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New York State Society of Real Estate Appraisers
a division of the New York State Association of REALTORS®, Inc.

Becky Jones, Communications Chair

Fall 2006

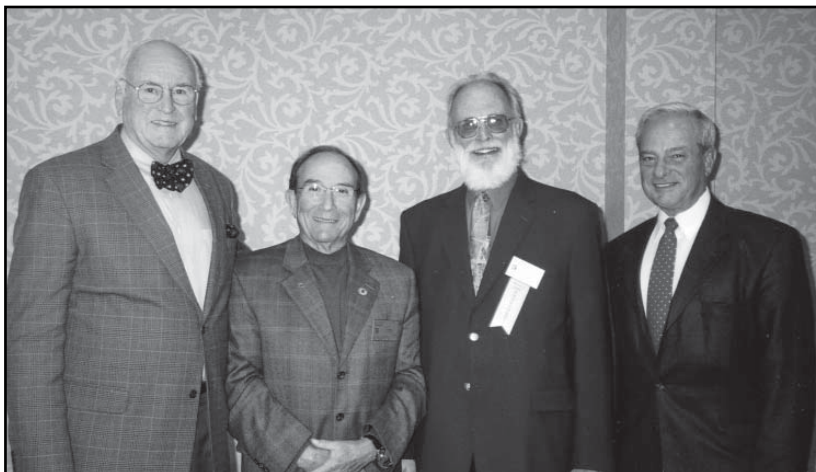
54th Annual Fall Appraisal Conference is a winner

The 54th Annual Fall Appraisal Conference was held October 26-27 at the Turning Stone Resort & Casino in Verona, NY. Robert E. Galliher, MAI, conference chairman, welcomed everyone to the conference on the morning of October 26.

James L. Murrett, MAI, SRA, presented the seven-hour USPAP Update course to 64 students. As always, he did a wonderful job.

On October 27, Rachel Dollar, Esq. of The Dollar Law Firm in Santa Rosa, CA, presented an eye-opening program on mortgage fraud and appraisal. Attendees found the program to be very informative and interesting.

After President Mike Johnson recognized past presidents and governors in attendance, he gave an update regarding NYSSREA education, its scholarship program and website. He reminded all in attendance that NYSSREA offers a three-hour course at its business meetings in September and February (held in conjunction with the New York State Association of REALTORS® meetings). He also reminded



NYSSREA Past Presidents G. Richard Kelley, MAI, left, Anthony A. Girasole, MAI, Donald T. Pomeroy, Jr., and Michael Bucci, RAA enjoy a light moment during the conference.

attendees that the Triple Play Conference and Trade Expo will take place on December 5 through 7 this year.

William Stavola, supervisor of exams for the New York State Department of State Division of Licensing, gave an update regarding the New York State Board of Real Estate Appraisal.

Stavola reported that New York State has 572 licensed appraisers, 2,838 appraiser assistants, 2,311 certified residential appraisers and 1,570 general appraisers for a total of 7,291. He reminded

everyone of the upcoming 2008 education requirements. He also spoke about audits and the 2006 USPAP.

Stavola, along with Steve Roefaro and G. Richard Kelley discussed the process for filing a complaint with the Department of State.

Past President Anthony A. Girasole (Buffalo) was the recipient of the Fall Basket to benefit Camp Good Days, a camp for children with life-threatening illnesses. The basket contained

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President's Message

We have just returned from our Fall Appraisal Conference held at Turning Stone Resort & Casino in Verona, New York.

As you can see from the enclosed article, the conference was very well received by the attendees! Many thanks to conference chairman Bob Galliher and to the speakers: Jim Murrett, Rachel Dollar, Esq., Steve Roefaro, G. Richard Kelley and Bill Stavola.

The board met in September and I am pleased to report the following summary of the meetings:

The following individuals were recipients of a \$250 John J. Noto Memorial Scholarship Award:

- Stephanie Cilla, Bayside
- Christina Daniello-Jacobs, Spring Valley
- Kimberly Gehm, Marietta

The following individuals were elected to serve as officers and governors of the Society:

- Carol DiSanto, Ithaca, president
- Wayne Feinberg, Saranac Lake, president-elect
- Rebecca Jones, Binghamton, secretary/treasurer.
- George Bergleitner, Otsego Delaware, governor
- Donald Creath, Southern Tier, governor
- Anthony Girasole, Western, governor
- Walter Messina, Long Island, governor
- Steve Roefaro, Central, governor



Michael A. Johnson

Congratulations to all!

Triple Play 2006 is quickly approaching. I hope you will take advantage of the appraisal programs offered.

I encourage you to get active with the Society, whether by serving on a committee or attending the programs.

