

Southern NJ Chapter of the Appraisal Institute

March 2009 Edition

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Installation Dinner Marks a Perfect Start to 2009 Officers Installed; Sapio Honored with Olasin Award; President Amorin Gives National AI Status Report

On Thursday, January 29th, the Southern NJ Chapter of the Appraisal Institute hosted its first dinner meeting of the year at Auletto Caterers in Deptford. The 2009 slate of officers & directors were installed, as well as a prestigious award presented. Sixty-five people attended this splendid affair, including presidents from other area chapters as well as Region VI AI Directors. It was a wonderful turnout on a chilly night. Snow on the ground helped the area around Almonesson Lake look like a Winter Wonderland – a wonderful backdrop to a perfect evening!

The evening started with open bar and elegant hors d'oeuvres in Auletto's expansive, impressive wine cellar. For those new to Auletto's, the facility was a pleasant treat. Cocktail hour was the perfect atmosphere for meeting new members and catching up with old friends.

Dinner featured three excellent main courses, and laughter filled the room as people enjoyed each other's conversations. The atmosphere was filled with a wonderful energy that was contagious throughout the room.

After an enjoyable dinner, chapter business was handled, including the deinstalling the 2008 Board of Directors and Officers and the 2009 Installation of Officers. Officers for 2009 are as follows:

President: Jack Sheehan, MAI
Vice President: John Corbett
Secretary: Kristen Mansfield
Treasurer: Craig Black, SRA

Board Members installed included Pat Conover, MAI, Jerry McHale, MAI (pictured right with his wife KC), Ed Molinari, SRA, Andrea Senatore, Errett Vielehr, John T. Stone, MAI, and ex officio Lana Chiappetta, MAI.



The keynote speaker for the evening was the 2009 Appraisal Institute President Jim Amorin, MAI, SRA. His insight on Appraisal Institute's direction in 2009 was an interesting and informative topic. Amorin has been actively involved in the Appraisal Institute in the areas of admissions, education, ethics and counseling, and serving in various chapter, regional and national leadership positions. Last year, as vice president, he chaired the national Finance Committee. Amorin also serves on the board of the Appraisal Institute Relief Foundation this year. Amorin is vice president of Atrium Real Estate Services, a full-service real estate appraisal and consulting firm in Austin,



Texas. He also belongs to the International Right of Way Association and the CCIM Institute. He also is on the board of the Green Building Finance Consortium.

The chapter had the pleasure of welcoming many special guests to the event. Notable guests in attendance include the following: 2009 Philadelphia Chapter President Mike LaGreca, 2009 New Jersey Metro Chapter President Mike Hedden, Region VI Directors Tom Reynolds and Eileen Lynn. (All pictured on previous page.)

In the spirit of serving the community, the chapter collected non-perishable food items to donate to local food banks. (See photo.) The response was impressive: over 100 units of food were collected, weighing in at over 96 pounds! Additionally, \$100 in cash was donated to support community food bank efforts in Southern New Jersey.



As the evening wrapped up, highlights from the past year were relived. Outgoing President Chiappetta was presented a gift from the chapter in honor of her hard work. No one left empty handed: boxes of chocolates (made in the heart of South Jersey!) were given to everyone as they left, wishing them a sweet 2009.

Robert Sapio Honored with Olasin Award

Robert M. Sapio, MAI, SRA, was presented with the 2008 George Olasin award at the January holiday dinner.

This special recognition is given to a chapter member who has given years of dedicated service to the chapter and exhibited a high standard of ethics and professionalism in their appraisal practice.



Named after a longtime member, Sapio is the tenth recipient of the prestigious award. The following is the speech 2009 Chapter President Jack Sheehan, MAI, prepared and delivered at the dinner.

The George Olasin Award, which is named after one of our members, is presented to a deserving individual who has exhibited the highest standards in conduct and professionalism. The recipient is a person who has made extensive contributions of time and effort for the benefit of the Appraisal Institute.

This year's recipient is Robert Sapio, MAI, SRA. Bob has been an appraiser for six decades. To put this in perspective, when Bob started his career in 1957, Dwight Eisenhower was the president of the United States and the generation known as the baby boomers was being born. Locally this area was truly the Garden State as most of the uses were farms. Suburban sprawl was in its early stages as families were moving from the cities of Camden and Philadelphia to their dream home in a tract development here in South Jersey.

During the early years of his career, Bob worked for a variety of appraisal companies including Cole Layer Trumble, Equitable Life and Interstate Appraisal. He was also the tax assessor for Voorhees Township.

