



NYSSREA spring conference provides information, CE and networking

By Sherry Marr

NYSSREA Divisions Liaison

The New York State Society of Real Estate Appraisers' (NYS-SREA) 12th Annual Arthur G. McCartney Spring Appraisal Conference was held May 4-5, 2006 at the Ramada Inn in Newburgh, New York.

The conference provided attendees with access to vital industry information, continuing education credit and the opportunity to network with fellow appraisers.

On May 4, NYSSREA Conference Chair Domenic Zagaroli, GAA, ITI, presented the pre-conference seminar, "Valuation of 2 to 4 Family Residences and the Secondary Market," to 38 attendees.

On May 5, Zagaroli welcomed everyone to the conference and NYSSREA Board of Governors member Rebecca L. Jones kicked the day off with the program "New FHA/HUD Regulations."

During the luncheon session, NYSSREA President Michael A.



From left, NYSSREA President Michael A. Johnson; Conference Chair Domenic Zagaroli, GAA, ITI; Past President Michael A. Bucci, RAA; Board of Governors member Rebecca L. Jones and President-elect Carol DiSanto pose for a picture during the 12th annual spring conference.

Johnson welcomed attendees to the conference and encouraged everyone to fill out an application for the John J. Noto Memorial Scholarship Award.

Also during the luncheon, Deputy Secretary of State for Business and Licensing Services Albert P. Jurczynski and Supervisor of Exams William Stavola provided attendees with a New

York State Board of Real Estate Appraisal Update. Stavola reported the following statistics on the current number of appraisers in New York State:

- 564 licensed
- 2,066 certified residential
- 1,538 certified general
- 2,993 appraiser assistants
- 7,161 total appraisers

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President's Message

As you can see by the cover story, we had a great Spring Conference! Many thanks go out to our Conference Chair Domenic Zagaroli, Becky Jones and Andy Montavani for presenting courses. I'd also like to thank Department of State Deputy Secretary of State for Business and Licensing Services Albert P. Jurczynski and Supervisor of Exams William Stavola for providing members with vital industry information.

Changes to appraisal education requirements will become effective on January 1, 2008. If you are interested in upgrading your classification, it would be to your benefit to take all of the appropriate classes now, before the new requirements take effect.

Enclosed, you will find an application form for the John J. Noto Memorial Scholarship Award. This is a great opportunity to earn funds to take appraisal classes. Simply complete and return the application form. If you know of someone who could benefit from the program, please pass the application along to them.

Mark your calendar now for a number of upcoming events you will not want to miss including NYSSREA's annual meeting to be held in conjunction with the New York State Association of REALTORS® Fall Business Meetings, September 17-20 at the Saratoga Hotel and Conference Center (formerly the Prime Hotel) in Saratoga Springs, New York. All NYSSREA members are welcome to attend.

Plans are under way for NYSS-



Michael A. Johnson

REA's Fall Conference, scheduled for October 26-27 at the Turning Stone Resort and Casino in Verona, New York. Preliminary plans include offering the seven-hour national USPAP class with instructor Jim Murrett.

The REALTOR® Triple Play Convention and Trade Expo, sponsored by the New York, Pennsylvania and New Jersey state associations of REALTORS®, will be held December 5-7 in Atlantic City, New Jersey. This is a great opportunity to take advantage of courses with appraisal continuing education credit, as well as many other valuable non-credit sessions and an expanded trade expo. Visit www.realtorstripleplay.com for more information.

We hope to see you at any or all of the upcoming events!

Sincerely,

Michael A. Johnson
 President

Spring

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Changes to education requirements in 2008

Stavola reminded attendees about the significant changes to appraiser education requirements, which will become effective on January 1, 2008.

Certified residential appraisers will be required to have an associate's degree or 21 semester credit hours covering specific subjects, and qualifying course requirements will increase from 120 to 200 hours.

Certified general appraisers will be required to have a bachelor's degree or 30 semester credit hours covering specific subjects, and the qualifying course requirements will jump from 180 to 300 hours.

Licensed residential and appraiser assistant qualifying course requirements will increase from 90 to 150 hours.

Be prepared for continuing education audits

The Department of State continues to conduct random audits of licensees to verify compliance with education requirements. According to Stavola, 25 percent of the individuals who were audited were found to be non-compliant with continuing education requirements and may face fines up to \$1,000. Failure to prove compliance could also result in suspension or revocation of a license.

Stavola reminded mem-

bers of their responsibility to keep track of their continuing education credits. An audit requires proof of education completed. Continuing education certificates should not be sent to the New York State Department of State unless they request a certificate from you.

Overview of upcoming changes to USPAP

During each continuing education cycle appraisers are required to take the 7-hour national Uniform Standards of Professional Appraisal Practice (USPAP) course. The 15-hour USPAP course is a prerequisite to obtaining a license or certification.

