

January 2017

Metro New York Quarterly

THE METROPOLITAN NEW YORK CHAPTER

METRO NY CHAPTER 2017 OFFICERS

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**The Metropolitan New York Chapters of the
Appraisal Institute and Counselors of Real Estate
invite you to attend a joint meeting.**



2017 Real Estate Economic Forecast

Will the new year be economically bright, somewhat bleak or more of the same? Find out what to expect with regard to national and consumer debt, unemployment, housing, GDP, consumer confidence, Fed interest rate policy, global markets and other influences from one of the country's leading economists.

2 Hours of Real Estate Appraiser Continuing Education Credits have been applied for to the states of NY and NJ, and the Appraisal Institute.

Guest Speaker: Mark Zandi, Chief Economist and Co-Founder of Moody's Economy.com

Thursday, January 26th

Club 101, 101 Park Avenue
at 40th Street

Registration: 8:00 AM

Breakfast and Program:
8:30 AM - 10:30 AM

Cost Per Person: \$120

**To register: Call (866) 966-3710 or online at
www.appraisalinstitute.org/education/metronewyork.aspx**

Alice Palmisano, SRA



Dear Friends and Colleagues,

Many thanks to all of you who attended the Holiday Party and Installation Dinner at the National Arts Club. It meant a lot to me personally to be surrounded by so many friends and distinguished colleagues. Congratulations to Brian Corcoran who received the Ruth Agnese Person of the Year Award. His many years of service to the chapter are an inspiration to us all.

The chapters are the heart and soul of the Appraisal Institute. And the Metro NY Chapter is a jewel in the crown. It is in the chapters where everything that is important and valuable for the members takes place. Of course, none of this would happen without our dedicated Executive Director, Connie Puccio, and all of the chapter members who volunteer their time and talents, on the board and on the committees, as well as those who support our outstanding programs through their attendance at chapter sponsored events. There are many programs that we all benefit from and can all be proud of:

- the high quality courses taught by trained professional instructors - many of them members of this chapter and of the incoming board;
- the seminars - and we have home-grown

seminars thanks to dedicated and creative chapter members;

- the luncheon programs with distinguished speakers drawn from real estate professionals in the largest real estate market in the United States;
- the annual economic forecast program with the Counselors of Real Estate, to be held this year on January 26th at Club 101, when Dr. Mark Zandi, Chief Economist at Moody's Analytics, will present his insights on the economy and how it will affect our market;
- our signature Fall Conference examining current issues and trends NYC real estate featuring major players in our market;
- social events designed to build camaraderie in more festive atmosphere like the June outing, and the cocktail parties for candidates to encourage them on their path to designation.

Every organization needs to constantly refresh the ranks of its membership to remain vital and relevant and the Metro NY Chapter is no different. It is essential for the strength of our Chapter that we continue to add qualified professionals to our ranks —whether they are young people starting out in their careers or career changers looking for a new challenge. We need to extend a warm welcome and encouragement to those who are now joining the profession and to the candi-



President's Message continued from page 2

dates for designation working their way through the required coursework. The candidates are the future of this chapter and I just know that we're up to the challenge. Therefore, a major focus for the coming year will be to continue and expand on the Candidate Guidance effort so that our chapter and our profession continues to flourish and grow in the NY market, one of the most important real estate markets in the world.

I want to thank all of the Board and chapter members who volunteered to serve as Chairs of committees.

They are:

- Education: **Amanda Aaron**
Seminars: **Doug Geddes**
Programs: **Joel Leitner, Dan Sciannameo & Marilyn Weitzman**
- Special Events
- June Outing: **Liz Genovese & Jon DiPietra**
Sponsorship: **Rob Nardella**
Fall Conference: **Theresa Nygard & Sharon Locatell**
- Fall Conference
Sponsorship: **Rob Nardella & Mike Garcia**
Candidate Guidance
& Development: **John Katinos & Liz Genovese**
Public Relations: **Tom Tener, Jamie Molloy and Robert Stack**

- By-laws: **Bill McKenna**
Government
Relations: **Mark Vollmer**
Communications/
Social Media: **Andrew Sikiric**
Ruth Agnese
Scholarship: **Marilyn Weitzman**

Serving on a committee is an important and valuable way to build our community and strengthen our brand. The time it takes to volunteer is more than offset by the rewards:

- meeting new colleagues,
- sharing ideas,
- working together toward a common purpose,
- and the sense of accomplishment at reaching common goals together.

Candidates and affiliate members are now eligible to serve on a number of committees. To the candidates and affiliate members, please do not hesitate to reach out to the committee chairs, to Connie or to me for help in finding opportunities to get involved in Chapter activities. We need and are grateful for your input and participation.

Best wishes for a productive and prosperous 2017!

John Katinos, MAI

Dear Friends and Colleagues,

Our Chapter had a vibrant and successful year in 2016. The Chapter presented 20 classes and seminars, three engaging luncheons, along with our premier event, the September Conference. We also had two fantastic events for our young Candidates to promote their further involvement in the Chapter. Over the past year, we designated 12 new MAI's, and 7 new AI-GRS members.

I wanted to thank my board of directors and our executive director, Connie Puccio, for all their support, tremendous hard work and constant dedication to our membership. Furthermore, I was very fortunate to have devoted committee chairs who worked tirelessly and did a fantastic job. In addition, I wanted to extend my gratitude to all of our generous sponsors who continue to make it possible for the Chapter to offer diverse programs and events that promote and educate our members. We are very blessed to have tremendous sponsor support.

Congratulations to Brian Corcoran for receiving the Ruth Agnese Person of the Year award. Brian's constant unselfishness and dedication to the Chapter is a tremendous example of steadfast leadership and service for our members to strive for. He never wavered from any of my multiple requests for his assistance or guidance.

Looking forward to 2017, I know that our Chapter is in excellent hands with Alice Palmisano as our President. In closing, I would like to thank you all the members for allowing me the pleasure of serving as your 2016 President. It was truly a great honor to serve the Chapter.

November 16th State of the Market

On Wednesday, November 16th the Chapter held a Luncheon Meeting “State of the Market”, with guest speakers Ralph Herzka, Chairman and CEO, Meridian Capital Group, and Robert Knakal, Chairman, New York Investment Sales, Cushman & Wakefield, Inc. Discussions included the strengths and challenges of the New York Investment Sales and Financing Markets.



PHOTO, L to R: Ralph Herzka, Chairman and CEO, Meridian Capital Group; Program Chair, Joel Leitner, BBG, Inc.; Chapter President John Katinos, Cushman & Wakefield, Inc.; Robert Knakal, Chairman, NY Investment Sales, Cushman & Wakefield, Inc.



PHOTO CREDIT: Margaret Fox Photography

November 30th Candidate/Affiliate Holiday Cocktail Party

Metro New York Chapter holds complimentary Holiday Cocktail Party for its Candidates and Affiliates and those entering the Appraisal Field.



Congratulations to the recipients of the 2016 Ruth Agnese Scholarship: John Colleary and Catherine Gu



PHOTO L to R: John Colleary, Standard Valuation Services; Chapter President, John Katinos, MAI; Catherine Gu, Marshall & Stevens



Holiday Party and Installation Dinner

The Metro New York Chapter thanks the following sponsors of the December 13th Installation Dinner:

- Albert Valuation Group NY, Inc.
- Appraisers and Planners Inc.
- Cushman & Wakefield, Inc.
- Houlihan & O'Malley Real Estate Services
- Metropolitan Valuation Services
- Steven J. Schleider, MAI and Martin B. Levine, MAI
- Pearson Partners
- Regional Appraisal Associates
- The Weitzman Group, Inc.



2017 Chapter President, Alice Palmisano, SRA, JP Morgan Chase, is sworn in and presented the Chapter Charter and Gavel by Mistress of Ceremonies, Sharon Locatelli, MAI, Appraisers and Planners Inc.



Holiday Party and Installation Dinner (continued from page 12)



Brian R. Corcoran, MAI, SRA, Cushman & Wakefield, being presented 2016 Ruth Agnese Person of the Year Award from Theresa M. Nygard, MAI, KTR Real Estate Advisors



Theresa M. Nygard, MAI, KTR Real Estate Advisors, presented Robert S. Nardella, MAI an award for Cushman & Wakefield's support as the 2016 Seminar Sponsor.



Theresa M. Nygard, MAI, KTR Real Estate Advisors, presented Steven J. Schleider, MAI an award for Metropolitan Valuation Services continued support as the 2016 Education Sponsor.





CONGRATULATIONS TO THE NEWLY DESIGNATED MEMBERS FOR 2016

Yamil Arocho, MAI
 Ginna Currie, MAI
 Aaron Feldman, MAI
 Nancy J. Fleischer, MAI
 Scott C. Lewis, MAI
 Deborah Preston Lipman, MAI
 Hector Nieves, MAI
 Candice Norton, MAI
 Christopher Peckholdt, MAI, AI-GRS
 Michael Schirick, MAI, AI-GRS
 Keith Stillman, MAI
 Megan Tursi, MAI

New AI-GRS Members:

Adrienne Dougherty, MAI, AI-GRS
 Jenny Greissle, MAI, SRA, AI-GRS
 Jeremy Kennedy, MAI, AI-GRS
 Michael Raganelli, MAI, AI-GRS
 Adam Weber, MAI, SRA, AI-GRS



At the September 28th Conference, Yamil Arocho, MAI received his designation certificate from Jerome Haims, MAI, both with Jerome Haims Realty, Inc.



Seminars

Thursday March 9th:

Zoning Seminar following by Cocktail Reception at Club 101.
 Details to be sent out shortly.