In 1970 Bob started his own company which he continues to lead today. With his company he has probably appraised every property type for every use our market has to offer. His company also does a lot of what would be considered the heavy lifting appraisal work. Bob routinely is involved in complex valuation assignments involving high profile real estate. My personal observation from when I worked with Bob, and I think others would agree, is that Bob finds the challenge of appraising these type properties to be invigorating. He really enjoys the process and the problem solving that goes with it.

Now it would take all night to detail all of Bob's appraisal accomplishments so I am just going to highlight some of them:

- Bob has appraised the largest residential property in this market, a 45,000 square foot mansion.
- He has appraised oil refineries and large manufacturing facilities.
- He has appraised regional malls, casino hotels, and amusement piers.
- He has appraised what is considered the top rated golf course in the United States and arguably the world which is Pine Valley Golf Club.
- He has appraised race tracks including the former landmark, the Garden State Park. Besides appraising that property I believe that Bob, Errett and myself have the distinct honor of being the last people to ever circle the track before it was demolished and redeveloped. We completed that task in Bob's car and not on racehorses.

Bob's practice has evolved as this real estate market has evolved. Bob could probably write a book chronicling the development history of South Jersey for the second half of the 20th century. I think he still has most of his work

product from the time he started although he has it on disk as he has kept up with the times.

In terms of his activity with the Chapter, Bob has participated in a leadership role. He is a past president and has also served on numerous boards and committees. He has also been an instructor not just for appraisers but also for continuing legal education. He is a past president of the New Jersey Chapter of the American Right of Way Association.

Bob has also established a legacy for himself within the appraisal profession and this chapter. Over the year's Bob has worked with his brothers, his sister, his sons, his nephew, his grandson and last but not least I do want to shine the spotlight on Bob's wife Helen who continues to work with Bob and has done so since the beginning. Congratulations Helen. (Mrs. Sapio pictured with son Bill.)



Now Bob's influence has not just been limited to family. He has historically had one of the largest real estate appraisal practices in this market and many people in this chapter have worked with him. This entire group, his family and current and former associates includes five MAI'S (we are hoping for the sixth this year), four chapter presidents and holders of numerous chapter officer and board of directors positions .Bob has placed his stamp on the chapter and this profession.

In conclusion if I were to select some phrases to describe Bob, they would be: Self made Master Appraiser..... Teacher and mentor.... A student of this profession..... Rainmaker. When you put all those together you have achieved a stellar career. So Bob congratulations you are well deserving of this award.



George Olasin award winners in attendance at the January meeting included Mike Jones, MAI (2005), Bob Sapio, MAI, SRA (2008) and Dick Sheldon, MAI, SRA (1999).

New Seminars Highlighted by Southern NJ Chapter of the AI

Last Spring, a Freddie Mac spokesman said the company this month adjusted its prices to make 5 percent down payments available in declining markets. Rather than defining those markets by ZIP code, Freddie Mac allows appraisers to make that determination, he said. Are you prepared? With U.S. home prices falling at the sharpest rate in at least two decades, the effect of shifting markets is one of the most significant issues facing real estate appraisers today. **"Appraisal Challenges: Declining Markets and Sales Concessions"** will help you understand the impact of rapidly changing markets and also review the impact of seller concessions on real estate prices. This seminar, instructed by Mark Smeltzer, SRA, will be held March 25th at the Adelphia Restaurant in Deptford.

Seminar developer Mark Rattermann, MAI, SRA, recently previewed this timely seminar to federal bank regulatory agencies, federal housing agencies and real estate industry leaders. "The goal of this seminar is to give assistance to practicing appraisers on how to read, measure and adjust for a declining market," said Rattermann following the preview. "Our initial presentation was a great opportunity for the Appraisal Institute to show that we are proactive in dealing with this contemporary issue."

This seminar offering is \$135 AI members/\$149 non-members, including materials, continental breakfast and buffet lunch.

On April 1, the chapter hosts a 3-hour seminar for residential appraisers entitled **"New Residential Market Conditions Form."** The Appraisal Institute has developed this special "Spotlight" seminar that goes over the November 14, 2008 release of the new Fannie Mae "Market Conditions Addendum to the Appraisal Report" (Form 1004MC). This new form will be required with all appraisals of one-to-four unit properties effective April 1, 2009. This seminar is intended for residential appraisers, review appraisers, investors, underwriters, and lender quality control staff. The focus of this presentation will be on researching, analyzing and reporting market conditions in the subject's specific market. Also included in this material will be discussion of policy differences called for by Fannie Mae Announcement 08-30.

This seminar, instructed by Ed Molinari, SRA, is \$59 AI members/\$69 non-members. This includes materials and a full breakfast buffet. Spots are filling fast, so don't wait to reserve your spot!

For registration information on these or any SNJAI events , visit www.ai-snj.org or call Lisa at 856-415-0281.

