

Philadelphia Metropolitan Chapter

Volume 2 Issue 3

A Message from the President

Michael Silverman, MAI, MRICS



I remember as a young child sitting at a car show looking at the car of the future. It was a shiny red corvette with lights flickering across the entire dashboard. It seemed nearly impossible and unimaginable for this car to even exist. Around the same time, I remember sitting in my living room watching a 19" television and turning the manual

antenna dial on top to tune one of the six stations. My father walked into the room and said one day we will be watching a television on the wall that was the size and thickness of a picture frame. Again, it seemed nearly impossible and unimaginable that this was even a possibility. Today, the shiny cars with lights, buttons, and GPS are in every driveway and every living room has a flat screen hanging on the wall. These advancements are the benefit of innovators and captures the creativity of many

In this country, there are only 90,000 certified appraisers. Currently, the Appraisal Institute has approximately 20,000 members. Membership over the last several years has decreased through attrition as well as through changing economic times. In August, I listened to our national representatives in Las Vegas discuss the current state and future of our organization. The Appraisal Institute is embarking on a renewed strategic plan in which discussions to pursue alternate membership designations are anticipated to spur growth. Furthermore, a revived candidate program coupled with a strong education platform, general demonstration report alternative, and implementation of a new education voucher program will change the entire dynamic and path for the future. The strategic plan is a long term plan and the effects of its implementation will not be felt for several years. That is more reason why we need to act today. Complacency does not create growth or innovation. As the Appraisal Institute embarks on these plans for the future, I urge you to seriously consider their proposals, open your minds for the direction of our organization and be open to the unimaginable.

Thank you very much for the honor in serving the Philadelphia Metro Chapter of the Appraisal Institute.

Michael Silverman, MAI, MRICS
2011 President
Philadelphia Metro Chapter Appraisal Institute

General Membership Meeting Recap: June 30, 2011

On the evening of June 30, 2011, over sixty members convened at Manufacturers' Golf and Country Club for the annual Chapter Picnic.

The meeting kicked off with an address by special guests Bill Garber, Director of Government and External Relations and Scott DiBasio, Manager of Federal and State Affairs. The Washington DC based duo spoke of new developments in residential regulations.

Elections for 2012 Officers and Board Members were also held. Congratulations to the newly elected Board members, Mark T. Kenney, MAI, SRPA, MRICS, Reaves C. Lukens, III, MAI, CRE, and Curtis B. Silva, MAI. Each will serve a 3 year term.

Next year's officers are as follows:
Secretary - Jim Klementisz, SRA
Treasurer – John Ciminera, SRA
Vice President – Michael Mignogna, MAI
President- Louise Jeffers, SRA



The highlight of the evening was the presentation of the MAI Designation certificates to five newly designated members. Recognized for their accomplishments were John Coyle, IV, MAI; Julius Gasparre, MAI; Erick Mazzoni, MAI; John Pasquarella, MAI and Jordan Yuter, MAI. This is the highest number of new designees that the chapter has seen in several years.

2011 Leadership Development and Advisory Council

John B Ciminera, SRA
Secretary Philadelphia AI Chapter



This year's LDAC meeting was held in late July. It contained three main components; group sessions, legislative session and discussions with our national leadership. Discussion group topics included, AI's global presence, Expanding beyond point in time valuation assignments, Education and Technology, and Could AI be a home for non-real estate professionals.

The legislative component started with our lobbyists, Scott DiBasio, Bill Garber and Brian Rodgers giving us a brief overview of the legislative process. Next, they provided

literature and talking points to help guide our talks with our congressional and senatorial representatives on our positions. The first bill, Valuation of High Performance Property, seeks to reflect energy efficient improvements in residential and commercial real estate valuations. We supported this bill. The second bill, Commercial Real Estate Workout would prohibit the use of foreclosure and shorts sales as comparables, as well as allow banks to lend on the hypothetical "As Completed Value" for residential AD&C loans. This practice would hide the risk reflected by an "As is market value appraisal". We opposed this bill.

Participants then broke out into groups by States and charged the Hill. Our Pennsylvania representatives met with the aides of Congressman Meehan, Senator Casey and Senator Toomey.

The last portion featured the past, present and future National leaders of AI. They mainly summarized and shared their views on the four discussion topics. They spoke of new changes regarding candidates to be announced at the coming Las Vegas meeting. Otherwise, the only significant topic highlighted was concerns and discussions about substandard work quality of some AI members and how to address this issue. Retesting, review, education and other alternatives were discussed to bring work standards to a higher level. Stay tuned, I think more may be coming on this topic.

Associate Member Mentoring Program

In accordance with our 2012 chapter goal of moving members toward their designations in a strategic way, an Associate Member Mentoring Program was launched, involving approximately twenty members.

Associate members with four or fewer requirements remaining were invited to a gathering in the city to discuss and brainstorm the best way to motivate each other and share useful information with others going through the final stages of the designation process.



The result is three mentoring groups, led by Michael Silverman and newly designated members John Coyle, IV, MAI; Erick Mazzoni, MAI and John Pasquarella, MAI. The groups have shared their timelines and have met via conference call to discuss their progress and their intended completion dates. The groups have

also shared information regarding final classes, demos, experience logs, etc.

As more associate members move into the final stages of the designation process, the chapter looks forward to starting new mentor groups in the future.

AMC Registration Bill

Contributed by Gerald B. McNamara, MAI, MRICS

As previously reported, House Bill 398 which requires registration of Appraisal Management Companies, passed the PA House of Representatives in May, 2011. This is a bill which is supported by the Appraisal Institute and has successfully passed in approximately 20 states. However, the bill has not come out of Senate Professional Licensure Committee to be voted upon by the Senate. The PA Association of Realtors (PAR) has met with the chair of the Senate Committee, which has suggested some changes to the bill. The early read is that these are relatively minor changes. Based upon this meeting, PAR counsel made amendments to PA's AMC legislation. PAR's goal is to have HB398 on the committee calendar when the Senate returns (third week of October).

Upcoming Courses

November 2-5, 2011

General Appraiser Income Approach – Pt. 2

December 5-10, 2011

Advanced Concepts and Case Studies



To Register for courses go to:

<http://www.appraisalinstitute.org/education/philadelphiametro.aspx>

Upcoming Seminars

October 20, 2011

Litigation Skills for the Appraiser

November 17, 2011

Business Practices and Ethics

December 1, 2011

Subdivision Valuation

TRIPLE DIP! All seminars are approved for the following credits:

PA, NJ, DE CE Credit

National AI

PA Brokers

To register for seminars go to:

<http://www.appraisalinstitute.org/education/philadelphiametro.aspx>

2012 Courses Announced!

Basic Appraisal Principles
February 1-4

General Sales Comparison Approach
February 8-11

Basic Appraisal Procedures
March 21-24

General Site Valuation and Cost Approach
April 18-21

General Market Analysis and Highest and Best Use
June 20-23

General Appraiser Report Writing and Case Studies
October 3-6

Real Estate Finance, Statistics and Valuation Modeling
November 14-15

Check your email or our website <http://www.phila-ai.com/phila-ai/education.cfm> for updates and a complete list of courses and seminars.



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HELP WANTED

Career Opportunities

For more information, refer to our Employment Opportunities website at <http://www.phila-ai.com/phila-ai/jobs.cfm>.

Post your career opportunities in the next edition of the Philadelphia Metropolitan Chapter e-newsletter and / or on the Chapter website. Contact Tiffany Lewis (Email: contact@phila-ai.com) with posting information.

Save the Date!

**Annual Holiday Dinner Meeting
December 7 at the Radnor Hotel**

2011 Officers and Directors

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