



**Appraisal  
Institute®**  
*Professionals Providing  
Real Estate Solutions*

# MetroNewYork Quarterly

Volume 5, Number 2

The Metropolitan New York Chapter

June 2006

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## UPCOMING EVENTS!!!!

**9th ANNUAL METRO NY & LONG ISLAND AI GOLF OUTING  
JET BLUE CHALLENGE and APPRAISAL CUP CHALLENGE  
THURSDAY, JUNE 22, 2006**

**LIDO GOLF CLUB, 255 LIDO BOULEVARD, LIDO BEACH, NY**



**18-Hole Golf Tournament \$175.00 per person**  
**Includes: Golf, Lunch, Cocktail hour, Texas Barbeque Dinner,  
Beer, Wine, & Soda.**

**Jet Blue Trophy, Appraisal Cup Challenge Trophy, Hole In One  
Grand Prize, Chance to win 2 Jet Blue Airline Tickets, Mulligan  
Shot Raffle, Nike Gifts, Raffles, & Giveaways**

**Trophies: 1st, 2nd, 3rd place, closest to pin, shot of the day!**

**Foursome Plus Tee Sign \$750.00**

**Barbeque and Cocktail hour (6 p.m.) \$ 75.00 per person**

**Sponsorships Available** Dinner \$500, Cocktail Hour \$250, Lunch \$200,  
Tee Sign \$75.00, Prize/Giveaway \$50- \$100

**FOR TICKETS:**

**METRO NY: (866) 966-7139 OR LIAI (516) 248-8964**

**Email: metronyai@aol.com OR liappraise@aol.com**

**SAVE THE DATE !!! - The Metro NY Chapter Annual Conference**

**Keynote Speaker: Alfonse D'Amato**

**Wed., September 20, 2006 - Club 101, 101 Park Avenue, NYC - Cost: \$275/pp**

**8am: Registration/Continental  
Breakfast**

**8:30am – 10am: Early Morning**

**Topic: Queens & the Bronx**

**Moderator: Alair Townsend**

**Publisher – Crain's NY Business**

**Speakers Include**

**Adolfo Carrion**  
**Bronx Borough President**  
**Damon Hemmerdinger**  
**Atlas Properties**  
**Joshua Muss**  
**Muss Development**

**10am/10:30am: Coffee / Networking  
10:30am – 12Noon: Late Morning**

**Topic: Brooklyn & Staten Island**

**Moderator: Ken Adams**

**Brooklyn Chamber of Commerce**

**Speakers Include**

**Jeff Levine** **Joshua Muss**  
**Douglaston Group** **Muss Development**  
**Alan Bell** **Mary Ann Gilmartin**  
**Hudson Companies** **Forest City Ratner**  
**Robert A. Levine** **David Walentas**  
**RAL Associates** **Two Trees Management**

**12Noon/1:30pm Luncheon &  
Keynote Address: Alfonse D'Amato**

**Sponsorships Available - Contact Gerald Sanders, MAI  
(212) 375-6517 -or- gsanders@weiserllp.com**

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**Michael A. Raganelli, MAI, Editor**  
*Comments, questions, or suggestions?*  
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## NY METRO CHAPTER REPRESENTED AT LEADERSHIP DEVELOPMENT & ADVISORY COUNCIL

by *Eric P. Haims, MAI*

**Eric P. Haims, MAI** and **William H. Kinn, MAI** were selected as representatives from the Metropolitan New York Chapter of the Appraisal Institute by the **Chapter President, Marilyn Weitzman** and the Board of Directors to attend this year's Leadership Development & Advisory Council (LDAC) held by the Appraisal Institute in Washington, DC on May 16-18, 2006. This year represented the 36th annual meeting of the Council.

The purpose of LDAC is to assemble both associate and designated members from the various Appraisal Institute chapters from around the country to meet in discussion groups in order to provide recommendations to both the Appraisal Institute's strategic planning committee and the national board of directors on various discussion topics. This year's discussion topics were the following:

- "Facing a New Era: Future Role of Chapters"
- "AI Conference – If We Build it, Will You Come?"
- "AI Reports: The Next Step"
- "The AI and State Regulators: Can a Partnership Exist?"

