

Metro New York Quarterly

THE METROPOLITAN NEW YORK CHAPTER

METRO NY CHAPTER 2019 OFFICERS

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The Metropolitan
New York Chapter of the
Appraisal Institute invites
you to attend our
Annual Conference



TRANSPORTATION AND HOUSING: WHAT MOVES THE CITY?

Monday, September 16th

The Transportation and Housing Conference will feature the analysis of leading experts on these major issues and their impact on the New York City real estate market. Discussion topics will include congestion pricing, the City's ongoing public transit infrastructure, and the recently passed rent regulations laws. The panelists and speakers offer a wide variety of experiences and viewpoints, reflecting both the public and private sector.

Location:

Club 101, 101 Park Ave. at E. 41st St.

Registration / Breakfast:

8:00am - 9:00am

Opening Speaker followed by Panel and Morning Keynote:

9:00am - 12:00pm

Lunch & Keynote Speaker:

12:00pm - 2:00pm

Cost: \$275

Costs for Registration: \$200

To reserve, please call
866.966.3710

or e-mail the Chapter at adminny@cai.com

3 Hours of CE Credits are being applied for to the states of NY and NJ as well as the Appraisal Institute.

Opening Speaker:

Benjamin Kallos
New York City Council Member

Moderator:

Charlie Stephens
Global Brokerage
Cushman & Wakefield, Inc.

Panelists:

Erica Buckley
Partner
Noon Peabody

James Nelson
Principal
Head of Tri-State Investment Sales
Arison Young

Robert Paley
Director
Transit-Oriented Development
MTA

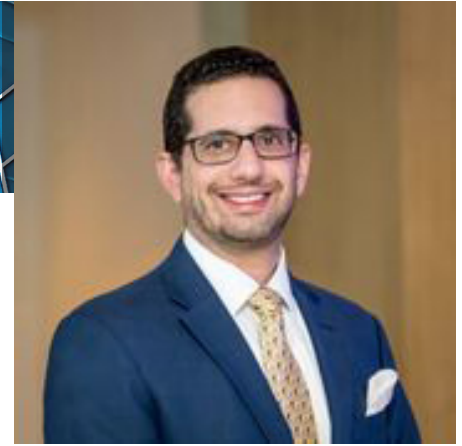
Morning Keynote:

Seth Pinsky
Executive Vice President
ROR Realty

Afternoon Keynote:

Sam Schwartz
("Gridlock Sam")
President, CEO & Founder
Sam Schwartz Transportation
Consultants

Marc J. Nakleh, MAI



Dear Friends and Colleagues,

We are just a few months away from not only a new year, but a new decade. These transition periods are good times to reflect on the past and look to the future. 2019 started with Mark Zandi, PhD (Chief Economist, Moody's Analytics) providing us an analysis of the economy and his projections for 2020 and beyond. This event has become a wonderful tradition to start off each year and a great way to mingle with our Counselors of Real Estate (CRE) colleagues.

Our March outing was "Food Halls: The Latest Weapon in the Retail Amortization Wars," which had Rick Latella, MAI and Phil Colicchio (Executive Managing Director, Cushman & Wakefield) discussing this trend both locally and nationally. Phil led an interesting discussion on the curation of food halls and the intense planning required to execute successfully.

Focusing on the legal, architectural, and engineering logistics of cantilevers, our May luncheon was entitled "Air Space: Building Better with Cantilevers & Bridging." A big thank you to Peter Rastetter, MAI for organizing the event and to our speakers Paul J. Proulx (Partner, Carter Ledyard & Milburn LLP), Eugene Flotteron, AIA (Principal, CetraRuddy Architecture), and Hezi Mena, PE (Senior Vice President, WSP). Paul explained the steps to acquire the rights, Eugene discussed the design process, and Hezi explained how the structure actually gets built. The cocktail reception after the event was well attended and was a fun way for candidates to meet other members of the chapter.

