

The Appraisers' Appriser



President's Message Ann Marie McCarthy, MAI



It's almost October. The kids are back in school and the year seems to be flying by. Life is good - okay, maybe not good, but better than last time I wrote an article for the chapter newsletter.

I am happy to report that this year has been quite successful for the chapter. Our latest technology upgrade is the new Chapter website we recently launched. I encourage you to browse over and check it out. www.southflorida-ai.org

Our Associate Leadership Committee held a networking meeting which was well attended. Discussions are underway to hold a second event, possibly at a Panthers' game. Much thanks to Mike Brady, Denise Morales and Jon Whitney for their efforts which resulted in a very successful event.

The August chapter meeting was also extremely well attended and Bill Garber's presentation could not have been more timely! Just this week another great success was achieved with the reworking of the FHA guidelines. Don't miss our next chapter meeting on October 30th. Thanks to Bob Love and Claudia Vance this meeting is shaping up to be a great program as well. Details enclosed, register today, don't miss out!

On January 29, 2010, incoming president Don Sarley has planned a new format for the installation festivities, a day at Gulfstream Park. With Don at the helm, I anticipate this to be great fun - I've already purchased my big hat for the event!

Overall the year has gone well, in large part due to the constant hard work and innovations provided by Debbie and Judy. We're poised to finish the year in style.

Finally, as this is the last newsletter of the year, I would like to thank every member of the chapter for the opportunity to serve as your president in 2009. Over the years, I've participated in a number of ways, with a number of organizations and this has been, by far, the most rewarding of any of my volunteer service. I would like to be the first to wish each of you the happiest of holidays and a healthy and prosperous 2010.

Editor: Wayne B. Lewis

2009 Officers and Directors

President

Ann Marie McCarthy, MAI

Vice President

Donald J. Sarley, SRA

Secretary

Armando F. del Valle, SRA

Treasurer

James J. Walsh, MAI

Directors thru 2009

Edward N. Ames, MAI

Michael J. Brady

Richard A. Klein, MAI

Charlie Minor, MAI

(Past President)

Directors thru 2010

Val K. Chiasson, MAI

Susan M. Edge

Lance R. Zabatta, MAI

Directors thru 2011

Albert J. Armada, MAI

Frank J. Cardo, MAI

Region X Representatives 2009

Ann Marie McCarthy, MAI

(2009 Chapter President)

Joel Greenberg, SRPA, SRA

Donald J. Sarley, SRA

Claudia S. Vance, MAI

2010

C. Kevin Bokoske, MAI

Robert J. Gore, SRA

David C. Yates, MAI

Region X Representative

Alternates 2009

Albert J. Armada, MAI

Michael J. Brady

J. Lynn Carlson, MAI

Val K. Chiasson, MAI

Armando F. del Valle, SRA

Cynthia A. Gardner

William K. Griffith, SRA

Richard A. Klein, MAI

Andrew Magenheimer, MAI

Mark L. Pelletier, SRA

Education

Claudia Vance, MAI

Our August chapter meeting was an overwhelming success with 135 in attendance, including 57 lenders. We also presented three Appraisal Institute certificates to Diane Pendleton, MAI, Henry Keel, SRA and Jeffrey Musolino, SRA. Bill Garber, AI Director, Government and External Relations, informed the audience on up-to-the minute legislation and policy issues. The October chapter meeting will be equally outstanding. Robert Love, MAI, SRA and Ann Marie McCarthy, MAI have been formulating this event for months, gathering the top economic and real estate experts in our area to speak on *The Real Estate Market: Where We Are, How We Got Here, and Where We're Going*. Allied real estate professional organizations are invited, making this event an excellent networking opportunity while being informed. See the brochure in this newsletter for complete details.

We are offering two of the three courses for the Litigation Certification Program. These courses will be well attended with almost 50 attendees in each. These lucky individuals will be able to complete the program next March with the third part of the series. MAI Associate Members are making progress toward their designations with 25 registered to attend the *Advanced Applications*. November and December will bring two courses for General appraiser trainees and one course for Residential appraiser trainees. Of particular note, is *General Appraiser Market Analysis and Highest & Best Use* since this is the last session of this course before it is changed. Business Practices and Ethics is a required continuing education course for most Appraisal Institute members. (See schedule for details.)

The 2010 schedule is included in the newsletter, filled with educational offerings for qualifying and continuing education. Everyone can find what they need to round out the 30 hours for state renewal. There are numerous offerings of the required seminars of *Florida Law, Supervisor Trainee Roles & Rules, and 7-Hour National USPAP*. Take a moment to review the schedule and plan your year. Online registration is ready for you.

As always, Judy Curtis and Debra McClave have worked diligently to organize the calendar and secure the best instructors for our chapter. Now, it is up to you to support our education programs. Our chapter's survival, as we know it, depends on you attending the South Florida Chapter's offerings. Encourage the other appraisers in your office to attend. Pass along the schedule to offices that are not affiliated with our chapter. Our education is the best; we need everyone to attend!

Classroom Education vs. Online Education

The South Florida Chapter utilizes quality Appraisal Institute instructors who are experienced practitioners. An instructor brings much to the classroom that a student cannot receive online. In addition to presenting the course material, they offer their own practical experiences as examples of concepts taught. Students cannot get that advantage from an online screen.

Classroom attendees are exposed to the questions and comments which other students put forth to the instructor. Those questions and answers provide education, not just from the instructor or the course material, but from fellow classmates, as well.

The networking that in-class courses have, present a tremendous source of contacts that add to your family of professionals. How many times have you called a colleague for data or other information? That is an unmatched advantage of in-class education.

[REGISTER FOR CLASSES TODAY](#)



Education Schedule 2009 South Florida Chapter



Date	Offering	Instructor
	Part of the New Litigation Certificate Program	
October 5-6	<i>Litigation Appraising: Specialized Topics and Applications</i>	John Underwood, MAI
October 7-8	<i>The Appraiser as an Expert Witness: Preparation and Testimony</i> Florida Atlantic University, