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MetroNewYork Quarterly

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The Metropolitan New York Chapter

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2005 Installation Dinner A Gala Affair

President Weitzman Sets Agenda to Funding A Chapter Scholarship Program

Full Text of President's Message on Page 2



2006 NY Metro Chapter President Marilyn K. Weitzman MAI welcomes 2006 Long Island Chapter President Kevin W. Matheson, SRA.



Past President Brian Corcoran presents outgoing 2005 President Pomykacz with the Presidential Plaque of Appreciation. A grateful Chapter sends its thanks.

NY METRO CHAPTER MARCH EVENT!!!

Tuesday, March 21, 2006

The Metro NY Chapter is proud to present the following luncheon program:

"Luxury Condominium Market in Manhattan"

with guest speaker: **William Lie Zeckendorf of the Zeckendorf Organization**

Club 101, 101 Park Avenue & E. 41st Street, NY

Registration: 11:45am / Cocktails: 12noon - 12:30pm / Luncheon & Program: 12:30pm

Cost: \$60/per person

2 hours of CE Credits applicable to the Appraisal Institute, New York & New Jersey

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Details on Last Page

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Michael A. Raganelli, MAI, Editor
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President's Message

Transcript of President Weitzman's Acceptance Speech, NY Metro Chapter Installation Dinner, December 8, 2006



Thank you Brian for such a special introduction. I am actually blushing with modesty. I am very proud to be here today and graciously accept the presidency of the New York Chapter of the

Appraisal Institute. Years ago I was very active on a national level. Now, I would like to give back more on a local level.

I have always strived for excellence in my life and in The Weitzman Group's work product. Our firm's success as real estate consultants and appraisers has been due to tenacity and hard work and most of all a lot of personal attention to our clients. I realized very quickly when I first went into business that I would never be hired for my charm, but rather I would be hired for providing sound advice.

I look to my father for my work ethic and perhaps inherited just a little bit of his intellect. He was a real inspiration in my life. He taught me how to go to the heart of a problem and make a decision one way or the other on a timely basis. I look to some of my mentors in business, John Robert White, a legend in his time, and John Bailey, a more hands on teacher to me, as well as Frank Troisi, former head of the appraisal group at Chemical Bank. Finally, I look to Tom Justin, my business partner and friend for over 20 years who has really been the solid rock and the patient, tireless teacher at The Weitzman Group.

At the beginning of my career, when I was hired by the original James D. Landauer & Co., I was the first woman that they had ever hired in a professional capacity. John Bailey told John White that he had interviewed a bright young lady and that it was time to enter the modern world. I certainly had some barriers to overcome – my first year I was invited to the white glove secretary's Christmas Party. Fortunately, one of my male colleagues realized that there was a mistake – and for the first time ever, there was a joint party. Thus, it is with great pleasure today that I serve as a role model for younger women in the business and for young men as well.

Just a few minutes on our plans for our chapter in 2006. We plan to re-institute luncheon meetings – four of them with speakers so that continuing education credits will also be available. We plan as well to continue our breakfast series with speakers and, of course, educational credit. A personal goal of mine is to fund raise through our events for a more meaningful scholarship fund for our chapter, where course tuition could be paid for young students interested in taking courses in the appraisal field at our local universities.

We will also have a June outing, at the MOMA – the newly reopened Museum of Modern Art. Finally, I will work closely with our board to try to put some fun and camaraderie into our 2006 Chapter.

I thank you all again for the honor of serving as your President and plan to work as hard as I can to make 2006

a meaningful year for our chapter. Again, I would like to thank Connie Puccio for being such a hard working star – she really is the glue that holds our chapter together. I look forward to working with you Connie. I would also like to thank in advance Maggie Corrigan, our office manager and my personal assistant, who I know as well will work hard for our Chapter next year.

Last, but certainly not least, I would like to recognize my daughter Randee, who is in her last year at the Tisch School of Hotel and Tourism at NYU – as well as my brother Glenn who has been kind enough to join us this evening – and my best friend Diana Knapp who really was a second mother to Randee. Thank you.

2005 Installation Dinner Photos



Thank You!!!

The Metropolitan New York Chapter of the Appraisal Institute would like to thank the following sponsors of the 2005 Installation Dinner held at Bouterin on Thursday, December 8th:

**Albert Valuation Group NY, Inc.
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Steven J. Schleider, MAI and Martin B. Levine, MAI
The Weitzman Group Inc.**

- Reminder to Members - Update Your Online Information

People can't hire you if they can't find you! Do yourself a favor and check to see that your online information is current! Visit your **NY Metro Chapter website** at: www.aimetrony.com

The **Appraisal Institute's national website** has an expanded member profile section. Clients and AI leadership can use the profile to find qualified professionals for work or AI involvement. **IT'S FREE!** But to date, only a low percentage of our members have completed their profiles. Please visit the members only section of the national web site & complete your profile at:

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 these courses, please call 646 660-6963.