The June Outing took us to Chelsea Piers to try our hands at bowling. Prior to hitting the lanes, we heard from John Shannon, Principal & Chief Investment Officer at HFZ Capital Group. John led a discussion about their project "The XI", covering everything from the land acquisition, the design and construction process, and the sellout. Thank you to Bobby Porto, MAI for the work on this event.

To date, our chapter has put on 13 classes and one full-day seminar. As classroom space becomes harder to find, we are extremely grateful to have Herrick Feinstein and Natixis help in this regard. Our chapter saw four newly designated members (three MAI's and one AI-GRRS). Congrats to the newly designated members and best of luck to those working towards licensing and designation.

As we close out 2019, we will have our annual Fall Conference and another luncheon helmed by Marilyn Weitzman (speaker(s) to be announced). The focus of our Fall Conference will be transportation and housing, two issues key to our city's future. Keynote speakers include Seth Pinsky (Executive Vice President, RXR) and Sam "Gridlock Sam" Schwartz (CEO, Sam Schwartz Transportation Consultants).

Please save Tuesday, December 3rd, 2019 for the annual holiday party and the installation of Amanda Aaron, MAI as the chapter's 2020 president. The party will again be held at the Sea Grill. Given the recent announcement that the restaurant will be closing in 2020, this is our last chance to party at this classic New York venue.

A big thank you to the board and the chapter for the support and help to date. Connie, thank you for keeping me sane and on track. Looking forward, our chapter is in good hands and on a good path. Our finances are strong and our members entail the brightest minds in our business.

Lastly, it is with great sadness that we heard of the passing of Martin B. Levine, MAI. Our chapter lost a great professional and the world lost a wonderful person. Please keep Marty and his family in your thoughts and prayers.

Best,
Marc J. Nakleh, MAI
2019 Chapter President



EVENTS

March Luncheon:

Food Halls: The Latest Weapon in the Retail Amortization Wars

At the March 25th Chapter luncheon meeting, guest speakers included Phil Colicchio, Executive Managing Director, Food & Beverage, Entertainment & Consulting, and Richard W. Latella, Executive Managing Director – Americas Practice Group Leader, Retail, both with Cushman & Wakefield, Inc. They discussed Food Halls and how retail is adapting to the rapid evolution being shaped by the demands of a new consumer.



From left to right: Phil Colicchio; Marc J. Nakleh, MAI, Chapter President; Richard Latella, MAI (all with Cushman & Wakefield, Inc.)

May Seminar/Cocktail Event:

Airspace: Building Better with Cantilevers and Bridging

The Metropolitan New York Chapter’s May 15th program started with a panel discussion with guest speakers Eugene Flotteron of CetraRuddy Architecture, Paul Proulx of Carter Ledyard & Milburn, and Hezi Mena with WSP. The multi-disciplinary expert panel discussed how zoning lot mergers create air-space opportunities for tall buildings, a sequel to the towers of recent decades, made possible by interpretations of the City’s 1961 Zoning Resolution. The program was followed by a cocktail reception.



From left to right: Hezi Mena, WSP; Eugene Flotteron, CetraRuddy; Paul Proulx, Carter Ledyard & Milburn





This year's June Outing held at Bowlmor at Chelsea Piers, combined some continuing education with a discussion from John Shannon, Principal and Chief Investment Officer at HFZ Capital Group, about the new condominium development at the High Line called "The XI", followed by full open bar, buffet and bowling.



LEADERSHIP DEVELOPMENT & ADVISORY COUNCIL MEETINGS (LDAC) – 2019

The Metro New York Chapter selected Shaun Kest, MAI, to attend this year's Leadership Development and Advisory Council (LDAC) meetings held on May 15 - 17, 2019 in Washington, D.C. Below is information Shaun has reported back to the board.



