

Metro New York Quarterly

THE METROPOLITAN NEW YORK CHAPTER

METRO NY CHAPTER 2020 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:

2020 Real Estate Economic Forecast



What will 2020 bring economically?

Come join us as we hear from
Chief Economist and Co-Founder
of Moody's Economy.com,
Mark Zandi, Ph.D.

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

Friday, January 31st, 2020

Club 101, 101 Park Avenue
at 40th Street

Registration: 8:30 AM

Breakfast and Program:
9:00 AM - 11:00 AM

Cost Per Person: \$120

To register, please click on the below link and once you log into your Appraisal Institute account, you will be directed to the registration page. Please note, if you do not have an Appraisal Institute account, you must create one to register. Any questions, please call the Chapter office at 866-966-3710. To register: <http://bit.ly/2titIVp>

Amanda Aaron, MAI



Dear Chapter Members,

Thank you for the honor of serving as the Metropolitan New York Chapter's President in 2020 and as a Board member for the past seven years. I was proud to be installed by Marilyn Weitzman, winner of the 2019 Lifetime Achievement Award whose career and involvement in our chapter paved the way for women in our business.

Congratulations also to Scott Gallant, who won the Chapter's Person of the Year Award for his contributions as a member of the Board and a Regional Representative.

Thanks to Marc Nakleh's leadership, the Chapter had a strong 2019, and I'm looking forward to a great turnout from our membership at the Chapter's full slate of events scheduled for 2020. As usual, the year begins with the annual Economic Forecast Breakfast co-sponsored by the CREs on January 31st with Moody's Economist, Mark Zandi. This event will be followed by three continuing education luncheons programmed by Marc Nakleh, Marilyn Weitzman, Liz Genovese and Pete Rastetter; seminars coordinated by Tom Tener; and the September Conference, to be chaired by Theresa Nygard.

The chapter will continue to offer the full cycle of licensing courses in 2020 along with USPAP, Business Practices and Ethics and one Advanced Education course for Candidates for Designation. The Chapter continues to seek affordable space to offer our courses,

and if Chapter members have space available to host our courses, please let us know!

In honor of Chapter member Marty Levine, who sadly passed away last year, the Chapter has created a new education scholarship in his name to further his legacy of mentoring the next generation of appraisers. This scholarship will cover a licensing course for an unlicensed appraiser or trainee, and we encourage members to apply through the Chapter website. The Chapter will also continue to encourage the involvement of trainees and Candidates through special networking events and free sponsorship tickets for non-designated employees.

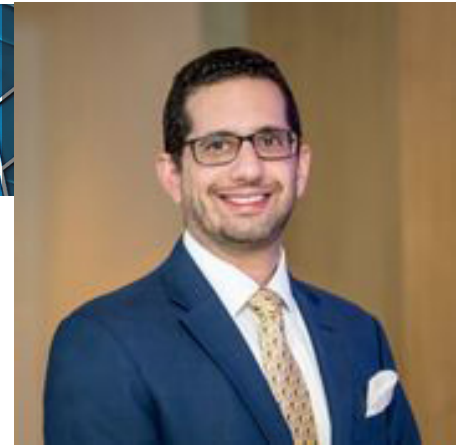
To our Chapter Sponsors, a sincere thanks for your continued support. Your sponsorship of the Chapter and involvement and attendance at these events enables our chapter to offer the education and support necessary to face our industry's challenges together and develop the next generation of experts. The relationships we develop with each other – as clients, vendors, mentors, employers, and friendly competitors – deepen our knowledge and connections within the industry.

I look forward to a successful 2020 for our Chapter, and welcome any suggestions, questions, or comments.