It has been a great opportunity to serve as your president over the past year. I have learned a lot and made many new friends. I look forward to your continued support.

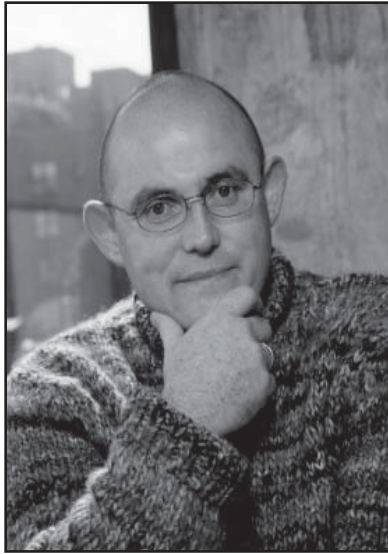
Best wishes for a happy, healthy and prosperous New Year!

Sincerely,

Michael A. Johnson
 President

Triple Play 2006 set for December

Triple Play 2006 will be held at the Atlantic City Convention Center in Atlantic City, New Jersey, Dec. 5-7. This year's jam-packed schedule features award ceremonies, classes, a tradeshow, and keynotespeaker Ronan Tynan, a champion disabled athlete with a message of inspiration and hope.



Ronan Tynan

View convention updates and register online at www.realtorstripleplay.com. Registration between October 17 and November 15 is \$75; on-site registration requires an additional fee.

Triple Play 2006 is brought to you by the New Jersey, New York and Pennsylvania associations of REALTORS®.

Featured appraisal sessions

As an added benefit of attending Triple Play, real estate and/or appraisal CE credit is available for some convention sessions. To earn CE credit, you must complete separate registration forms for both the convention

and the individual CE programs you wish to attend. CE credit is not included in the convention registration fee. CE registration is \$15 prior to November 15; \$30 after November 15. Each session offers 3.5 hours of CE credit unless otherwise noted.

'Marketing & Appraising Distressed Properties'

Len Fiore

This session provides an introduction to distressed properties including environmental issues and problems associated with them, the impact of government regulations and issues related to the purchase and rehabilitation of these properties.

NY and CT real estate CE; NJ and NY appraisal CE; PA real estate and appraisal CE pending

**Tuesday, December 5
8:30 am – 12:00 pm**

'Overview of Eminent Domain Valuation'

David Layne

Eminent domain has become a "hot button" topic. This session is intended for all real estate salespersons, brokers

and appraisers and provides an overview of the nuts and bolts of eminent domain valuation. The valuation process will be examined from the perspective of the differences between eminent domain and "normal" appraisals. Various eminent domain-specific topics, particularly the "before and after" technique, will be discussed and several examples presented.

NY and CT real estate CE; NJ and NY appraisal CE; PA real estate and appraisal CE pending.

**Tuesday, December 5
1:30 pm – 5 pm**



Len Fiore

'What's It Worth?'

Melanie McLane, ABR, CRB, CRS, GRI, SRES, e-PRO, RAA

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Fall Conference

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cookies, chocolates, tea and a complimentary registration for the 2007 Fall conference. Congratulations to our winner!

Door prizes at the conference included wines, chocolates, a Yankee Candle gift bag, a Canon color scanner, book set, Italian cookies, beer gift basket and box seat tickets to the Mets! Many thanks to those individuals who donated these appreciated items.

Prize Donors:

- George C. Bergleitner, Jr., Delaware County Real Estate
- William Bonner, Weinbach Appraisals
- Michael A. Bucci, Jr., RAA, IFA, Fir Tree Appraisal Associates, Inc.
- Lorenzo J. Carpico, Carpico Appraisals
- Tom E. Deamer, RAA, Residential Appraisals
- Carol DiSanto, Carol DiSanto Appraisals
- Richard W. Fulton, Thousand Island Appraisals



Anthony A. Girasole, MAI, left, was the lucky winner of the Fall Conference prize basket, which included a free registration for the 2007 Fall Conference. George S. Wonica, Shirley Norquest and President Michael Johnson offer their congratulations. Proceeds (\$485.00) from the raffle benefit Camp Good Days and Special Times, which provides programs for children with life-threatening illnesses.

- Anthony P. Girasole, MAI, Girasole Appraisal Company, Inc.
- Steve Heller, Keuka Appraisal Service, Inc.
- Allen Patrick James, Jr., Haskell & James Real Estate

- Appraisal
- Rebecca L. Jones, Upstate Appraisal
- Irene M. Kehoe, Tompkins County Dept. of Assessment
- Paul T. Liddell, Liddell Appraisal Service
- Jane Mostow, JEM Appraisals
- Shirley A. Norquest, Norquest Real Estate
- Kathleen Pomeroy, North Country Management
- Steve Roefaro, Roefaro, Dickinson & Donato
- Donald Koscak, North Country Management
- Doreen Ross, Doreen Ross Associates
- Joseph M. Whittington, Cash Realty & Auctions



The educational opportunities available at the Fall Conference make it a great investment of time for attendees who were able to hear from top industry speakers such as James Murrett and Rachel Dollar.