FHA Requirements, Changes

Starting October 1, 2009, **all** FHA Appraiser Roster appraisers in all states & territories must be state certified (not just licensed) in order to remain on the FHA Appraiser Roster and to be eligible to conduct appraisals for FHA-insured mortgages. To view responses to many questions regarding the U.S. Department of Housing and Urban Development's revised FHA Roster eligibility requirements, visit AI's dedicated FHA Roster FAQs page: http://www.appraisalinstitute.org/education/FHA_FAQs.aspx The chapter is offering a seminar that you may find helpful when working with the FHA. **"Introduction to FHA Appraising: What Appraisers Need to Know About HUD Policies, Procedures and 2008 Roster Eligibility"** is being held April 30 at the Adelphia Restaurant in Deptford. This seminar will help you keep abreast of the latest FHA appraisal requirements. With Congress' recent mandate that FHA appraisers demonstrate verifiable education on FHA appraisal requirements, the recent elimination of the FHA exam, and FHA and Fannie Mae appraising becoming increasingly similar to one another, appraisers need to keep up-to-date on the latest information regarding the FHA appraisal process. **"Introduction to FHA Appraising: What Appraisers Need to Know About HUD Policies, Procedures and 2008 Roster Eligibility"** will provide both experienced and novice FHA appraisers a high level of understanding and knowledge regarding today's FHA appraisal policies. Information presented in this timely 7-hour seminar will benefit **all** residential appraisers who want to expand their business. For more on the seminar, contact Lisa or visit our website: www.ai-snj.org.

Take Me Out to the Ballgame! SNJ, Philadelphia, Delaware team up for seminar, game

The boys of summer are in Spring Training. Can't you hear the sweet sound of bats cracking and fastballs breezing over the plate? Mark your calendars now for the best way to celebrate the Summer!

Members of the Philadelphia Metro, Southern NJ and Delaware Chapters of the Appraisal Institute are invited to see Ryan Howard, Chase Utley and Shane Victorino at Citizens Bank Park!

The Delaware Valley Appraisal Institute Meeting will be held Thursday, June 18. Registration begins at 9:30 am, with the seminar starting at 10. After the seminar, we'll enjoy lunch before heading to our seats for the game at



1:05, when the World Champion Philadelphia Phillies take on the Toronto Blue Jays.



Bill Garber will deliver a presentation updating attendees on the legislative/regulatory and judicial activities. Garber is the Director of Government and External Relations for the Appraisal Institute. Bill started with the Appraisal Institute in 2000, and worked at AI until September of last year. After serving as VP for Policy and Government Relations for the International Sleep Products Association for six months, Bill returned to the Appraisal Institute in February 2008 to manage the AI Washington office. Bill has expertise in a range of real estate issues, including residential and commercial valuation, economic development and land use, and conservation and historic preservation issues. He serves as the liaison to the Appraisal Institute's Government Relations Committee and the AI Client Advisory Board, as well as the Treasurer of the Appraisal Institute Political Action Committee. Bill has a B.S. degree from Oregon State University, and is currently seeking a Master's Degree in Public Administration from Walden University.

The 2-hour seminar will be approved for CE credits with AI, NJ, PA & DE Boards of Real Estate Appraisal. Tickets are limited ... information to reserve your seat is coming soon!

The next dinner meeting will be Tuesday, April 21, at the Adelphia in Deptford. This will be our annual joint meeting with the Association of Municipal Assessors of New Jersey. Three CE hours are pending. Watch your inbox for topics and registration info soon!

Designated Member News

Since the September 2008 premiere of the *Appraisal Curriculum Overview* (ACO), many designated members have continued to ask when this new CE requirement takes effect. To verify if you need to fulfill the ACO requirement in your current CE cycle, please view your CE logs on the AI website. If the ACO is required for you, the course will appear as a line item in your CE log.

▶ Practicing designated members with CE cycles beginning 1/1/2007 are subject to the Appraisal Curriculum Overview requirement. In other words, designated members currently on CE cycles ending on 12/31/2009 or 12/31/2010 will NOT be required to take the program at this time. However, the ACO requirement will take effect for these members starting with their next CE cycle and beyond.

► For those for whom ACO is required, members holding a residential designation must attend the [Appraisal Curriculum Overview \(1-day Residential\) program](#). Members holding a general designation must attend the [Appraisal Curriculum Overview \(2-day General\) program](#). Residential members, especially those holding a general certification, are encouraged to attend Day 2.

If you have questions regarding this requirement, contact Designated Member Service Center at 312-335-4401 or designated@appraisalinstitute.org. **Our chapter plans to hold this class before the end of 2009 – contact Lisa for more information!**

News Around AI ...