Best,

Amanda Aaron, MAI
2020 Chapter President

Marc J. Nakleh, MAI



By all measures, 2019 marked another successful year in our chapter's history. We had six new MAI designations awarded and one new AI-GRS. Sponsorship, thanks to all of you, has continued at record levels. With regards to events, our chapter was responsible for:

- 18 courses ranging from intro to advanced levels;
- Our annual breakfast / economic forecast with Mark Zandi;
- Two full-day seminars (one with Ted Whitmer entitled "Raise Your Appraiser IQ" and the other being Steve Rushmore's Hotel Valuation Seminar)
- A seminar on all aspects relating to cantilevers;
- Two luncheon meetings (one relating to Food Halls and the other to Changing Institutional Appraisal Requirements);
- Our annual June outing which included a talk from John Shannon at HFZ regarding the development of the XI and some bowling after;
- Our annual September conference which covered transportation and housing, two topics that are vital to the real estate industry and our city as a whole;
- A FREE Halloween-themed candidate / affiliate cocktail party which was a very fun event that attracted a lot of new faces; and the December Installation Dinner held at the Sea Grill, which is always a beautiful way to end off our year;
- Continuing the tradition of sending a member to LDAC in Washington, DC.

Many thanks to those who put in countless hours organizing the events and to all of you for attending.

A sincere congratulations to Marilyn Weitzman, the winner of the 2019 Alexander G. Hesterberg Lifetime Achievement Award and Scott Gallant, the winner of the 2019 Ruth A. Agnese Person of the Year Award. I have seen first hand the extra effort put in by Marilyn and Scott; the awards are well deserved.

In Summer 2019, representatives from our chapter went to Denver for the Joint Regional meeting. This was a great way to learn about current and future initiatives, meet people from other chapters, and get better acquainted with national

leadership. With respect to national, changes continue from both a financial, operational, and potentially a structural level.

We are scheduled to join the CFMAP program in mid-2020 – this is national's financial management program on which all of our monies will flow through. We have worked with national to ensure proper protections for our chapter and are hopeful that the transition will be smooth.

On an operational level, national has rolled out a new website for all users. The new platform, while having new features that were previously unavailable, created other challenges on a day-to-day level. This has caused a significant amount of frustration. To all of you that gave us feedback – thank you – we have passed it on and will continue to remain vocal about our members' needs and ways to improve the system.

Structurally, there has been continued chatter about a restructuring of the organization from both a regional and chapter level. While there is no specific proposal currently on the table, I encourage all of you to pay attention to any proposals and provide feedback accordingly.

To Connie Puccio and the entire 2019 Board, thank you for the support, opinions, and help throughout the year. It has been a pleasure working with you all and I look forward to being back at the table with many of you in 2020. We are in great hands with Amanda Aaron as the 2020 chapter president.

During my time as chapter president, I learned far more about our business than I could have imagined, and most importantly, met business colleagues that I likely would have never met – many who I now consider friends. We have a great industry with a wonderful group of professionals. I am honored and proud to have held the Chapter reigns for a short period in our long history. I thank you all for your trust and confidence in me and wish you all a successful 2020.

Sincerely,

Marc J. Nakleh, MAI
Immediate Past President



The 2019 Fall Conference was another success with a sold out crowd. The topic was Transportation & Housing: What Moves the City?



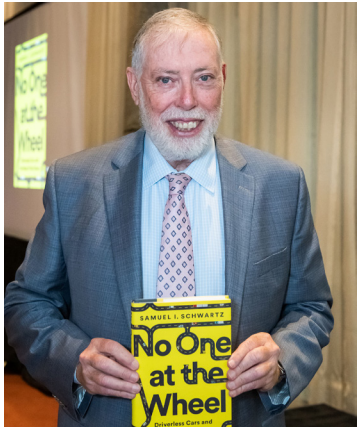
Ben Kallos, New York City Council Member



from left to right, Conference Chair - Jon DiPietra, MAI of BBG; Moderator - Charlie Stephens of C&W; James Nelson with Avison Young; Robert Paley with the MTA; Erica Buckley with Nixon Peabody; Chapter President - Marc Nakleh, MAI