Stavola reported one of the major changes in the 2006 USPAP is the new Scope of Work Rule. He also noted a conceptual change in the 2006 USPAP, which will identify a minimum set of standards that apply in all appraisal, appraisal review and appraisal consulting assignments.

Stavola reported the following information:

- The 2005 USPAP is effective until June 30, 2006.
- The 2006 USPAP will become



Conference Chair Domenico Zagaroli, GAA, ITI, left, presents Bruce Potash with the spring basket he won in a drawing to benefit Camp Good Days and Special Times.

effective on July 1, 2006 and will last for 18 months.

- There will not be a 2007 USPAP.

• Starting in 2008, USPAP will be updated every two years.

During the afternoon session Andrew P. Mantovani II presented attendees with a valuable, two-hour overview of the changes to USPAP for 2006.

Raffle to benefit Camp Good Days is a success

At the conclusion of the program, Zagaroli held a drawing for the Spring Basket. More than \$200 was raised from ticket sales to benefit Camp Good Days and Special Times, a camp for children with life-threatening illnesses. We thank everyone for their support of this worthy cause.

Bruce Potash was the recipient of the basket, which included cookies, wine, chocolates, tea, peanuts and a complimentary registration for next year's conference!

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Remembering I. Frank Martinelli Jr.

NYSSREA member I. Frank Martinelli Jr., 41, of Rome, New York died March 1, 2006 as the result of a tragic snow-mobile accident.

Born February 22, 1965 in Fairfield, California, he was the son of I. Frank and Pamela Kipp Martinelli Sr.

Martinelli was a graduate of Rome Free Academy, class of 1983. He earned an associates degree from Mohawk Valley Community College (MVCC) and continued his education at the Rochester Institute of Technology (RIT), where he received a bachelor's degree in Civil Technology.

He was a bank appraiser who owned and operated Martinelli Appraisal, Inc. in Rome, New York and Sunshine Appraisal, Inc., in Ft. Meyers, Florida. At one time, he co-owned and operated Inocenzo's in New Hartford.

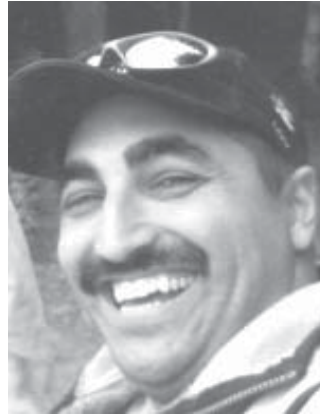
He was a communicant of St. Peter's Church in Rome. Frank was the current board president for the Rome Family "Y," which was a big part of his life. He was very active at the Lake Delta Yacht Club, where he made many contributions. He was involved with the Woods Valley Ski Team, and coached for the American Youth Soccer Organization (AYSO).

Surviving are his father and mother, I. Frank and Pamela Kipp Martinelli Sr.; paternal grandmother, Linda Martinelli; a son, Zachery; a sister and brother-in-law, Michelle

Martinelli and Michael Schulze Sr.; nieces and a nephew, Danielle Martinelli, Alexis Schulze, and Michael Schulze Jr.; special aunts and uncles, Mona and Don Carver, Nancy and Jerry Kipp, Diane March, Karen and Rick Patton, Vincent and Patricia (Jackie) Martinelli; several very close cousins and

many close friends, including the Gallaghers, Turis and Gateses.

Frank was a devoted father who left behind a young son who was his best friend. A scholarship fund has been established for Zachary's future educational needs. Memorial contributions can be made to the Zachary Martinelli Scholarship Fund, c/o Pamela Martinelli, 6694, Lower Lawrence St., Rome, NY 13440.



I. Frank Martinelli Jr.

John J. Noto Scholarships awarded to 2 outstanding members



NYSSREA Past President Domenic Zagaroli, GAA, ITI, congratulates Christina Daniello-Jacobs, Rockland County, left, and Joann Perna, Putnam County for receiving the prestigious John J. Noto Scholarship Award. Scholarship funds may be used to assist with the cost of taking appraisal and continuing education courses, as well as to register for appraisal conferences.

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 What are supplemental standards?

A Supplemental standards are requirements that:

- Are issued by a government agency, a government sponsored enterprise or another entity that establishes public policy;
- Have a material effect on development and reporting, and
- Apply to all properties or assignments in a particular category.

Contractual agreements that are unique to the contracting entity and which apply specifically to a particular property or assignment are not supplemental standards.

Q What makes a requirement a supplemental standard?

