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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

Summer 2007

## NYSSREA spring conference receives rave reviews

The 13th Annual Spring Appraisal Conference was held May 10-11 at the Holiday Inn in Fishkill, NY.

The program began with the three-hour course “Changing Market Conditions and the Appraiser: The Signs of Stable and Declining Markets” presented by NYSSREA Past President and Spring Conference Chairman Domenic Zagaroli, GAA, ITI. The course taught appraisers how to identify trends that change the behavior of real estate market participants, their impact on market value, and how to present supportive data in the appraisal report.

Rachel Dollar, Esq., was the featured speaker, presenting the “Mortgage Fraud Program,” where she shared her experiences with fraud litigation and how lenders identify fraud. Also featured during the conference was a program on the “Life Cycle of a Complaint.” This program showed the steps for filing a complaint. The evaluations for this year’s conference were excellent, proving that attendees thoroughly enjoyed themselves.

*See Conference, page 5*



**Domenic Zagaroli, GAA, ITI (left), Rachel Dollar, Esq., 2007 NYSSREA President Carol DiSanto and Secretary/Treasurer Rebecca L. Jones pause for a picture during a break at the spring conference in Fishkill.**



**Maria Ingenito from Rock Tavern (left) was presented with a gift basket that included a free registration to next year’s spring conference by NYSSREA Spring Conference Chairman and Past President Domenic Zagaroli, GAA, ITI and 2007 NYSSREA President Carol DiSanto.**

### IN THIS ISSUE:

**USPAP Q&A • Education Courses • Changes in Qualification Criteria**

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## President's Message

As you can see by the feature article in this issue, we had a very successful Spring Conference! Many thanks to Conference Chairman Dom Zagaroli and to our sponsors, the Westchester Society of Real Estate Appraisers and Professional Liability Consulting Services, Inc.

We have enclosed a scholarship application for the "John J. Noto Memorial Scholarship Award." Each year the Society awards deserving individuals with a scholarship to help further their education in real estate valuation. The funds can be used for the prerequisite courses for licensing/certification or continuing education courses. Please take advantage of this opportunity by filling out the form, or by passing it along to someone who you know could benefit. The deadline for receipt of applications is September 1. The Society will meet on September 9 to choose scholarship recipients.

As you may know, the New York State Department of State is conducting education audits on all appraisers. Please be sure that you have successfully completed your continuing education credit hours prior to renewal. Below are some upcoming events that you may wish to note (also see pages 5-6 for additional classes).

NYSSREA will sponsor two courses in September: "Why Size Matters: Calculating Gross Living Area" and "Prepare for the New York State Residential



Carol DiSanto

Appraisal Exams." Please see page 5 for more information. Our Fall Conference, chaired by Bob Galliher, MAI, will be held October 10-12, 2007 at the Turning Stone Resort and Casino in Verona, NY. This will be the first year that we hold a golf outing in conjunction with the conference. The golf outing will be held on October 10, so be sure to mark your calendar and watch your mailbox for more information.

Triple Play 2007 will be held December 4-6, 2007 in Atlantic City, NJ. As always there will be an array of appraisal courses for you to attend. Visit [www.realtorstripleplay.com](http://www.realtorstripleplay.com) after September 1 for information.

Sincerely,

*Carol DiSanto*

Carol DiSanto  
2007 NYSSREA President

# Revisions to appraiser qualification criteria take effect on January 1, 2008

On February 20, 2004, the Appraiser Qualifications Board of The Appraisal Foundation adopted changes to the Real Property Appraiser Qualification Criteria that will become effective on January 1, 2008. These changes represent the minimum national requirements that each state must implement for individuals applying for a real estate appraisers license of certification as of January 1, 2008.

The requirements to become a state licensed or certified real property appraiser significantly increase with the revisions.

These changes include increased required education, which is summarized as follows:

- Certified residential appraisers will be required to have an associate's degree or 21 semester credit hours covering specific subjects. The qualifying course requirements that must be completed increases from 120 hours

to 200 hours.

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

College level courses and degrees must be obtained from an accredited college or university.

For more information on the qualification criteria changes, visit [www.appraisalfoundation.org](http://www.appraisalfoundation.org).