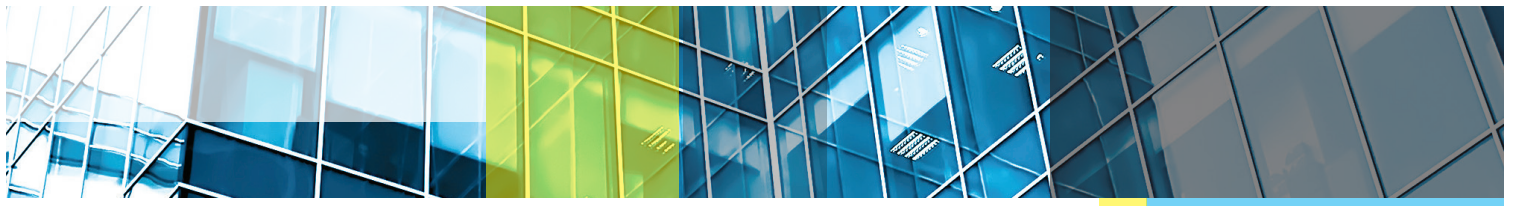


Keynote Speaker - Seth Pinsky, RXR Realty



Afternoon Keynote - Sam Schwartz, AKA "Gridlock Sam"





The Metropolitan New York Chapter thanks the following sponsors of the 2019 Annual Conference:

EVENT SPONSORS:



PATRON SPONSORS:



SUPPORTER SPONSORS:



FRIEND SPONSORS:

FIVE BOROUGH APPRAISAL GROUP LLC
RERC



EVENTS

October 29th

FREE Candidate Cocktail Party

Delaney Williams won a ticket to the December Installation Dinner for Best Costume – “Property Shark”



November 2nd **Luncheon Meeting**

On Tuesday, November 12th, Marilyn Weitzman, MAI, of Weitzman Associates, LLC, interviewed a panel of real estate professionals on the topic of Changing Institutional Appraisal Requirements: Frequent Problems and New Issues. The panel consisted of Cate A. Agnew, MAI, of Natixis North America LLC, Ruchi Pathela, CRE of JP Morgan Asset Management, and Edward J. Turner, MAI with MetLife.



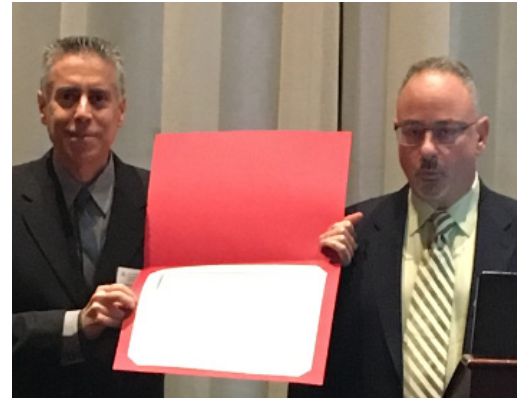
At the Luncheon, the following people received their designation certificates:



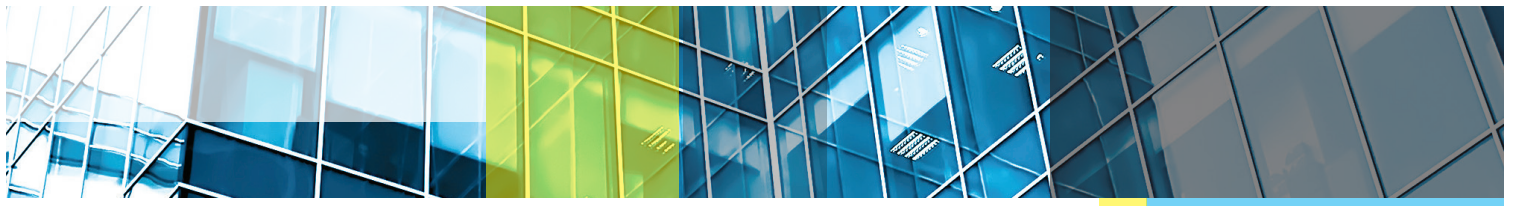
Daniel Haire, MAI receiving his MAI certificate from James Molloy, MAI, both with RERC.



Timothy Ryan, MAI of Newmark Knight Frank, receiving his MAI designation from his father, Dennis P. Ryan, MAI.



John Tolve, MAI receiving his MAI certificate from Scott H. Gallant, MAI, SRA with Scott H. Gallant & Associates, Inc.



Holiday Party and Installation Dinner

The Metro New York Chapter's Annual Installation Dinner was held on Tuesday, December 3rd at The Sea Grill at Rockefeller Center.