As far as the future role of chapters, the discussion groups recognized that chapters should continue to exist since local chapters play a key role in our experience with the Appraisal Institute as either associate or designated members, but that not all chapters are created equal. We suggested that chapter leaders should have the ability to communicate with one another in order to share success stories and failures by means of a blog on the Appraisal Institute's website. We recommended that chapters have the ability to share excess education materials.

In regards to Appraisal Institute conferences, the discussion groups recommended that national conferences not be held every year, but be held every other or every three years in order to increase attendance. We suggested that the benefits of attending the conferences should be made clear to both associate and designated members and that the benefits should outweigh the costs associated with attending a conference. We suggested that the Appraisal Institute should have its conference in the same City as other conferences, like the American Bar Association, in order to get appraisers together with prospective new clients while attending joint events and programs. We also suggested that the local chapters should aid in promoting the Appraisal Institute's national conferences on a local level.

As far as Appraisal Institute reports, the discussion groups learned that many of the residential property appraisers across the country were incorrectly using the URAR forms since they are only to be used for financial transactions and not for other uses like litigation and estate tax. The discussion groups liked the residential form that is available by the Appraisal Institute for both members and non-members and see it as a good tool for the Institute to promote itself. The discussion groups were split on whether or not commercial form reports were a good thing even though several large banks, like the Bank of America, were already requiring them from commercial real estate appraisers. We also debated the pros and cons regarding commercial templates.

In regards to the Appraisal Institute and State regulators, the discussion groups recommended that the Appraisal Institute be actively involved in providing training and education to state regulators. We learned that, unfortunately, some state boards do not contain any or very few state licensed or designated real estate appraisers and that non-appraisers were disciplining real estate appraisers without proper training and education.

LDAC also provided the attendees with the ability to lobby representatives of Congress and senators regarding the issues of Mortgage Fraud and Internal Revenue Service Appraisal Reform.

We, as real estate appraisers, should be concerned with the inappropriate pressure of appraisers, lack of resources (funding and staff) for state appraisal boards for enforcement, and too few accountability and enforcement mechanisms for the federal Appraisal Subcommittee. We asked members of Congress to enact legislation combating mortgage fraud, including provisions designed to uphold integrity in the real estate valuation process. Members of the House of Representatives were asked to co-sponsor the Responsible Lending Act, H.R. 1295 and we asked members of the senate to co-sponsor Senator Barack Obama's Stop Fraud Act, S. 2280.

Real estate appraisers should also be concerned with the fact that the Internal Revenue Service does not recognize uniform appraisal standards, that there are virtually no requirements for appraisers performing work before the Internal Revenue Service, and that Internal Revenue Service enforcement processes have been ineffective to date. We requested that provisions be enacted as part of the next appropriate legislative vehicle, such as the conference report of Pension Security and Transparency Act (H.R. 2930), now pending in House-Senate Conference.

LDAC also included a private tour of Mount Vernon, President George Washington home and a reception on Tuesday night, as well as other social events over the course of the three days. In summary, LDAC is a great experience and I highly recommend it to the future leaders of our Chapter. The best thing about LDAC was the ability to meet associate and designated members of the Appraisal Institute from around the County and share experiences and stories about appraising in your market.



## 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. 22<sup>nd</sup> Street in Manhattan. To register for any of these courses, please call 646 660-6963.

### 2006 Summer Course Schedule

#### Basic Appraisal Principles (R1)

**Instructor(s):** David Scribner Jr., Ph.D., MAI & Cate Agnew, MAI

**Cost:** \$495 plus \$25 registration fee

Course Code #NCP R1 MW59 - 8 sessions (30 hours)

Mon/Wed, June 12 - July 12, 2006, 5:45pm - 9:30pm (no class on 7/3 & 7/5) Prerequisite: An HP-12C calculator is required

#### Basic Income Capitalization (G1)

**Instructor(s):** Fred DePascale, SRPA and Bob Smith, MAI

**Cost:** \$595 plus \$25 registration fee

Course Code #NCP APG1 TR59 - 10 sessions (39 hours)

Tues/Thurs, June 20 - July 25, 2006, 5:45pm - 9:20pm (no class on 7/4) Required Textbooks: The Appraisal of Real Estate 12th ed., The Dictionary of Real Estate 4th ed., and Uniform Standards of Professional Appraisal Practice - current edition.