## ***Federal qualification requirements\****

<b>Category</b>	<b>Current Qualifying</b>	<b>2008 Qualifying</b>	<b>2008 College Education</b>
Licensed Residential	90 Hours	150 Hours	None
Certified Residential	120 Hours	200 Hours	Associate's degree or higher or 21 semester credit hours covering specific subjects
Certified General	180 Hours	300 Hours	Bachelor's degree or higher or 30 semester credit hours covering specific subjects

\* Please note that individual states may adopt requirements more stringent than the national requirements, and may opt to impose those requirements prior to January 1, 2008. Therefore, applicants for a real estate appraisal license or certification should always contact the New York State Department of State.

# 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** I recently performed an appraisal. Yesterday, an intended user, who is not the client, contacted me to discuss the appraisal. Do I need the client's authorization to discuss the appraisal with this intended user?

**A** Yes. Although intended users have an important role in the appraiser's decisions about the appropriate scope of work and the content of the report, the appraiser cannot discuss the appraisal with an intended user without the client's authorization. The Confidentiality section of the Ethics Rule states:

*An appraiser must not disclose confidential information or assignment results prepared for a client to anyone*

*other than the client and persons specifically authorized by the client...*

The appraiser-client relationship is distinct from the appraiser's relationship to intended users.

**Q** In preparing an appraisal assignment, I talk with many different people. I know the report certification must identify individuals who provide "significant real property appraisal assistance." What is significant appraisal assistance?

**A** USPAP does not include a definition of significant appraisal assistance. However, aspects of this phrase can be explored to clarify its meaning.

First, the term "significant" means that the contribution must be of substance to the development of the assignment results. In other words, the individual must contribute to the valuation analysis in a noteworthy way. An individual who merely collects or provides data for use in the analysis does not provide significant appraisal assistance.

Secondly, the reference to "appraisal assistance" means that the contribution is related to the appraisal process or requires appraiser competency. One misconception is that

non-appraisers who provide assistance should be identified in the certification. This is incorrect because the certification requirements in USPAP apply only to appraisers. Thus, only appraisers sign the certification or are identified as providing significant appraisal assistance. For example, the use of an environmental expert to determine wetland boundaries would not be considered significant real property appraisal assistance.

Examples of contributions made by appraisers that constitute significant real property appraisal assistance include the identification of comparable properties and data, inspection of the subject property and comparables, estimating accrued depreciation, or forecasting income and expenses.

**Save the date!**

**TriplePlay**

**December 4-6, 2007  
Atlantic City, NJ**

This year's lineup includes appraisal classes presented by Melanie McLane, James Murrett, Ron Passaro and Robert Siciliano, covering topics such as flipping, fraud and the 2008 USPAP Update. For more information, visit [www.realtorstripleplay.com](http://www.realtorstripleplay.com) after September 1.

## Conference

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We received many great prize donations such as chocolates, wine, a laptop carrier, paper shredder, treats from Harry & David's, and even Mets tickets!

Many thanks to our generous prize donors:

- Carol DiSanto, Ithaca
- Rebecca Jones, Binghamton
- James Molinaro
- NYS Society of Real Estate Appraisers
- Professional Liability Consulting Services, Inc.
- Rockwest Home Services
- Westchester County Society of Real Estate Appraisers

Maria Ingenito of Rock Tavern was the recipient of the Spring Basket. In addition to some nice treats, such as choco-



**Joanne Burbank (left) and David Cassese accept New York Mets tickets, which were donated by Dennis Supraner and James Castro of Professional Liability Consulting.**

lates and teas, the basket included a complimentary registration for next year's program! \$250 was raised through ticket sales for the basket. The proceeds were sent to Camp Good Days and Special Times, a camp for children with life-threatening diseases. Many thanks to those who donated!

*Mark your calendar now  
for NYSSREA's  
Fall Conference!*

*October 10 - 12, 2007*

*Turning Stone  
Resort and Casino  
Verona, New York*

## NYSSREA to offer two fall courses

The New York State Society of Real Estate Appraisers will offer two education classes this fall.