- ♣ Welcome home, Ed Bligh! After many surgeries and months in the hospital and rehab center, Ed has returned home to finish his recovery. We wish you well, Ed!
- ♣ Cable television network CNBC has produced a special investigative report titled “House of Cards” to examine the origins of the current financial crisis gripping the nation’s residential and commercial markets. In the two-hour report, CNBC’s David Faber takes an in-depth look at the causes of the ongoing collapse of the housing industry. Key topics include the boom of subprime lending, how Fannie Mae and Freddie Mac adjusted standards to stay competitive with competition, and how the bond rating agencies were pressured into giving AAA bond ratings, among other relevant issues. “House of Cards” replays on CNBC on Sunday, March 15, at 9 p.m.
- ♣ The Appraisal Foundation’s third USPAP Exposure Draft includes edits to the Ethics Rule, Competency Rule, Jurisdictional Exception Rule and Standard 3: Appraisal Review, Development and Reporting. The draft, available for comment through March 27, also contains further edits to the definition of “assignment.” In the Second Exposure Draft, the Board reworded the definition of assignment to refer to the agreement, rather than the service appraisers provide. Amending the definition to demonstrate that the assignment refers to the agreement is clearer and less awkward than the previous definition. The amended definition is included in changes to the Competency Rule. After considering comments received from the First and Second Exposure Drafts, the ASB proposed amendments to the following sections of the Ethics Rule: conduct, management and record keeping. There are also various edits to the Jurisdictional Exception Rule. Also presented in the Third Exposure Draft are edits to the rationale and Standards Rules 3-1 through 3-7 in Standard 3: Appraisal Review, Development and Reporting. Comments on the third draft are due by March 27, and may be sent to:

Appraisal Standards Board; The Appraisal Foundation; 1155 15th Street, NW, Suite 1111; Washington, D.C. 20005. They can also be e-mailed to asbcomments@appraisalfoundation.org or faxed to 202-347-7727. For the complete draft, visit www.appraisalfoundation.org.

♣ The AQB has issued new, revised approvals for both the online and classroom *Business Practices and Ethics* courses. Due to some content specific to the Appraisal Institute, the AQB has now approved both courses for 5 hours of CE instead of 7 or 8 hours. **Our offering of this seminar is December 4th!** The seminar is still 7 hours – 5 CE hours approved by the state boards of real estate appraisal and 7 CE hours approved for AI.

♣ The next Regional Meeting is scheduled for Friday, April 17th and Saturday, April 18th at the Heritage Hills Golf Club and Resort Center in York, Pennsylvania. A block of rooms will be available at a cost of \$149+ taxes. On 4/17, there will be an Associate Guidance seminar – free to all AI Associate members! That evening, a dinner will be held and all associate members who attended the seminar may attend as guests of the region. Contact Debra Miller at rjn6execdirector@verizon.net for more information on these and other regional events.

SNJAI Event Calendar

2009 is a recertification year. [Plan on how you are going to get your CE credits.](#) More seminars are being planned (as well as the MAI/SRA mandated Appraisal Curriculum Overview course) as this newsletter goes to print. Also being scheduled is the licensing package for beginner appraisers. (This includes Basic Appraisal Principles & Procedures and the 15-hour USPAP course.) Look for those dates to be scheduled in the late summer months. **If you are looking for a specific seminar/topic or have an idea for a future speaker, contact Lisa.** See you soon!

Chapter Meetings: April 21, June 18 (at the Phillies game), September 9, November 19

Appraisal Challenges: Declining Market & Sales

Concessions: Wed., March 25 at Adelphia, Deptford

New Residential Market Conditions Form: Wed., April 1, at Adelphia, Deptford (3-hr. seminar)

Seminars at the Shore: June 1 & 2 at Trump Taj Mahal on the Atlantic City Boardwalk

7-hour USPAP: Friday, June 5 at Adelphia, Deptford

PA Regs seminar: Friday, June 19 at Adelphia, Deptford

Business Practices and Ethics: Friday, December 4 at Adelphia, Deptford

7-hour USPAP: Friday, Dec. 11 at Adelphia, Deptford

Seminars at the Shore 2009
Mark your calendars; Tell a friend!
June 1st & 2nd
Trump Taj Mahal, Atlantic City
*2 days of CE credits with some of the best
instructors in the country. This annual
event always highlights the SNJAI year!*
**Seminars/Presenters Announced Soon –
You won't be disappointed!!!**

Next Meeting: April 21st
*Joint meeting with the SNJAI
and the Association of
Municipal Assessors of NJ*



Happy Spring!
**Don't miss SNJAI's June
18th event at Citizens
Bank Park with the
Philadelphia Phillies!**

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