A In order for a requirement to become a supplemental standard in an assignment, the requirement must add to the purpose, intent and content of the requirements set forth in USPAP and have a material effect on the development and reporting of assignment results. The requirements applicable in an assignment, as that term is used in USPAP, relate to the development and communication of an appraisal, appraisal review or appraisal consulting assignment.

Requirements that extend beyond this purpose, intent and content framework, such as the number of copies of a report, the kind of exhibits, or the time-frame for assignment completion, might be legitimate service contract requirements. However, they are not supplemental standards applicable to an appraisal, appraisal review or appraisal consulting assignment in the context of the supplemental standards rule.

Q Can a supplemental standard require less than USPAP?

A No. Supplemental standards may augment USPAP, but must not diminish the purpose, intent or content of USPAP.

Q I was told that the supplemental standards rule makes it a violation of the ethics rule if I do not comply with every condition in an assignment that I accept. How can this be? I can't control every possible factor in performing an appraisal. Please explain why this is necessary and exactly what it means.

A This portion of the supplemental standards rule is necessary to ensure appraisers recognize their USPAP-related obligations when accepting an assignment that includes supplemental standards.

It is essential to recognize that not all assignment conditions are supplemental standards.

Further, even when a requirement that is a supplemental standard is not met, that failure to comply is not necessarily a violation of the ethics rule.

If an appraiser accepts an assignment involving supplemental standards and then the appraiser knowingly fails to comply with those supplemental standards, that action is a violation of the ethics rule because the appraiser did not comply with the agreed upon supplemental standard. If instead an appraiser fails to meet a supplemental standard due to an inadvertent error, such action may be a violation of, for example in a real property appraisal, Standards Rule 1-1(b), but it is not a violation of the ethics rule.

Education Courses

The following courses are sponsored by the Rockland County Board of REALTORS®, 300 No. Middletown Rd, Pearl River, NY 10965. For more information, call 845-735-0075.

AQ-1: Fair Housing, Fair Lending/Environmental Issues

15 hours CE
Monday and Wednesdays
June 14 - 26, 5:45 - 10 p.m.
\$200/\$25 book and materials

National USPAP Course

15 hours CE
Mondays and Wednesdays
July 5 - 17, 6 - 10 p.m.
\$200/\$40 materials

Understanding the Appraisal Principles in the Estimation of Value

4 hrs. appraiser and real estate CE
Wednesday, September 6
9 a.m. - 1 p.m.
\$40 member/\$65 nonmember

Valuation of High End Residential Properties

3 hrs. appraiser and real estate CE
Wednesday, September 6
2 - 5 p.m.
\$30 member/\$55 nonmember

R-1: Introduction to Real Estate Appraisal

30 hours CE
Wednesdays and Fridays
September 13 - 27
9 a.m. - 5 p.m., \$350/\$35 text

R-2: Valuation Principles & Procedures

30 hours CE
Wednesdays and Fridays
October 4 - 18, 9 a.m. - 5 p.m.
\$350

Analysis of Market Sales: When are they Comparables?

3 hrs. appraiser and real estate CE
Monday, October 16
9 a.m. - 12 p.m.
\$30 member/\$55 nonmember

Current Appraisal Issues and the Valuation Process

3 hrs. appraiser and real estate CE
Monday, October 16
1 - 4 p.m.
\$30 member/\$55 nonmember

AQ-1: Fair Housing, Fair Lending/Environmental Issues

15 hours CE
Wednesdays and Fridays
October 25 - November 1
9 a.m. - 3:30 p.m.
\$200/\$25 materials

National USPAP Course

15 hours CE
Wednesday and Friday
November 3 and 8
9 a.m. - 5:30 p.m.
\$200 members/\$40 materials

R-3: Applied Residential Property Valuation

30 hours CE
Wednesdays and Fridays
November 15 - December 6
9 a.m. - 5 p.m.
\$350/\$30 materials

R-4: One to Four Family Income Capitalization

15 hours CE
Wednesdays and Fridays
December 13 - 20
9 a.m. - 3:30 p.m.
\$200/\$30 materials

Area and Neighborhood Analysis

3 hrs. appraiser and real estate CE

Monday, December 4
9 a.m. - 12 p.m.
\$30 member/\$55 nonmember

The Appraiser Underwriter Relationship

3 hrs. appraiser and real estate CE
Monday, December 4
1 - 4 p.m.
\$30 member/\$55 nonmember

The following course is sponsored by the Westchester County Board of REALTORS®, 59 South Broadway, White Plains, NY. For more information, call 914-681-0833.

7-Hour USPAP Online

7 hours CE, \$175, www.wcbr.net

The following course is sponsored by the Elmira-Corning Regional Board of REALTORS®, 3338 State Rte. 352, Corning, NY 14830. For more information, call 607-562-7035 or visit www.elmira-corningrealtors.com.

