Breakfast w/ CRCS • 8 am-10 am
Thursday, February 15 <sup>th</sup>	3:00 pm (Associates Designation Seminar) 3:00 - 6:00pm Cocktails 6:00-7:00pm
Wednesday, March 21 <sup>st</sup>	Joint Program with RICS/Luncheon
Wednesday, April 25 <sup>th</sup>	Luncheon Seminar
Wednesday, June 6 <sup>th</sup>	75 <sup>th</sup> Anniversary Celebration
Wednesday, June 20 <sup>th</sup>	Annual Golf Outing
Sunday, July 15 <sup>th</sup> - Thursday July 19 <sup>th</sup>	National 75 <sup>th</sup> Anniversary Convention, Las Vegas
Wednesday, September 26 <sup>th</sup>	Annual Conference
Thursday, November 1 <sup>st</sup>	Luncheon Seminar

**2007 Metro NY  
Chapter Officers**



2007 Officers (L to R): Kenneth Wong, MAI; Joel Leitner, MAI; Matthew C. Mondanile, MAI; Steven J. Schleider, MAI.

**President**

John M. Pearson, MAI  
Pearson Partners, Inc.  
T: (212) 332-2750  
E: [jpearson@pearsonre.com](mailto:jpearson@pearsonre.com)

**1<sup>st</sup> Vice President**

Joel Leitner, MAI  
Leitner Group Inc  
T: (212) 682-0400  
E: [jleitner@leitnergroupinc.com](mailto:jleitner@leitnergroupinc.com)

**2<sup>nd</sup> Vice President**

Matthew C. Mondanile, MAI  
Cushman & Wakefield, Inc.  
T: (212) 841-7680  
E: [matthew.mondanile@cushwake.com](mailto:matthew.mondanile@cushwake.com)

**Secretary**

Kenneth Wong, MAI  
Regional Appraisal Associates  
T: (212) 610-2817  
E: [kwong@regionalappr.com](mailto:kwong@regionalappr.com)

**Treasurer**

Steven J. Schleider, MAI  
Metropolitan Valuation Services  
P: (212) 213-8650  
E: [sschleider@mvsappraisal.com](mailto:sschleider@mvsappraisal.com)



Appraisal Institute®  
1932 **75** years 2007  
Celebrating Our History  
Valuing the Future

**MetroNewYork**  
**Quarterly**  
The Metropolitan New York Chapter

Volume 6, Number One

Winter 2007

**John M. Pearson Becomes 2007  
President for 75<sup>th</sup> Anniversary Year**



2007 President John M. Pearson, MAI, delivers his acceptance speech.

At the Installation Dinner and Holiday Party held in December, John M. Pearson, MAI, was installed as 2007 president. He, along with this year's other officers and the board of directors, will serve at the helm of the Metropolitan New York Chapter during the Appraisal Institute's 75th Anniversary Year.

Over 100 members of the Chapter, as well as incoming president of the Long Island Chapter, Anthony Marmorale, attended the festive event, which included a cocktail reception, dinner and dancing at the University Club.

Marilyn K. Weitzman, MAI, The Weitzman Group Inc., was acknowledged with the 2006 Chapter President's plaque; and Ruth A. Agnese, Appraisers and Planners Inc., who served as master of ceremonies, was presented with the "Person of the Year" Award for outstanding leadership and service.

Mr. Pearson was sworn in by his brother, David Pearson, 1999 Chapter president. John Pearson is a founding principal of Pearson Realty Services, Inc. and its affiliate, Pearson Partners, Inc. He directs the company's real estate consulting and valuation practice, which serves private and publicly held corporations and major lending institutions, and brings over 20 years experience as a real estate appraiser to the company and his position as 2007 Chapter president.

In his acceptance speech, Mr. Pearson set forth his goals and vision for 2007 (see President's Message inside) and acknowledged the "truly incredible leadership on both a national level and within our own backyard," including all of our past Chapter presidents, as well as acknowledging his brothers Drew, Dave and Paul as well as his father Paul (who was also an MAI 30 years ago) as mentors.

"We've had leaders who have not only inspired, but who have also set remarkable paths which have enabled us to learn, grow and to use our skills and training as appraisers and analysts to endeavor into all aspects of the real estate industry," said Mr. Pearson.

# Save the Date

## To Celebrate Our Diamond Jubilee Year!

In addition to the Chapter's annual program of educational, networking and recreational events, we will also be celebrating the Appraisal Institute's 75<sup>th</sup> Anniversary Year with a special afternoon/evening event on Wednesday, June 6<sup>th</sup>. We urge our members, colleagues, sponsors and friends in the real estate industry to save the date and join us for a memorable, gala celebration of our association's rich history and vibrant future.

## You are Cordially Invited to Be a Valued Sponsor of Our 75<sup>th</sup> Anniversary Year

The Metropolitan New York City Chapter is, for the first time, offering an outstanding sponsorship program in tandem with our organization's 75<sup>th</sup> Anniversary Year. Real estate and related companies are invited to become 2007 Diamond Jubilee sponsors which includes the following:

- Company logo in Chapter ads, 2007 issues of this newsletter and on our website.
- Company acknowledgment at luncheons and other events.
- Two tickets to each of three luncheons as well as our 75<sup>th</sup> Anniversary special event on June 6<sup>th</sup>.

The cost of this annual sponsorship is \$5,000. Please contact Connie Puccio or any of the officers listed on the cover page to reserve your sponsorship position. We look forward to shining a spotlight on our accomplishments, future plans, and your company, in 2007. More information will be forthcoming.