Amanda Aaron, MAI being sworn in as Chapter President, by Marilyn K. Weitzman, MAI



Marc Nakleh, MAI presenting Steven Schleider, MAI with Metropolitan Valuation Services 2019 Education Sponsor Award'



Marc Nakleh, MAI presenting Robert Nardella, MAI with Cushman & Wakefield's 2019 Seminar Sponsor Award'



Board of Directors

Margaret Fox Photography



Scott Gallant, MAI, SRA receiving the Ruth Agnese Person of the Year Award by Marc Nakleh, MAI



Marilyn Weitzman, MAI receiving the Alexander Hesterberg Lifetime Achievement Award from Marc Nakleh, MAI



Bobby Porto presenting Marc Nakleh, MAI with his 2019 President Award



2020 Chapter President, Amanda Aaron, MAI, with her husband, Michael Wilson, their son, Isaac and daughter, Rachel



Margaret Fox Photography

**The Metro New York Chapter thanks
the following sponsors of the December 3rd
Installation Dinner:**

Albert Valuation Group NY, Inc.

Appraisers and Planners Inc.

BBG, Inc.

CBRE, Inc.

Houlihan & O'Malley Real Estate Services

Metropolitan Valuation Services

Newmark Knight Frank

Pearson Partners, Inc.

Weitzman Associates, LLC

2020 EDUCATION SCHEDULE



FEBRUARY 18 – 27, 2020

BASIC APPRAISAL PROCEDURES

Tues/Thurs – February 18, 20, 25 & 27

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

Time: 9am-5pm **Cost:** \$495

FEBRUARY 24, 2020

7 HOUR USPAP UPDATE

Location: Herrick, Feinstein LLP, 2 Park Avenue, NY, NY

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

MARCH 2 – 11, 2020

GENERAL APPRAISER SALES COMPARISON APPROACH COURSE

Mon/Wed – March 2, 4, 9 & 11

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

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

MARCH 16 – 25, 2020

GENERAL APPRAISER SITE VALUATION & COST APPROACH

March 16, 18, 23 & 25, 2020

Location: Newmark Knight Frank, 125 Park Avenue, NY, NY

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

APRIL 21 – 30, 2020

GENERAL APPRAISER MARKET ANALYSIS & HIGHEST AND BEST USE COURSE

April 21, 23, 28 & 30

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

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

MAY 4 & 6, 2020

15 HOUR USPAP COURSE

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

Time: 9am-5pm **Cost:** \$295

JUNE 2 & 4

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

Location: Nixon Peabody, 55 W. 46th St., NY, NY

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

JUNE 9

7 HR. USPAP UPDATE COURSE

Location: Nixon Peabody, 55 W. 46th St., NY, NY

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

JUNE 15 – 19, 2020

ADVANCED INCOME CAPITALIZATION COURSE

June 15, 16, 17, 18 & 19, 2020

Location: Newmark Knight Frank, 125 Park Avenue, NY, NY

Time: 9am – 5pm **Cost:** AI Price: \$800 / Full Price: \$1,200

JUNE 11, 2020

BUSINESS PRACTICES & ETHICS COURSE

Location: Newmark Knight Frank, 125 Park Avenue, NY, NY

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

SEPTEMBER 14 – 23, 2020

GENERAL APPRAISER INCOME APPROACH PART I

(MON/WED – SEPTEMBER 14, 16, 21 & 23)

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

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

OCTOBER 13 – 22, 2020

GENERAL APPRAISER INCOME APPROACH PART II

(TUE/THURS - OCTOBER 13, 15, 20 & 22)

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

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

NOVEMBER 9 – 12, 2020

GENERAL APPRAISER REPORT WRITING & CASE STUDIES

(MONDAY THROUGH FRIDAY)

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

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

DECEMBER 8

7 HOUR USPAP UPDATE COURSE

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

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

DECEMBER 10

BUSINESS PRACTICES & ETHICS

Location: Newmark Knight Frank, 125 Park Ave., NY, NY

Time: 9am – 4pm **Cost:** AI Price: \$195 / Full Price: \$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 as the Chapter's 2020 Education Sponsor.