See Fall conference, page 8

USPAP questions & answers

These communications by the Appraisal Standards Board (ASB) do not establish new standards or interpret existing standards. The ASB USPAP Q&A is issued to state and territory appraisal regulators to inform all states and territories of the ASB responses to questions raised by regulators and individuals; to illustrate the applicability of the Uniform Standards of Professional Appraisal Practice (USPAP) in specific situations; and, to offer advice from the ASB for the resolution of appraisal issues and problems. The ASB USPAP Q&A do not constitute a legal opinion of the ASB.

Q In my role as an appraiser, I perform many assignments that are not appraisal, appraisal review or appraisal consulting services. Does the Scope of Work Rule apply to these assignments?

A No. The Scope of Work Rule applies only to appraisal, appraisal review and appraisal consulting assignments—the same assignments Standards one through ten address.

Assignments where Standards one through ten do not apply (i.e. teaching appraisal courses, providing sales data, collecting market data, analyzing reproduction costs, developing educational texts) still require an appraiser to comply with those portions

of USPAP. These include the definitions, preamble, conduct, management, and confidentiality sections of the Ethics Rule, the Competency Rule, the Jurisdictional Exception Rule and the Supplemental Standards Rule.

Q In the Scope of Work Rule, one of the two tests regarding the acceptability of an appraiser's scope of work is what the appraiser's peers would do. There are many appraisers that do things differently, so how would I know what they would do in an assignment?

A The Scope of Work Rule states that the acceptability of an appraiser's work is based on two tests:

- The expectations of parties who are regularly intended users for similar assignments; and
- What an appraiser's peers' actions would be in performing the same or similar assignment.

Neither of these tests is new to USPAP for 2006. There has been no change in the way appraisers know that their scope of work is adequate. Appraisers continue to use their training, experience and judgment to determine the scope of work that produces credible assignment results.

The first step in knowing what your peers would do is to identify your peers. In USPAP, "appraiser's peers" has a specific meaning. It is defined as:

Other appraisers who have experience and competency in a similar type of assignment.

This definition illustrates that an appraiser's peers are assignment-specific and may change from assignment to assignment. Appraisers have varying levels of expertise and competency in specific property types, geographic locations, etc.

For more information on appraiser's peers, please see Advisory Opinion 29, An Acceptable Scope of Work.

Knowledge about what an appraiser's peers would do in a similar assignment comes through being a participant in the profession. Typical forums that allow appraisal professionals to share information about the practice include appraisal journals and publications, professional meetings and conferences, education through courses and seminars, and appraisal discussion groups (both in-person and over the Internet).

Triple Play

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“What’s It Worth?” or how to do a fairly fast, accurate valuation on the fly. Sellers and buyers constantly ask real estate agents the same question: “What’s that property worth?” There are some quick shortcuts that can get you to an accurate range of value in a hurry. Come spend 3.5 hours learning how to quickly answer the question: “What’s it worth?”

NY and CT real estate CE; NJ and NY appraisal CE; PA real estate and appraisal CE pending

Tuesday, December 5

1:30 pm – 5 pm

‘USPAP Update’

Melanie McLane, ABR, CRB, CRS, GRI, SRES, e-PRO, RAA

You know (if you are an appraiser) you have to take it. You know there are major changes to USPAP in the 2006 version. If you have been dreading taking USPAP (again!) come to this seven-hour course. It will be

many things, but boring won’t be one of them! We’ll talk about the liberating effects of the departure of Departure and how Scope of Work will make your life easier!

7 hours NJ and NY appraisal CE; PA real estate

and appraisal CE pending
Wednesday, December 6
8:30 am – 5:30 pm

‘Vacant Land: Establishing Market Value’

Nancy Bower

This session is designed to provide real estate professionals with both



Nancy Bower

a short review of the basic principles and practices of valuing vacant land as well as an in-depth update of resources and tools for researching and establishing an opinion of market value. The program includes economic principles, legal considerations, and highest and

best use analysis with a primary focus on environmental issues, including watersheds and soil types, zoning, mapping, and information resources.

NY and CT real estate CE; NJ and NY appraisal CE; PA real estate and appraisal CE pending

Thursday, December 7
8:30 am – 12:00 pm

Education Courses

The following courses are sponsored by the Rockland County Board of REALTORS®. For more information, call 845-735-0075.