"Why Size Matters: Calculating Gross Living Area" will be presented by Domenic Zagaroli, GAA, ITI, at the Saratoga Hotel and Conference Center in Saratoga Springs, NY, on September 10 from 2 - 5 p.m. Held in conjunction with the New York State Association of REALTORS® Fall Business Meetings, this class will cover such issues as what is considered when calculating gross living area and the procedures for measuring various style homes.

"Why Size Matters: Calculating Gross Living Area" includes

three hours of continuing education (CE) credit, and will cost NYSSREA members \$50. Non-members pay \$65.

Domenic Zagaroli will also be the instructor for "Prepare for the New York State Residential Appraisal Exam," a course being held at the Marriott in Saratoga, NY, on September 11 from 9 a.m. - 5 p.m. This brush-up class will cover questions similar to those on the New York State residential exams and offer helpful test-taking tips.

"Prepare for the New York State Residential Appraisal Exam" includes seven hours of continuing education (CE) credit, and will cost NYSSREA

members \$140. Non-members pay \$155.

Please see the enclosed flyer for more information on the available classes. If you sign up for both classes, you will receive a discount.

The John J. Noto Memorial Scholarship Award application is enclosed in this issue. Each year NYSSREA chooses deserving individuals and awards them with a scholarship to help further their education in real estate valuation. If you would like to be included in this year's field of applicants, please fill out and return the appropriate paperwork. Scholarship winners will be contacted after September 9.

## Education Course Schedule

*The following courses are sponsored by the Greater Rochester Association of REALTORS®. For more information, call 585-341-2150.*

### Studies in Appraising Unique Residential Properties

4 Hours CE  
 July 18  
 8 a.m. - 12 p.m.  
 \$55 (Calculators required).

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

### National USPAP Course

15 Hours CE  
 Tuesdays and Thursdays  
 July 19 - 31, 6 - 10 p.m.  
 \$200/\$40 materials

### R-3: Applied Residential Property Valuation

30 Hours CE  
 July 12-13, July 17-18, July 24  
 9 a.m. - 4:30 p.m.  
 \$350/\$30 materials

### R-4: Introduction to 1-to-4 Family Income Capitalization

15 Hours CE  
 Aug. 2 - 3, Aug. 9  
 9 a.m. - 3:30 p.m.  
 \$200/\$30 materials

### 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

### R-4: Introduction to 1-to-4 Family Income Capitalization

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

*The following courses are sponsored by the Elmira-Corning Board of REALTORS®. For more information, call 607-562-7035.*

### Reverse Mortgages for Senior Homeowners

15 Hours CE  
 July 25-26, 8:30 a.m. - 5 p.m.  
 \$125 ECBOR members/\$150 NM

*The following courses will be offered at the Westchester Community College. For more information, call 914-606-6830.*

### R-3: Applied Residential Property Valuation

30 Hours CE  
 Weekdays - July 20 - Aug. 1  
 9 a.m. - 4:30 p.m.  
 \$370 (plus textbook)

### R-4: Introduction to 1-to-4 Family Income Capitalization

15 Hours CE  
 Saturdays - July 14 - July 28  
 9 a.m. - 3:30 p.m.  
 \$190

*The following courses will be held in Atlantic City, NJ, during Triple Play 2007. For more information, visit [www.realtorstripleplay.com](http://www.realtorstripleplay.com) after September 1.*

### Flips, Frauds and Foreclosures

3.5 Hours CE  
 December 4, 8:30 a.m. - 12 p.m.  
 Instructor: Melanie McLane

### Appraising in the New Millennium

3.5 Hours CE  
 December 4, 1:30 - 5 p.m.  
 Instructor: Melanie McLane

### 2008 USPAP Update

7 Hours CE  
 December 5, 8:30 a.m. - 5 p.m.  
 Instructor: James Murrett  
 Additional Cost: \$95

### Housetalk

3.5 Hours CE  
 December 5, 2 - 5:30 p.m.  
 Instructor: Ron Passaro

### Mortgage & Real Estate Fraud: What Every Agent, Appraiser and Lender Needs to Know

3.5 Hours CE  
 December 6, 8:30 a.m. - 12 p.m.  
 Instructor: Robert Siciliano

### Important education reminders

Continuing Education Requirements: You must successfully complete 28 hours of approved appraiser continuing education courses within your two-year license/certification period prior to renewal.