2020 SEMINAR SCHEDULE

Coming May, 2020

**How Tenants Create or Destroy Value:
Leasehold Valuation and its Impact on Value**

**Date to be set shortly. Contact the chapter office at
866-966-3710 if interested in registering.**

This seminar is good for 7 Hours of CE credits.

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

MARTIN B. LEVINE SCHOLARSHIP:

Students on the track towards becoming licensed, can apply for the Martin B. Levine Scholarship. For details, please notify the chapter of your interest by e-mailing metronyai@aol.com

Build your brand. Increase your real estate industry profile. Connect with the City's leading valuation experts.



 Appraisal Institute®

Be a 2020 Metropolitan New York Chapter of the Appraisal Institute Sponsor

The Appraisal Institute is the world's foremost organization for real estate valuation professionals. The Metro New York Chapter is at the forefront of providing current educational courses and topical seminars, breakfasts and luncheons featuring industry leaders and networking opportunities that support development of business relationships – all with the goal of providing the New York City real estate community with the high level of valuation knowledge and skills it expects and deserves. Sponsors are vital to support this mission.

In what we anticipate to be our most dynamic year ever, we are offering a superb package of 2020 sponsorship opportunities. Benefits include excellent exposure, industry good will, connection with the city's most lauded valuation experts and the opportunity to brand your company as a supporter of quality valuation services.

PLATINUM SPONSORSHIP BENEFITS ~ \$3,500

- Premier positioning of company name/logo in print and digital promotional materials including ads, flyers, Chapter website, quarterly newsletters and event signage
- Reserved premium seating at Chapter luncheons
- Two tickets to Chapter luncheon programs
- Two tickets to Chapter's Annual June Outing
- Two tickets to the Chapter's Annual September Conference
- Opportunity to distribute promotional materials at Chapter luncheons
- One additional ticket to each of the events listed above, to be given to a Junior level person or someone new to the appraisal field (non-designated person).

GOLD MEMBER SPONSORSHIP BENEFITS ~ \$2,500

- Enlarged company name/logo in print and digital promotional materials including ads, flyers, Chapter website, quarterly newsletters and event signage
- Reserved premium seating at Chapter luncheons
- Two tickets to Chapter luncheon meetings
- 1 additional ticket to each of the events listed above, to be given to a Junior level person or someone new to the appraisal field (non-designated person).

SILVER MEMBER SPONSORSHIP BENEFITS ~ \$1,500

- Company name inclusion in print and digital promotional materials including ads, flyers Chapter website, quarterly newsletters and event signage
- One ticket to Chapter's luncheon meetings
- 1 additional ticket to each of the events listed above, to be given to a Junior level person or someone new to the appraisal field (non-designated person).

A SINGULAR POSITION AS EDUCATION SPONSOR ~\$5,000

The Metropolitan New York Chapter of the Appraisal Institute has a comprehensive annual schedule of well-attended courses that support professionals in achieving designations and provide in-depth knowledge on timely topics.

This Education Sponsor opportunity provides all of the benefits of a Platinum Sponsorship, as well as:

- Premier, singular positioning as sole education sponsor – a separate category in all sponsor acknowledgements in print and digital materials
- Special recognition at all courses hosted by the Chapter in New York City (the only sponsor who will receive this acknowledgement)
- Award presentation recognizing academic support at the Chapter's December Installation Dinner

A PREMIER POSITION AS SEMINAR SPONSOR! - \$4,000

An opportunity to stand apart from other sponsors as sole sponsor of the busy schedule of seminars the Chapter holds annually to provide members and candidates with current information on market conditions and other pertinent issues.

The Seminar Sponsor provides all of the benefits of the Platinum Corporate Level Sponsorship plus:

- Premier positioning as Seminar Sponsor in ads and all digital promotional materials
- Special recognition at all seminars held by the Chapter in 2020
- Presentation of award at the December Installation Dinner
- 1 additional ticket to each of the events listed above, to be given to a Junior level person or someone new to the appraisal field (non-designated person).

Please contact one of the following with regard to facilitating your 2020 sponsorship:

Patrick T. Craig, MAI
Sponsorship Chair
ptcraig@marshall-stevens.com
212-897-9481

Connie Puccio
Chapter Executive Director
metronyai@aol.com
866-966-3710