2006 Winter/Spring Course Schedule

Basic Appraisal Procedures (R2), Mon/Wed Feb 22-Mar 20, 5:45pm-9:30pm, NCPR2 MW59 - 8 sessions (30 hours)
\$495 plus \$25 registration fee.

Instructors: David Scribner Jr., Ph.D., MAI and Steven Gottlieb, MAI
Pre-requisite: Successful completion of Basic Appraisal Principles or equivalent educational background and HP-12C calculator and familiarity with calculator operation.

Appraisal Standards (USPAP Course 410), Sat/Sun, May 13 & 14, 9am-5:30pm, NCP APS1 SU95 - 2 sessions (15 hours)
\$295 plus \$25 registration fee.

Instructor: David Scribner Jr., Ph.D., MAI
Pre-requisite: None

Fair Housing, Fair Lending & Environmental Issues (AQ1)
Sat/Sun Apr 8-9, 9am-5:30pm, NCPAQ1 SU95 - 2 sessions (15 hours)
\$295 plus \$25 registration fee

Instructors: Frank Notaro, MAI and Robert Smith, MAI
Pre-requisite: None

Course 400; 7 Hour USPAP Update

Monday, March 13th, 9am - 5pm
Location: Real Estate Board of New York, 570 Lexington Avenue, NYC
Instructor: David Scribner Jr., Ph.D., MAI, Cost: \$195

Course 420; Business Practices & Ethics

Monday, March 27th, 9am - 5pm
Location: Real Estate Board of New York, 570 Lexington Avenue, NYC
Instructor: Paula K. Konikoff, MAI, Cost: \$195.

Basic Income Capitalization (G1 - Course 310)

Tue/Thur, Mar 28-May 2, 5:45pm - 9:20pm (no class on 4/13/06)
NCP APG1 TR59 - 10 sessions (39 hours)
\$595 plus \$25 registration

Instructors: Fred DePascale, SRPA and Helen Peng, MAI
Pre-requisite: Basic Appraisal Principles, Basic Appraisal Procedures, or equivalent educational background and an HP-17B11, HP-12C or equivalent calculator and familiarity with calculator operation.

Advanced Income Capitalization (G2 - Course 510)

Thu/Fri/Sat, May 11, 12, 13, 18, 19, 20, 9am - 4pm
NCP AG2 RFS94 - 6 sessions (40 hours)
\$595 plus \$25 registration fee
Instructors: Fred DePascale, SRPA & David Scribner Jr., Ph.D., MAI
Pre-requisite: Basic Appraisal Principles, Basic Appraisal Procedures, Basic Income Capitalization, and Appraisal-General Applications (Course 320). Participants must have an HP-17B11, HP-12C or equivalent calculator, and familiarity with calculator operation.

Advance Notice - SAVE THE DATE!!! UPCOMING CALENDAR OF EVENTS

Tuesday, April 25th: Luncheon Meeting at Club 101

Thursday, June 8th: Tour and Reception at Museum of Modern Art

Wednesday, September 20th, Annual Conference at Club 101

with Guest Speaker Senator Alfonse D'Amato

Tuesday, October 17th, Luncheon Meeting at Club 101

Tuesday, November 14th, Luncheon Meeting at Club 101

Seminar Calendar

AI/RICS Americas Valuation Conference

Sofitel New York Hotel

Wednesday, March 8, 2006 - 9AM

REGISTRATION NOW OPEN - 5 hours of CE Credit

RICS (Royal Institute of Chartered Surveyors) and the Appraisal Institute are pleased to announce their first joint conference on valuation. A full day will be dedicated to this topic. Over the course of this full day conference, leaders drawn from across the profession will explain how and why valuation competence impacts key decisions throughout the real estate world. Confirmed speakers to date include:

- **Steve Williams MAI, FRICS**, President, RICS
- **Gary Taylor MAI SRA FRICS CCIM**, Immediate Past President of AI
- **Peter Korpacz, MAI**, Director, PricewaterhouseCoopers LLP
- **Frank Liantonio MAI FRICS**, Executive VP - Capital Markets, Cushman & Wakefield
- **Alexander G. Hesterberg MAI FRICS**, Managing Director of Real Estate Valuation, Deutsche Bank
- **Mike Pecorino MAI**, Senior Managing Director, CBRE Valuation and Appraisal
- **Chris Thorne FRICS**, Director, Atisreal UK and Vice Chairman of the International Valuation Standards Board
- **Peter S. Brooks MAI FRICS**, Executive Director - Transaction Real Estate, Ernst & Young
- **Michael Buckley FRICS**, Director, Columbia University - Real Estate Development
- **Juliet Filose**, Global Real Estate General Manager, BP
- **Paul Fox**, Managing Director, Blackacre
- **Merrie S. Frankel**, Senior Credit Officer/Vice President, Moody's Investor Service
- **Eric B. Lewis**, Senior Director, Cushman & Wakefield
- **Sherida E. Paulsen FAIA**, Partner, Passenella, Klein Stolzman & Berg