LDAC was created to foster creative thought from talented individuals involved in the profession of real estate appraisal, and to develop the future leaders of the Appraisal Institute (AI). LDAC was an intensive three-day program of appraisal professionals from around the country. Approximately 100 representatives participated in discussion groups where we actively engaged in addressing some of the micro and macro issues impacting the appraisal profession, the perception of valuation professionals and the challenges many appraisers experience on a day-to-day basis. LDAC participants were also organized into teams to lobby US Senators and Representatives representing our states and districts in an effort to further the awareness of AI as an engaged organization that is concerned with the legislative and political process.

Discussion Groups

- During the conference, the organizers assigned discussion groups to tackle important issues appraisers face with respect to education, chapter participation and community involvement, the appraisal and the appraiser and the future the industry with regards to technology and E-Valuations/Hybrid Appraisals. It was an excellent opportunity to gain perspective from professionals around the country.

Challenges and Successes from other Chapters and Professionals

- During the conference we were exposed to some of the challenges facing appraisers around the country and there were several common themes, mostly from the residential side of the business. Lower fees, quicker turnaround times and more requirements from lenders were popular challenges that were echoed by several participants. Additionally, several members complained about the infrequent education in their chapter and that scheduled classes were canceled from a lack of participation.

- Some of the successes discussed included growth of certain chapters, partnerships with local colleges and universities leading to increased interest in the field and the implementation of new technologies to cut down production time.
- Larger states seemed to have success with participation by having weekend retreats which included education that would satisfy the continuing education requirements the current licensing cycle.
- Challenges of successfully marketing the MAI credentials given the time requirement coupled with the direct/indirect cost does not ensure enhanced income potential.
- The emergence of E-Valuations created concern for some members as anyone could do it; however, appraisers are still tied to USPAP and would require doing more time-consuming Restricted Appraisals instead.

Lobbying efforts

- A key component of LDAC is to help establish a presence on Capitol Hill and to further the goals of the AI. To that end, we were asked by the government relations professionals, led by Bill Garber, to discuss the following legislative proposals with staff of Senator Chuck Schumer, Senator Kirsten Gillibrand and Representative Kathleen Rice:
- The Federal regulatory structure for real estate appraisal essentially has been untouched since the enactment of the Financial Institutions Reform, Recovery and Enforcement Act of 1989 ("FIRREA"). In the intervening years, the marketplace has changed and technological advancements have occurred.
- State-by-state Portability/Layering Effect. As Appraisers often work in many states and are faced with increasing regulatory obligations, including state-by-state background checks for renewals, reciprocity licenses and temporary practice permits in many situations.

- A bevy of rules affecting appraisers have been issued by federal agencies since the passage of the Dodd-Frank Act, including the recent proposals to quadruple the non-residential appraisal threshold by the National Credit Union Administration, and a near doubling of the residential appraisal threshold by the federal banking agencies. Such rules put regulatory relief for banks over consumer protection or safety and soundness, and merit Congressional oversight.
- Where appraisals are not required by Federal law, in many states, valuation services may be provided by a wide range of people who are not held to the same standard as appraisers. Rigid appraisal standards restrain appraisers from providing competing services for which they are the most qualified to perform.
- Establish a “cloud-based” nationwide licensing system for state appraiser certification/licensing, along the lines of regulatory structures in other industries, such as insurance and mortgage origination, recently enacted by Congress.
- Work with state appraiser regulatory agencies to utilize the platform for license management and establish consistent license application and renewal procedures.

Conclusion – Impressions of LDAC

I found the LDAC experience to be worthwhile as it exposed us to our colleagues across the country and afforded us the opportunity to engage with professionals that tackle property types and valuation issues not seen on a day-to-day basis in the New York Metropolitan region. It was also an excellent opportunity to engage with national leadership and influence their perspective on the direction of the industry. Furthermore, LDAC afforded us a unique challenge of quickly forming a cohesive NY Area LDAC team charged with interfacing with NYC legislators on current challenges facing members of the AI organization. The team demonstrated sound judgement to ensure the objectives were effectively achieved to the highest standard.



Appraisal Institute Education and Relief Foundation

Announcing the AI Education and Relief Foundation

We are excited to announce that the Appraisal Institute Education and Relief Foundation (AIERF) was born out of the recent union of the AI Education Trust and AI Relief Foundation in order to most effectively and efficiently serve real estate appraisal professionals now and into the future.