The seven-hour National USPAP Course must be successfully completed every two years prior to renewal. This course can be applied toward your 28 hours of appraiser continuing education credit.

# Manfred

Real Estate Learning Center, Inc.



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## APPRAISAL LICENSING COURSES

Approved in New York and Vermont				Instructor	Fee
Albany	R2	8:30-4:30	July 19, 20, 26, 27	Bower / Fazioli	\$ 325
Albany	AQ1	8:30-4:30	August 16 and 17	Bower / Fazioli	\$ 200
Albany	USPAP 15	8:30-5:00	September 6 and 7	Murrett	\$ 275
Albany	R3	8:30-4:30	August 23, 23, 27 and 30	Bower / Fazioli	\$ 325
Albany	R4	8:30-4:30	September 15, 17, 19 and 24	Brown	\$ 225
Albany	G2	8:30-4:30	July 24, 25, 31, August 1	Kresge	\$ 375
Albany	G3	8:30-4:30	August 21, 22, 28, 29	Kresge	\$ 375

## CLASSROOM APPRAISAL CONTINUING EDUCATION COURSES

New York State Approved				hrs	Fee
Albany	07/13/07	8:30-4:30	Rural Properties: Establishing Market Value	Fiore	7.5 \$ 90
Albany	07/23/07	8:30-4:30	Real Estate Syndicates	Zucker	7.5 \$ 90
Kingston	07/30/07	8:30-4:30	Condos and Townhouses: Delineating the Differences	Fazioli	7.5 \$ 90
Albany	08/02/07	8:30-4:30	Deeds: Reading, Plotting and Understanding	Dilanni	7.5 \$ 90
Kingston	08/20/07	8:30-4:30	Eminent Domain Valuation	Layne	7.5 \$ 90
Albany	08/27/07	8:30-12:30	Basics of HP12C in Appraising Income Property	Kresge	4.0 \$ 75
Albany	09/08/07	8:30-5:00	<b>National USPAP 7 Update</b>	Murrett	7.0 \$ 185
Lake George	09/14/07	8:30-4:30	Residential Construction	Zucker	7.5 \$ 90
Kingston	09/17/07	8:30-4:30	Land Development	LaBarba	7.5 \$ 90
Albany	09/24/07	8:30-4:30	Commercial Real Estate 101	Dilanni	7.5 \$ 90
Albany	09/25/07	8:30-4:30	Commercial Real Estate 102	Dilanni	7.5 \$ 90
Albany	09/26/07	8:30-4:30	Commercial Real Estate 103	Dilanni	7.5 \$ 90
Albany	10/22/07	8:30-4:30	Eminent Domain Valuation	Layne	7.5 \$ 90
Kingston	10/23/07	8:30-5:00	<b>National USPAP 7 Update</b>	Layne	7.0 \$ 185
Albany	10/24/07	8:30-4:30	Eminent Domain Valuation: Advanced Case Studies	Layne	7.5 \$ 90
Albany	12/18/07	8:30-5:00	<b>National USPAP 7 Update</b>	Layne	7.0 \$ 185

## ONLINE APPRAISAL CONTINUING EDUCATION COURSES

Our "Virtual Classroom"  
is always open at  
[www.ManfredRELC.com](http://www.ManfredRELC.com)

Licensed in other states?  
Visit our website and click on...



New York State Approved		hrs	Fee
Continuing Ed Package (includes USPAP 7 and courses marked with * below)		28.0	\$ 450
Residential Market Analysis and Highest and Best Use		14.0	\$ 210
Residential Report Writing		14.0	\$ 210
* Income Approach: An Overview		7.0	\$ 105
* Residential Cost Approach		7.0	\$ 105
* Sales Comparison Approach		7.0	\$ 105
* National USPAP Update Equivalent		7.0	\$ 150
Working Together: The Mortgage Broker, Sales Agent, Appraiser		3.5	\$ 59
Introduction to Commercial Appraisal		3.5	\$ 59

For more information or to register contact us at 518-489-1682  
or visit us on-line at [www.ManfredRELC.com](http://www.ManfredRELC.com)

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