Prerequisite: Basic Appraisal Principles (R1), Basic Appraisal Procedures (R2), or equivalent education background and an HP-17B11, HP-12C or equivalent calculator and familiarity with calculator operation.

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

**(Appraiser Qualification AQ1) Instructor(s):** Robert Smith, MAI and Frank Notaro, MAI - **Cost:** \$295 plus \$25 registration fee

Course Code #NCP AQ1 SU95 - 2 sessions (15 hours)

Sat/Sun, July 15 & 16, 2006 - 9am - 5:30pm

Prerequisite: None

#### Basic Appraisal Procedures (R2)

**Instructor(s):** David Scribner Jr., Ph.D., MAI and

**Joseph E. Petrocine, MAI - Cost:** \$495 plus \$25 registration fee

Course Code #NCP R2 MW59 - 8 sessions (30 hours) Mon/Wed, July 26 - August 21, 2006 - 5:45pm - 9:30pm. Prerequisite:

Successful completion of Basic Appraisal Principles (R1) or equivalent educational background and HP-12C calculator and familiarity with calculator operation.

#### Appraisal Standards (National Uniform Standards of Professional Appraisal Practice - USPAP)

**Instructor(s):** David Scribner Jr., Ph.D., MAI

**Cost:** \$295 plus \$25 registration fee

Course Code #NCP APS1 SU95 - 2 sessions (15 hours)

Sat/Sun, August 5 & 6, 2006 - 9am - 5:30pm

Prerequisite: None

### - 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.metroiny.com](http://www.metroiny.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](http://www.appraisalinstitute.org)

## Chapter Events

### Chapter Luncheon with Guest Speaker William Lie Zeckendorf of the Zeckendorf Organization



**John M. Pearson, MAI, Chapter 1st Vice President & guest speaker William Lie Zeckendorf**



**Sponsors Sheldon Gottlieb, MAI and Eric Haims, MAI of Jerome Haims Realty with William Lie Zeckendorf**

### Chapter Luncheon with Guest Speaker Robert Knakal of Massey Knakal Realty Services



**Past Chapter President Brian R. Corcoran, guest speaker Robert Knakal, Chapter President Marilyn K. Weitzman, and Luncheon Sponsor Peter Zachary, MAI of Peter L. Zachary & Associates, Inc.**

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- Communications / Newsletter:** Michael A. Raganelli, MAI
- Education:** Joseph Petrocine, MAI
- Government Relations:** Daniel Houlihan, MAI
- Membership Development & Retention:** Eric P. Haims, MAI
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- 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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*MetroNewYork Quarterly***

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](mailto: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](mailto:raganelli@earthlink.net)

**EMPLOYMENT OPPORTUNITIES**

**LOAN UNDERWRITER (Commercial) (Tenafly, NJ)**

Full / 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. Loans underwritten nationwide on all property types and range in size from \$1.5MM to \$250MM. Position also involves re-underwriting 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. Possible to work from home on occasion and / or on a contract basis. Please forward your resume to [swolgin@usreainc.com](mailto:swolgin@usreainc.com)

**New York Metro Area - WORK FROM YOUR HOME OR OUR OFFICE**

Flexible schedule. Full or part time. Commercial and Residential appraisers wanted at established Manhattan based metro NY appraisal/consultation firm. Fee split – commission potential. MAI will train, Tele-commuter or internship a possibility. Send Resume/salary history in confidence to: Facs preferred (212) 362-3938 Email: [Appraise9mai@aol.COM](mailto:Appraise9mai@aol.COM) if no fax.

**EMPLOYMENT OPPORTUNITIES**

**SENIOR REVIEW APPRAISER** - Major commercial mortgage investment group seeks MAI appraiser to review outside written appraisal reports for a national portfolio of diverse income-producing properties. A six figure compensation package, including comprehensive benefits package, and relocation assistance, will be offered. Position located in high quality-of-life Midwest community. Interested candidates should forward a detailed resume as a Word Document, including most recent compensation level, to: [chrishgroup@charter.net](mailto:chrishgroup@charter.net). Christopher Group Executive Search

**More jobs are listed at:**

[www.aimetry.com](http://www.aimetry.com)