For more than 50 years, the Appraisal Institute Education Trust (AIET) fostered the advancement of the real estate appraisal profession and played a critical role in supporting valuation education. AIET supported a vast range of initiatives, from world-renowned resources such as the Y.T. and Louise Lee Lum Library, to programs that will help secure the future of the valuation industry, including research grants and scholarships.

Since the formation of the Appraisal Institute Relief Foundation (AIRF) following the 2005 Gulf Coast hurricanes, more than \$300,000 in emergency financial assistance has been provided to appraisers and other individuals in need.

Looking to the future, the AI Education and Relief Foundation will continue to seek opportunities to support and promote the profession of real estate valuation and the individuals who comprise the profession.

DONATE

To learn more please visit the new www.aierf.org.

Please consider making a donation today to support AIERF's scholarship program and emergency financial assistance to appraisers in need.

For more information, contact AIERF at 312-335-4133 or aierf@appraisalinstitute.org.

The Metropolitan New York Chapter of the Appraisal Institute would like to thank the following
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**WELCOME
ABOARD**

CONGRATULATIONS TO THE NEWLY DESIGNATED MEMBERS FOR 2019:

New MAIs:

Michael Garcia, MAI
William B. Seippel, MAI
John Tolve, MAI

New AI-GRSs:

Matthew M. Connolly, AI-GRS

**SAVE THE
DATE**

**The November
Luncheon meeting
date will be announced
shortly.**



Also, Candidates, Affiliates & those new to the Appraisal Field, keep an eye out for the date of our Fall FREE Cocktail Party to be announced shortly!

Installation Dinner & Holiday Party

Tuesday, December 3rd

Location: The Sea Grill at Rockefeller Center,
19 W. 49th St., NY, NY

Time: 6pm – 10pm **Cost:** \$250



IN MEMORIAM

Our industry mourns the loss of Martin B. Levine, MAI, Metropolitan Valuation Services co-founder, friend and mentor. With more than 40 years appraisal experience, Marty was genuinely liked, respected and appreciated by all who knew him both professionally and personally.

The Metro New York Chapter is in the process of forming the Martin B. Levine Scholarship, to be awarded once a year to a trainee, for a qualifying education course taken with the chapter. Details to be announced shortly.



September 17 – 26

GENERAL APPRAISER INCOME APPROACH PART I

Sept. 17, 19, 24 & 26, 2019

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

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

October 15 - 24

GENERAL APPRAISER INCOME APPROACH PART II

October 15, 17, 22 & 24, 2019

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

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

November 11 - 14

GENERAL APPRAISER REPORT WRITING AND CASE STUDIES

Nov. 11, 12, 13 & 14, 2019

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

Time: 9am-5pm **Cost:** AI- \$695 / Full - \$725

December 3

7 HOUR USPAP UPDATE (2020/2021 VERSION)

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

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

December 10

BUSINESS PRACTICES & ETHICS

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

Time: 9am-4pm **Cost:** AI- \$195 / Full - \$215

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)

The Metropolitan New York Chapter would like to thank Metropolitan Valuation Services for their continued support at the Chapter's 2019 Education Sponsor.



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



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/>

2019 SEMINAR SCHEDULE

November 8, 2019

UPDATED SEMINAR:

SOFTWARE AND TECHNIQUES FOR PERFORMING HOTEL MARKET STUDIES, FINANCIAL FORECASTS AND VALUATIONS

Location: NYU Stern School of Business

44 W. 4th St., NY, NY

Time: 9am-5pm **Cost:** AI - \$225 / Full - \$240

Breakfast, Lunch & Coffee Breaks included

The 2020 Education Schedule will be posted to the Chapter website shortly at aimetrony.com

The Metropolitan New York Chapter would like to thank Cushman & Wakefield, Inc. for their continued support at the Chapter's 2019 Seminar Sponsor.



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