For more information please direct your browser to:

www.ricsamericas.com/AIRICSvalconf030806.pdf

Or contact:

RICS Americas
Fun Lee, Events Manager
ricsamericas@rics.org
917 368-8114

Appraisal Institute
Anna Vogt Director, Membership Services
avogt@appraisalinstitute.org
312 335-4184

The Chapter will offer the following seminars in Spring 2006:

"Feasibility Analysis, Market Value & Investment Timing: Introducing the Impact of Option Value"

Monday, April 10, 2006, 7 hour Seminar, Time: 8am - 4pm
Location: Association of the Bar of the City of New York, 42 W. 44th St., NYC, Instructor: Vincent Dowling, MAI
Cost: \$225,

"Appraisal Consulting: A Solutions Approach for Professionals"

Friday, May 19, 2006, 7 hour Seminar, Time: 9am - 5pm
Location: Association of the Bar of the City of New York, 42 W. 44th St., NYC, Instructor: John McChesney, MAI,
Cost: \$225

**To register for either of these seminars,
please contact the chapter office at 866-966-3710.**

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Membership Development & Retention: Eric P. Haims, MAI

Program: Brian R. Corcoran, MAI, SRA

Public Relations: Eric Lewis, MAI

Regional Board Liaison: Daniel J. Houlihan, MAI

Seminars: Samuel B. Kuckley, MAI & Steven J. Schleider, MAI

September 2006 Conference Committee:

Matthew C. Mondanile, MAI, Ruth A. Agnese, MAI, &
Joel Leitner, MAI

Special Events: Ruth A. Agnese, MAI

Sponsorships: William Picoli, MAI

Website: Al Gabberty, SRA

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As a part of the President's Diversity and Exposure mandate, the New York Metro Chapter is making a concentrated effort to expand our newsletter mailing list to include leaders in business and industry outside of the realm of the chapter. This concentrated marketing campaign is being undertaken to raise our Chapter's profile to a wider potential client base.

We are offering you the opportunity to take advantage of this exposure by advertising your business or firm in the newsletter. For more details, contact the editor at:

raganelli@earthlink.net

Writers Wanted!!!!

Do you have the inclination to be published? Do you have something to say? Let us know. *MetroNewYork Quarterly* is looking for contributors. Issues, stories, advice, letters to the editor, if you have it, we will consider it for publication. If you are interested, please contact Mike Raganelli, MAI, at: raganelli@earthlink.net

POSITION AVAILABLE

Commercial Loan Underwriter, Tenafly, NJ

Full and part-time positions immediately available for individuals with at least 1-2 years of experience in Underwriting Commercial Loans or 2-3 years Commercial Appraisal experience. The loans we underwrite are located nationwide on all property types and range in size from \$1.5MM to \$250MM. The position would also involve re-underwriting of loans for buyers of Commercial Mortgage Backed Securities (CMBS).

Ideal candidate must be able to work in a fast-paced friendly environment. Open salary, depending on experience, & room for growth and ability to work on site with Investment Banks. There is also the ability to work from home on occasion and / or on a contract basis.

Please forward your resume to swolgin@usreainc.com

Please visit the Metro NY Chapter Employment Bulletin at:

<http://www.aimetryn.com/includes/employ.htm>

CHANGES TO EDUCATIONAL REQUIREMENTS EFFECTIVE JANUARY 1, 2008

Dear Members and Friends of the Metro NY Chapter of the Appraisal Institute,

Below is a very important link to the national website with regards to the hours of your Educational Requirements. As of January 1, 2008 the Appraiser Qualifications Board will be implementing increases in the educational hours required for Appraiser Trainees, Licensed Real Property Appraisers, Certified General Real Property Appraisers and Certified Residential Real Property Appraisers.

WE URGE YOU TO LOOK AT THE LINK BELOW AND LOOK OVER THESE NEW REQUIREMENTS WHICH WILL BE IMPLEMENTED BY JANUARY 1, 2008. PLEASE NOTE THAT THESE ARE THE MINIMUM REQUIREMENTS. EACH STATE WILL VARY AND YOU WILL NEED TO CHECK WITH YOUR STATE.

www.appraisalinstitute.org/resources/become_appraiser.asp

Thank you for your cooperation.