



**Appraisal
Institute™**

*Professionals Providing
Real Estate Solutions*

MetroNewYork Quarterly

Volume 3, Number 1

The Metropolitan New York Chapter

February 2004

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The Metropolitan New York Chapter of the Appraisal Institute

along with

The New York Metropolitan Chapter of the Counselors of Real Estate

invite you to attend...

2004 REAL ESTATE ECONOMIC FORECAST

Joint Breakfast Program with guest speakers:

Arthur Margon

*Principal
Rosen Consulting Group*

Anne Covell

*Managing Director – Analytics
Cushman & Wakefield, Inc.*

THURSDAY, FEBRUARY 26, 2004

Association of the Bar of the City of New York

42 W. 44th Street, NYC

Registration: 8 am

Program: 8:15 am – 10:15 am

Cost: \$40/pp

2 hours of CE credit have been applied for

To reserve: Space is limited. Please fill out the coupon on the back of this newsletter and mail back with your check for \$40 made payable to: Metro NY Chapter Appraisal Institute, 60 E. 42nd Street, Suite 1166 (**must include suite #**), New York, NY 10165. Reservations may also be faxed to 866-966-7139 or e-mailed to metronyai@aol.com

Any questions, please call 866-966-3710.

SAVE THE DATE!!!! March 31, 2004 will be the Joint Dinner Meeting of the Metro NY and Long Island Chapters of the Appraisal Institute. The dinner will take place at the Westbury Manor in Westbury, NY at 5:30pm. To reserve, please call (866) 966-3710.

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President's Message

Dear Members and Friends,

I was pleased that many of us could share the evening together at our Holiday Party and Installation. In speaking, I took my cue from Benjamin Franklin, who remarked to his co-signers of the Declaration of Independence "we shall hang together, or we will most assuredly all hang separately." This is true of this organization; we are all in this together, and the WE extends to every member, not just those in leadership positions, which are not positions of privilege, but positions of service—service to membership. Some feel the extent of their membership begins and ends with paying dues. There is much more that can and should be done by every member. We all understand the demands of business and personal lives, but for most, our professional livelihoods were/are dependant on our association with this organization and it only makes sense for each of us to take an active part in something that impacts us so greatly. The activity can be as small or large as a member desires, but like charity, it should start at home by simply attending more chapter functions. We are the fifth largest chapter in the AI and we live and work in the Financial Capital of the World, and nowhere else is the work we do more complex. Yet, for many events, the turnout represents a small percentage of membership. The chapter strives to offer interesting programs for a number of reasons, including: continuing education credit for both AI and NYS; networking abilities; and to expand the visibility and exposure of our members. This year we are planning to offer a number of meetings with professionals in related fields in furtherance of the latter goals. The lifeblood of our profession is the professional and personal relationships we form over the years with other members and other professionals. These can only be formed by interaction and attendance at events. Further information is in this newsletter about our upcoming events, the first of which is our joint breakfast meeting with the Counselors of Real Estate on February 26th. We are in discussions with other groups to hold joint programs, including FIACBI-USA and REBNY. We also have some exciting seminars planned including topics such as arbitration given by Gerry Levy on March 12th and litigation given by Ted Whitmer on April 29th and 30th. As I remarked at our Holiday Party, the collective talent and professional experience represented by the membership of this chapter are awe inspiring. There is much we can learn from each other. Each of us will get out of this organization what we put in as individuals.



Daniel F. Sciannameo, MAI
2004 Chapter President

DECEMBER 10TH INSTALLATION & HOLIDAY PARTY

The Metro NY Chapter held its annual Installation of Officers and Holiday party this past December, at Bayard's restaurant at Hanover Square. The chapter would like to thank the following sponsors of this event:

Albert Valuation Group NY, Inc.
Appraisers and Planners Inc.
Cushman & Wakefield, Inc.
Daniel P. Lane & Associates
Houlihan & O'Malley Appraisal Co.
Jerome Haims Realty, Inc.
Leitner Group Inc.
Pearson Partners Inc.
Regional Appraisal Associates



At the Installation, The "Person of the Year" Award was presented to Joel Leitner, MAI, of Leitner Group Inc. by Ruth Agnese, MAI.



A special award was presented to Joan Marlow, SRA of JDM Real Estate Co. for her many years of service to the chapter on a regional and national level.



ADMISSIONS

This year's Admissions Committee is comprised of the following members:

Chair: Matthew Mondanile, MAI

Committee: Eric Lewis, MAI • Cate Agnew, MAI • Larry Humphrey, MAI • Jim Yacopino, MAI

The first meeting of the year will be held in late February and any affiliate or associate member who desires the committees' counseling with regard to the quality of their work should apply immediately to the national office. The committee will then consider scheduling you for the late February meeting.

ASSOCIATE/AFFILIATE NEWS

The chapter's Membership Development and Retention Committee would like you to know that they are planning to hold a meeting for associates and affiliates this Spring. The date and details will be announced shortly. Another cocktail party will be held once again this fall. Keep checking the chapter website at www.aimetronny.com for more updates on upcoming events. Any suggestions or questions you may have can be directed to the committee chairs:

Cynthia Gibbons, MAI
(212) 207-6104

Robert Stack, MAI
(212) 576-1067

SEMINARS

"Attacking & Defending an Appraisal in Litigation Part II" 14 hours of CE Credit being applied for

The seminar enhances the framework and considerations for attacking and defending an appraisal in litigation set forth in *Attacking & Defending an Appraisal*, a two day seminar. *Attacking & Defending an Appraisal, Part II* reviews the overall model of *Attacking & Defending an Appraisal* in the morning of the first day. Consistency and common appraisal theory errors are covered after lunch of the first day and through the first half of day two. The last one-half day enhances common problems in reporting, reviewing and consulting. *Attacking and Defending an Appraisal in Litigation* covers mostly litigation with some appraisal theory topics. *Attacking and Defending an Appraisal, Part II* covers mainly appraisal theory related topics with some litigation skills. Problems are used to highlight theory and skills. The problems will be performed by the students individually and in groups. A financial calculator is needed.

