

Philadelphia Metropolitan Chapter

Volume 3 Issue 4

A Message from the President

Louise M. Jeffers, SRA



Dear Members:

We are down to the last day of 2012 and it's been an action-packed year both inside and outside our chapter!

We have a new website, www.aiphilametro.org which is updated constantly with the new activities of the chapter and with courses and seminars to come. Our chapter is also on Facebook - Phila Metro Chapter of the

Appraisal Institute - please visit us and "**LIKE**" our page!

Early this year, we moved our educational sponsorship over to Temple University School of Real Estate. Next year's advanced classes will be staggered between Temple's downtown location and the Springhill Suites in Plymouth Meeting. Our intent is to see if one location is more popular than another, so be sure to make your feelings known after you attend a course at either location.

As you should know by now, our Executive Director, Tiffany Lewis, moved with her family to Boston, Massachusetts. However, through the power of the Internet, she has not left us! Tiffany works remotely from her new home, much as she did when living in Montgomery County. Tiffany will be coming down to our area several times a year to attend meetings and the holiday party. She has engaged Tara Karleen to do the 'on site' work needed for classes and some meetings during the year. Tara is well qualified and already doing a great job of making all who meet her at our events, feel comfortable and welcome. As each of you meets Tara, you will feel as confident about her abilities to assist Tiffany as the Chapter's Board of Directors and Officers do now.

The Appraisal Institute's "Candidate for Designation" program begins January 1, 2013. Our chapter has many new 'Candidates' and we are looking for experienced appraisers to serve as 'advisors' to these candidates. Please visit the following section of the national AI website to learn more about the Advisor program and then, sign up!!

[Sign up Here!](#)

(You will need to log in before the page opens.)

The Government Relations Committee, 23 members strong, organized in 2012 and is prepared to make more progress in 2013. With the PAR initiative to open RELRA to allow real estate agents to do non-federally-related valuation work, there will be much activity and need for us to raise

our political voices. The five AI chapters in PA are forming a coalition with the intent of inviting all state certified appraisers in the state of Pennsylvania to join, designated or not, so that appraisers will be a united front when faced with legislation or proposed regulations that may or may not be in the best interest of the appraisal profession and/or consumers, two groups whose interests often go and in hand.

The Chapter's Board of Directors voted unanimously to donate \$500 to the Appraisal Institute's Relief Foundation for the victims of Hurricane Sandy.

Eileen Lynn, MAI, president of AIRF until 12/31/12, noted that several members from our region have already received some assistance from this group. I am proud that our chapter is able to provide some help to fellow appraisers in our region who are suffering as a result of this storm. If any of you would like to make an additional individual donation, please contact the Appraisal Institute Relief Foundation.



It has been my pleasure to serve as your chapter's president in 2012 and I look forward to another great year in 2013 when Mike Mignogna, MAI takes over leadership of the chapter. Mike will work with a wonderful board of directors and will have a well-seasoned group of officers supporting him, with John Ciminera, SRA as Vice President, Jim Klementisz, SRA as Treasurer and Paul Quinn, MAI as Secretary.

I wish each of you and your families a happy, healthy, safe and prosperous 2013!

Government Relations Update:
Submitted by Louise Jeffers, SRA

On the political front, our state is currently the latest battleground for legislation aimed at allowing real estate agents to do valuation work, i.e. 'BPOs'. The Pennsylvania Association of Realtors (PAR) is expected to introduce legislation at the beginning of the 2013 legislative session that if passed as currently written, will allow real estate agents to perform valuation work for all intended uses except mortgage work. The legislation would allow the state's 29,000+/- licensed agents and brokers, including new and inexperienced agents, to do valuation work for both residential and commercial/industrial properties for such intended uses as estates, tax appeals, eminent domain, divorces, conservation easements and all types of litigation.

The qualifications to become a real estate agent stand in stark contrast to those required for state appraisal

certification in the State of Pennsylvania. For example:

To become an agent, one needs only to take two, 30 hour classes, and pass a state test. One must be at least 18 years of age to become an agent, but a high school diploma, is not required!

To become a State Certified Appraiser on the other hand, involves the following qualifications:

Residential: 200 Hours of education; an Associate's Degree or 21 semester hours in specified courses; 2500 supervised experience hours within no less than 24 months; a 15 Hour USPAP Class; a 5-7 hour State Test

General: 300 Hours of education; a Bachelor's Degree or 30 semester hours in specified courses; 3000 supervised experience hours within no less than 30 months; a 15 Hour USPAP Class; a 5-7 hour State Test

These qualifications are MINIMUM REQUIREMENTS for state certification in PA; obviously, AI members choose to pass an additional, far more rigorous group of qualifications, which is advantageous to our clients and to consumers.

At a recent meeting with PAR, leadership of the five AI chapters in PA, along with Scott DiBiasio, Manager of State and Industry Affairs for AI, talked to members of PAR and to members of the PA Bankers Association about the proposed legislation. The PAR representatives noted that its members are already performing illegally, millions of the BPO product each year, for lenders who need them for REO and internal uses. Our leadership group is preparing changes to the proposed legislation that will contain educational and experience requirements and limit the intended uses of any valuation work done by a real estate broker.