Friday, March 31st:

Hotel Market Studies and Valuations: Software and Techniques for Evaluating Existing and Proposed Hotels
 Location: NYU Stern School of Business, 44 W. 4th St., NY, NY
 Time: 9am-5pm
 Cost: \$225 (Lunch and Coffee breaks included)
 7 Hours of CE Credits are being applied for to the states of NY, NJ and the Appraisal Institute

The Metropolitan New York Chapter would like to thank Cushman & Wakefield, Inc. for their continued support as the 2016 Seminar Sponsor



The Metro NY Chapter of the Appraisal Institute

2017 Education Schedule

JANUARY

JANUARY 11 - 20

BASIC APPRAISAL PRINCIPLES (R5)

(Wed/Fri - JANUARY 11, 13, 18 & 20)

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm - Price: \$495

JANUARY 23 & 25

USING THE HP12C FINANCIAL CALCULATOR (GE3)

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm - AI Price: \$295 / Full Price: \$315

FEBRUARY

FEBRUARY 27

7 HOUR USPAP UPDATE COURSE

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm - AI Price: \$195 / Full Price: \$215

FEBRUARY 15, 17, 22 & 24

BASIC APPRAISAL PROCEDURES COURSE (R6)

(Wed/Fri - FEBRUARY 15, 17, 22 & 24)

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm - Price: \$495

MARCH

MARCH 6 - 10

ADVANCED MARKET ANALYSIS & HIGHEST AND BEST USE

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm - AI Price: \$800 / Full Price: \$1,100

MARCH 13 - 22

GENERAL APPRAISER SITE VALUATION & COST APPROACH COURSE

(Mon/Wed: MARCH 13, 15, 20 & 22)

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm - AI Price: \$595 / Full Price: \$625

MARCH 14 & 16

REAL ESTATE FINANCE, STATISTICS & VALUATION MODELING COURSE (SMF)

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm - AI Price: \$295 / Full Price: \$315

APRIL

APRIL 25 & 27

15 HOUR USPAP COURSE

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm - Price: \$295

MAY

MAY 2 - 11

GENERAL APPRAISER SALES COMPARISON APPROACH COURSE

(MAY 2, 4, 9 & 11)

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm - AI Price: \$595 / Full Price: \$625

MAY 16

BUSINESS PRACTICES & ETHICS COURSE

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm - AI Price: \$195 / Full Price: \$215

JUNE

JUNE 6TH

7 HOUR USPAP UPDATE COURSE

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm - AI Price: \$195 / Full Price: \$215

SEPTEMBER

SEPTEMBER 12 - 22

GENERAL APPRAISER MARKET ANALYSIS & HIGHEST AND BEST USE (TUES/FRI - SEPTEMBER 12, 15, 19 & 22)

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm - AI Price: \$595 / Full Price: \$625

The Metro NY Chapter of the Appraisal Institute

2017 Education Schedule (Continued from page 14)

OCTOBER

OCTOBER 3 -13

GENERAL APPRAISER INCOME APPROACH PART I (TUES/FRI – OCTOBER 3, 6, 10 & 13)

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm – AI Price: \$595 / Full Price: \$625

OCTOBER 20 - 31

GENERAL APPRAISER INCOME APPROACH PART II (FRI/TUES - OCTOBER 20, 24, 27 & 31)

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm – AI Price: \$595 / Full Price: \$625

NOVEMBER

NOVEMBER 6 - 9

GENERAL APPRAISER REPORT WRITING & CASE STUDIES

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm – AI Price: \$695 / Full Price: \$725

DECEMBER

DECEMBER 5

BUSINESS PRACTICES & ETHICS

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm – AI Price: \$195 / Full Price: \$215

DECEMBER 7

7 HOUR USPAP UPDATE COURSE

Location: Association of the Bar of the City of NY,
42 W. 44th St., NY, NY

Time: 9am-5pm – AI Price: \$195 / Full Price: \$215

Ruth Agnese Scholarship:

Metro NY Chapter Advanced Candidates for the MAI Designation can apply now for the Ruth Agnese Scholarship.

For details and to apply now go to:

<http://aimetrony.com/ruth-agnese-scholarship-apply-now/>

REGISTRATION

TO REGISTER FOR ANY OF THE COURSES OR SEMINARS,
PLEASE CONTACT THE CHAPTER OFFICE AT:

866-966-3710 OR VIA E-MAIL AT: metronyai@aol.com

ALL CLASSES TAKE PLACE AT:

Association of the Bar of the City of NY,
42 W. 44th St., NYC (Unless indicated)

Online Education:

Online Education: Learn at your own pace anytime, anywhere. Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want.

Check out the current course listing now!

http://www.appraisalinstitute.org/education/online-education-view_programs.aspx



Online Education:

Learn at your own pace anytime, anywhere.

Visit appraisalinstitute.org/online for a list of classes!



The Metropolitan New York Chapter would like to thank Metropolitan Valuation Services for their continued support as the 2016 Education Sponsor



The Metropolitan New York Chapter of the Appraisal Institute Would Like to Thank the 2016 Chapter Sponsors:

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Regional Appraisal Associates
Standard Valuation Services
Wilrock Appraisal & Consulting