Date: April 29 & 30

Time: April 29 – 8:30am – 5:30pm

April 30 – 8:30am – 3:30pm

Location: Grand Hyatt Hotel, 42nd Street, NYC

Cost: \$350

Instructor: Ted Whitmer

To register, please call the chapter office at 866-966-3710.

"Overview of Negotiation, Mediation and Appraisal and Arbitration Proceedings in the Real Estate and Construction Industries"

4 hours of CE credit being applied for.

Date: Friday, March 12, 2004

Time: 8am registration, 8:30am – 12:30pm program

Location: Association of the Bar of the City of New York, 42 W. 44th St., NYC

Cost: \$125

Instructor: Gerald M. Levy, MAI

To register, please call the chapter office at 866-966-3710.

2004 Summer Conference in Toronto Set to Go

The national Summer Conference, *"Passport to Professional Success,"* will take place in Toronto June 24-27. For additional information, please log on to www.appraisalinstitute.org

Education Calendar

The Metro New York Chapter of the Appraisal Institute offers courses jointly with Baruch College at The Steven L. Newman Institute, located at 137 E. 22nd Street in Manhattan. **To register for any of the below courses, please call 646-312-5000.**

Course 410

Standards of Professional Practice Part "A"

Dates: March 13 & 14

Time: 9 am – 5:45 pm

Cost: \$295

1hr. exam on 3/14

Instructor: David Scribner Jr.,
Ph.D., MAI

Course 510 (G1)

Advanced Income Capitalization

Dates: March 25, 26, 27,
April 1, 2, 3

Cost: \$595

4 hour exam on April 3

Instructors: David Pearson, MAI
David Scribner Jr.,
Ph.D., MAI

Course AQ1

Fair Housing, Fair Lending

Dates: March 27 & 28

Time: 9 am – 5:45 pm

Cost: \$295

1hr. exam on 3/28

Instructors: Robert Smith, MAI
Frank Notaro, MAI

Course 120 (R2)

Appraisal Procedures

Dates: To Be Determined

Cost: \$495

Course 210 (R3)

Residential Case Studies

Dates: To Be Determined

Cost: \$495

The following courses and seminars will be held solely by the Chapter. To register, please call the chapter office at 866-966-3710.

Course 400

New USPAP Update

Date: February 20, 2004

Time: 9am – 5pm

Location: Real Estate Board
of New York, 570 Lexington
Ave., NYC

Cost: \$195

Instructor: Richard Marchitelli, MAI

There is no exam for this course at this time.

Course 420

Business Practices and Ethics

Date: May 21, 2004

Time: 9am – 5pm

Location: Real Estate Board
of New York, 570 Lexington
Ave., NYC

Cost: \$195

Instructor: To be determined

Course 400

New USPAP Update

Date: May 20, 2004

Time: 9am – 5pm

Location: Real Estate Board
of New York, 570 Lexington
Ave., NYC

Cost: \$195

Instructor: To be determined

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2004 REAL ESTATE ECONOMIC FORECAST

Thursday, February 26, 2004, 8:15 am – 10:15 am

The Association of the Bar of the City of New York

NAME _____

COMPANY _____

ADDRESS _____

TEL _____

EMAIL _____

AMOUNT _____

Payments must be made in advance. Please complete this coupon and mail to Metro NY Chapter of the Appraisal Institute, 60 E. 42nd St., Suite 1166, (include suite #) 10165. Checks should be made payable to Metro NY Chapter of the Appraisal Institute.

JOINT DINNER MEETING OF METRO NY AND LONG ISLAND CHAPTERS

Wednesday, March 31, 2004, 5:30 pm

Westbury Manor, Westbury, NY

NAME _____

COMPANY _____

ADDRESS _____

TEL _____

EMAIL _____

AMOUNT _____

Payments must be made in advance. Please complete this coupon and mail to Metro NY Chapter of the Appraisal Institute, 60 E. 42nd St., Suite 1166, (include suite #) 10165. Checks should be made payable to Metro NY Chapter of the Appraisal Institute.

MEMBERSHIP UPDATE COUPON

Have you moved? Please fill out this coupon so that you can continue to receive our mailings.

NAME _____

COMPANY _____

NEW ADDRESS _____

TEL _____

EMAIL _____

Return to Metro NY Chapter of the Appraisal Institute and mail to 60 E. 42nd St., Suite 1166, NY, NY 10165.
Phone 866-966-3710.

JOB POSTINGS

National valuation firm seeking an associate for its NYC office. The ideal candidate is an individual seeking a career opportunity as a real estate appraiser in a salaried corporate environment. Real estate valuation experience, excellent writing skills, and knowledge of Word & Excel is required. Familiarity with Argus and/or Dynalease is a plus. Contact Brian Johnson, MAI at 212-983-2600 ext 232 or bjohnson@American-Appraisal.com