## President's Message

The opportunity to be president of the Metro New York Chapter is an honor and privilege. 2007 is a milestone in the Appraisal Institute's history as we celebrate three-quarters of a century in leading the way in fostering the highest standards of practice among real estate appraisers. This is the first year we are inviting companies to join us as annual sponsors, and the last year before more stringent requirements to become designated are instituted.



I have three primary goals for 2007. The first is, working with the Admissions and Guidance Committees, to assist as many associates as possible in advancing toward their designations before January 1, 2008, which is when the changes in the requirements will take effect.

The second goal is, working with the Government Relations Committee, strengthening our reciprocity agreement with Pennsylvania, New Jersey and Connecticut. I believe that we, as a professional organization, need to focus on working more closely with our state licensing agencies in order that we provide insight and guidance on regulations necessary to safeguard our industry and the end users of our services.

Finally, we intend to make 2007 an eminently special year by celebrating our Diamond Jubilee with memorable energy and style and formally acknowledging those individuals and companies that have continued to dedicate themselves to the appraisal profession and our organization.

One of our greatest strengths as an organization is our ability to not only adapt to the changes and challenges that continually surround us, but to prosper as a result. The 2007 leadership team of the Metro NY Chapter is dedicated to that ongoing achievement.

Sincerely,  
John M. Pearson

## Installation Dinner and Holiday Party ~ A Festive Affair

New officers and the 2007 board were sworn in; awards were given; goals announced; and business relationships were strengthened amid holiday decorations and good cheer. It was a festive prelude to our 75<sup>th</sup> Anniversary Year. The Metro NY Chapter would like to thank these sponsors:

**Albert Valuation Group NY, Inc.**  
**Appraisers and Planners Inc.**  
**Cushman & Wakefield, Inc.**  
**Daniel P. Lane & Associates, Inc.**  
**Deutsche Bank**  
**Grubb & Ellis**  
**Houlihan & O'Malley Appraisal Co.**  
**Jerome Haims Realty, Inc.**  
**Leitner Group Inc.**  
**Metropolitan Valuation Services / Steven J. Schleider, MAI and Martin B. Levine, MAI**  
**Pearson Partners, Inc.**  
**Regional Appraisal Associates**  
**Robert L. Stack, MAI**  
**The Weitzman Group, Inc.**



2007 Board of Directors (L to R) Daniel Sciannameo, Kenneth Wong, Joel Leitner, Steven Schleider, Kevin Brennan, Theresa Nygard, Steven Gottlieb, Eric Haims, Sharon Locatell, Gerald Sanders. Back Row: Eric Lewis, Matthew Mondanile Alan Perl, Joseph Petrocine. Absent from Photo: James Yacopino and Brian Corcoran

## Associates Guidance Seminar and Cocktail Reception is February 15<sup>th</sup>

This free event for associate members of the Metro NY Chapter includes a three-hour seminar, followed by a cocktail reception, from 3:00 - 7:00 PM on Thursday, February 15<sup>th</sup> at Club 101, 101 Park Avenue at 40<sup>th</sup> Street. The seminar will feature brief presentations from Appraisal Institute designated members who serve on the Experience Review, Demonstration Report and Comprehensive Exam Panel. Whether you have one requirement to go, or are just starting on the path to professional designation, this seminar will build confidence and knowledge and help strengthen your determination. To register, call the Chapter office at 866-966-3710.



## INSTALLATION DINNER AND HOLIDAY PARTY ~ A FESTIVE AFFAIR



## Education Calendar

The Metro NY Chapter of the Appraisal Institute, jointly with Baruch College, is offering the following course schedule. To register, call Baruch's registration office at 646-660-6963.

### Basic Appraisal Procedures (R2)

March 5 - March 28  
Monday/Wednesday 5:45pm - 9:30pm  
(3/5, 7, 12, 14, 19, 21, 26, 28)  
\$495 plus \$25 registration fee  
Instructors: Joseph Petrocine, MAI and Cate Agnew, MAI

### AQ1; Fair Housing, Fair Lending and Environmental Issues

March 17 - 18  
Saturday/Sunday 9am - 5pm  
\$295 plus \$25 registration fee  
Instructors: Bob Smith, MAI and Frank Notaro, MAI

### Course 410; 15 Hour National USPAP

March 24 - 25  
Saturday/Sunday 9am - 5pm  
\$295 plus \$25 registration fee  
Instructor: David Scribner Jr., Ph.D., MAI

### Basic Income Capitalization (G1)

May 10 - 19  
Thurs/Fri/Sat for 2 weeks  
(5/10, 11, 12, 17, 18, 19)  
9am - 3:30pm

The following courses and seminar will be held solely through the Chapter. To register, please contact the Chapter office at 866-966-3710.

### Course 400; 7 Hour USPAP Update

Thursday, March 1<sup>st</sup>  
9am - 5pm / Cost: \$195  
Instructor: David Scribner Jr., Ph.D., MAI  
Association of the Bar of the City of NY, 42 W. 44th St., NYC

### Course 420; Business Practices & Ethics

Thursday, April 12<sup>th</sup>  
9am - 5pm / Cost: \$195  
Instructor: David Scribner Jr., Ph.D., MAI  
Association of the Bar of the City of NY, 42 W. 44th St., NYC

### Seminars: Supporting Capitalization Rates

Tuesday, February 27<sup>th</sup>  
9am - 5pm / Cost: \$225  
Instructor: David Scribner Jr., Ph.D., MAI  
Real Estate Board of New York, 570 Lexington Avenue, NYC