Doing the Right Thing

15 hours CE
Monday and Tuesday, July 10 - 11
8:30 a.m. - 5 p.m.
\$125 member/\$150 nonmember

The following course is sponsored by the Richmond County Real Estate Institute, 129 New Dorp Plaza, Staten Island, NY. For more information, call 718-979-0007 ext. 23 or visit www.sibor.com.

7-Hour National USPAP

7 hours CE
Saturday, June 24
8 a.m.-4:30 p.m.
\$170 members/\$190 nonmembers



Supplement to NYSSREA Newsletter



Appraisal Licensing Courses

R-1	Albany June 1, 2, 8, 9	Kingston August 15, 16, 21, 22
	Albany September 16, 18, 20, 25, 27, 30, October 4 <i>(Evenings and Saturdays)</i>	
R-2	Albany July 20, 21, 27, 28	Kingston September 19, 20, 25, 26
R-3	Albany August 10, 11, 17, 18	Kingston June 19, 20, 26, 27
R-4	Albany August 29, 30	Kingston July 25 and 26
USPAP 15 hr	Albany August 24, 25	Kingston June 28 and 29
AQ-1	Albany August 3, 4	Kingston June 14 and 15
G-1	Albany September 21, 22, 28, 29	<i>Licensing courses are approved in both New York and Vermont</i>
G-2	Albany October 23, 24, 30, 31	
G-3	Albany Nov. 27, 28, Dec. 4, 5	

Continuing Education Courses

JUNE	6	Tue	The Architecture of Frank Lloyd Wright**	8:30 - 4:30	7.5	Kingston	\$90	Len Fiore	
	8	Thur	Energy Efficiency and its Effect on Market Value**	8:30 - 4:30	7.5	Albany	\$90	Cliff Majersik	
	12	Mon	Architectural Styles**	8:30 - 4:30	7.5	Saratoga	\$90	Len Fiore	
	NEW!!	19	Mon	Land Development**	8:30 - 4:30	7.5	Albany	\$90	Hank LaBarba
	NEW!!	22	Thur	Expert Witness: Providing Professional Testimony**	8:30 - 4:30	7.5	Albany	\$90	Len Fiore
		23	Fri	Vacant Land: Establishing Market Value**	8:30 - 4:30	7.5	Albany	\$90	Nancy Bower
		27	Tue	Home Inspection: Defects and Remediation**	8:30 - 4:30	7.5	Kingston	\$90	Hal Zucker
JULY	10	Mon	Commercial Real Estate 101**	8:30 - 4:30	7.5	Albany	\$90	John Dilanni	
	11	Tue	Commercial Real Estate 102**	8:30 - 4:30	7.5	Albany	\$90	John Dilanni	
	17	Mon	2006 USPAP Update Course	8:30 - 5:00	7.0	Albany	\$185	Jim Murrett	
	18	Tue	Commercial Real Estate 103**	8:30 - 4:30	7.5	Albany	\$90	John Dilanni	
	19	Wed	The Architecture of Frank Lloyd Wright**	8:30 - 4:30	7.5	Albany	\$90	Len Fiore	
	20	Thur	Deeds: Reading, Plotting and Understanding**	8:30 - 4:30	7.5	Kingston	\$90	John Dilanni	
	24	Mon	Basics of HP12C in Appraising Income Property	8:30 - 12:30	4.0	Kingston	\$75	Walter Kresge	

Save the Dates ~ Register Early!

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

**Our staff is available Monday - Friday
from 8AM-5PM**

518-489-1682 800-559-7552

***course approved for Appraisal
and Real Estate CE credit*

Spring

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Sponsors and donors support the conference

Many thanks go out to those individuals who donated gifts to be given away as door prizes at the end of the conference. Donors include:

- Carol DiSanto, King Ferry
- Robert Eisenoff, Long Island
- Rebecca Jones, Binghamton
- James Molinaro Sr., Suffern
- New York State Society of Real Estate Appraisers
- Dennis Supraner, Professional Liability Consulting Services
- Westchester County Society

of Real Estate Appraisers

• Zagaroli Appraisals & Realty Seminars, Inc.

Prizes included household items, treats from Harry & David, chocolates and wine. Elise DiRoma was the lucky recipient of Mets tickets, which were donated by Professional Liability Consulting Services!

Special thanks to the Westchester County Society of Real Estate Appraisers and Dennis Supraner of Professional Liability Consulting Services for their sponsorship of the conference.

We look forward to seeing you all again next year!

Mark your calendar now for NYSSREA's Fall Conference!

*Thursday and Friday
October 26 - 27, 2006*

*Turning Stone
Resort and Casino*

Verona, New York

New York State

Society of Real Estate Appraisers

a division of the NYS Association of REALTORS[®], Inc.

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