R-3: Applied Residential Property Valuation

30 hours CE

Wednesdays and Fridays

Nov. 15 – Dec. 6, 9 a.m. – 5 p.m.

\$350/\$30 materials

Area and Neighborhood Analysis

3 hrs. appraiser and real estate CE

Monday, Dec. 4, 9 a.m. – 12 p.m.

\$30 member/\$55 nonmember

The Appraiser Underwriter Relationship

3 hrs. appraiser and real estate CE

Monday, Dec. 4, 1 – 4 p.m.

\$30 member/\$55 nonmember

R-4: One to Four Family Income Capitalization

15 hours CE

Wednesdays and Fridays

Dec. 13-20, 9 a.m. – 3:30 p.m.

\$200/\$30 materials

The following course is sponsored by the Greater Rochester Association of REALTORS®. For more information, call 585-292-5000 or visit www.grar.org.

7-Hour National USPAP Update Course

7 Hours CE

Wednesday, December 6

8 a.m. – 3 p.m.

\$160 member/\$190 nonmember

Manfred

Real Estate Learning Center, Inc.

Your Full Service Real Estate School

Appraisal Licensing Courses <i>approved in both New York and Vermont</i>		
R-1	Albany Jan. 20, 22, 24, 29, 31, Feb. 3, 5, 2007 (Eve /Sat)	Instructor: Richard Brown, SRA
	Albany February 8, 9, 15, 16, 2007	Instructor: Nancy Bower and Rich Fazioli
R-2	Albany November 20, 21, 28, 29, 2006	Instructor: Rich Fazioli
	Albany March 3, 5, 7, 12, 14, 17, 19, 2007 (Eve /Sat)	Instructor: Richard Brown, SRA
	Albany March 22, 23, 29, 30, 2007	Instructor: Nancy Bower and Rich Fazioli
R-3	Albany March 1, 2, 8, 9, 2007	Instructor: Walter Kresge, MAI
	Albany April 14, 16, 18, 23, 25, 28, 30, 2007 (Eve /Sat)	Instructor: Richard Brown, SRA
R-4	Albany December 13 and 14, 2006	Instructor: Walter Kresge, MAI
USPAP 15	Albany December 7 and 8, 2006	Instructor: Jim Murrett, MAI, SRA
AQ-1	Albany December 18 and 19, 2006	Instructor: Walter Kresge, MAI
G-1	Albany May 3, 4, 10, 11, 2007	Instructor: David Layne
G-3	Albany November 27, 28, December 4, 5, 2006	Instructor: Walter Kresge, MAI

Continuing Education Courses <i>New York State Approved</i>								
Dec.	12	Tue	Basics of HP12C in Appraising Income Property	1:00-5:00	4.0	Albany	\$75	Walter Kresge
	14	Thur	Investment Property Analysis	8:30-4:30	7.5	Albany	\$90	Hal Zucker
	19	Tue	Environmental Issues in Real Estate	8:30-4:30	7.5	Albany	\$90	Rich Fazioli
	20	Wed	Zoning and Land Use Controls	8:30-4:30	7.5	Albany	\$90	Nancy Bower
	20	Wed	Commercial Real Estate 101	8:30-4:30	7.5	Kingston	\$90	John Dilanni
	21	Thur	Mobiles, Modulares, Log Cabins & Manufactured Housing	8:30-4:30	7.5	Albany	\$90	Hal Zucker
Dec. 28	2006 National USPAP Update Course			8:30-5:00		Albany	\$185	

Save the Dates ~ Register Early!

Our staff is available Monday - Friday 8am-5pm

518-489-1682 800-559-7552

"Our Virtual Door is Always Open!"

Register on-line or view our complete schedule at www.ManfredRELC.com

Supplement to NYSSREA Newsletter

Fall Conference

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- James N. Williams, J. Williams Appraisal
- Paul H. Wolf, Jr., Wolf Appraisal Service
- George K. Wonica, Wonica Realtors and Appraisers

Conference attendees overwhelmingly voted to add a day for golf, so mark your calendar for next year's Fall Conference - October 10-12.

Many thanks go out to all who supported the 54th Annual Fall Appraisal Conference. According to the evaluations, attendees found the conference worthwhile and informative.



NYSSREA past and present officers gather during the conference. Front row (left to right): Carol DiSanto, Shirley A. Norquest, Kathleen Pomeroy, Anthony A. Girasole, Jane Mostow, George Bergleitner, Back row: Michael A. Johnson, Donald T. Pomeroy, Richard Tupper, G. Richard Kelley, Steve Roefaro, Anthony P. Girasole, Michael Vogt, Michael A. Bucci, Jr., RAA, Rebecca Jones and Joseph M. Whittington.

New York State

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