Our chapter's board of directors voted unanimously to set aside a small amount of chapter funds to be used towards working on this legislative issue and/or for development of the state wide coalition of appraisers, which will be in place to present a united front of all PA appraisers now and in the future. There will be more news of the new coalition in early 2013.

In the meantime, if you are in touch with your legislators, you can mention to them that PAR is initiating this legislation in 2013 and that if they have questions after hearing about it (perhaps from others?), to call you. Please acknowledge that AI and its members, as well as most other PA State Certified Appraisers are united in their concern about the proposed legislation but that as of 12/2012, we are trying to work with PAR on resolving our areas of disagreement, if at all possible.

2012 Holiday Party and Installation of Officers

On an unseasonably warm Tuesday, December 4, over 100 members of our chapter met at the Radnor hotel to celebrate another great year for our chapter. The evening

kicked off with the presentation awards. The award winners are listed below:

The Harrison Winder Award: Dan DiLella

The Felice A. Rocca, Jr. Award: Robert M. Ludwig, SRA



L to R: Bernie Camins, Jack Coyle, Rocca Award Winner Robert Ludwig and Barry Ludwig

This year, the Philadelphia Metropolitan Chapter had 4 members earn their designations. Those designations presented at the event were:

John Crognale, MAI
James Dougherty, SRA
Cathy Donley, MAI
Brian Coyle, MAI



President Louise Jeffers, SRA, presents James Dougherty, SRA, his certificate of designation.

Incoming National President, Rick Borges was also in attendance and spoke on the current programs as well as the future of the Appraisal Institute.



The 2013 Board of Directors members take their oath.

In our annual tradition, the 2012 Board of Directors was thanked for their diligent work on behalf of the Chapter, and the 2013 Officers and Board of Directors was installed.

National AI News

A movement is afoot, towards relying less on USPAP for the AI Code of Professional Ethics and Standards of Professional Practice and perhaps looking at other already established guidelines, or even drawing up new guidelines for appraisers to rely upon, going forward. While the need for this change seems to be emanating from many levels within our organization, actions as novel as this must start at the top - and a good step in that direction was completed at the recent meeting of AI's Board of Directors in Chicago. With the help of Bill Garber, AI's Director of Government and External Relations, as well as Nick Tellima, Chair of the National Government Relations Committee, Russ Sterling, MAI, Region VI 2012 Chair, submitted a motion to the Board of Directors to consider some flexibility in the Appraisal Institute's Standards of Professional Practice that, hopefully, will help us be more competitive in the marketplace.

The motion is for the Board of Directors to direct the committees directly involved with appraisal standards to see if we can be more flexible by allowing our members to choose performance standards other than USPAP. The motion, seconded by Tom Reynolds, SRA, passed and the committees mentioned in the Motion will be studying this and reporting back to the Board of Directors by February.

The motion follows:

Motion 1.9B Appraisal Standards and Guidance Committee

To direct the Appraisal Standards and Guidance Committee, Government Relations Committee and the Professional Practice Compliance and Enforcement Committee to consider amendments to the AI Code of Professional Ethics and Standards of Professional Practice that would require adherence to one of more appraiser-chosen performance standards which are appropriate to the assignment, and to provide recommendations by the February 2013 meeting of the Board of Directors.

Maker: Sterling

Seconder:

Tom

Reynolds

Background/Rationale: The AI Code of Professional Ethics and Standards of Professional Practice relies heavily on the Uniform Standards of Professional Appraisal Practice. Other voluntary performance standards exist in the marketplace that our members are capable of preparing valuation-related services. These include the International valuation Standards and Interagency Appraisal and Evaluation Guidelines.

The motion is intended to expand the list of available appraisal standards to AI members in non-federally related transaction valuation assignments. This will allow members to choose one or more standards in which to prepare a valuation service. The performance standards chosen by the appraiser would be mandated to be recognized,

specified and acknowledged within the engagement letter and included within the report.

This motion would charge three committees involved with standards related activities to provide recommendations to the Board of Directors.

(Motion amended to direct ASGC to take the lead among the three committees).

Motion

Passed

11/18/2012

We await the results of the committees' findings in February, 2013 and hope they respond in a way that moves the motion forward or at the very least, allows the conversation on this important issue to continue.

2013 Courses

2013 courses have been announced and registration is open! All courses will be capped at 25 students. Register early to guarantee your spot!

Register here:

<http://www.appraisalinstitute.org/education/PhiladelphiaMetro/>

March 13-16: Basic Appraisal Principles

April 15-19: Advanced Market Analysis, Highest and Best Use

May 8-11: Basic Appraisal Procedures

June 11-15: Advanced Income

September 18-21: General Appraiser Income 1

October 23-26: General Appraiser Income 2

November 11-16: Advanced Concepts and Case Studies

Check our website <http://aiphilametro.org/education/> for updates and a complete list of courses and seminars.



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 whenever you have time. It's easy, convenient and a great way to get the education you want. Check out the current course listings now!



Career Opportunities

Don't forget to check out the website for lots of job postings. They are being posted quite frequently!
<http://aiphilametro.org/jobs-listings/>.

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@aiphilametro.org) with posting information.

2012 Officers and Directors

President	Louise Jeffers, SRA ljeffers@reapejeffers.com
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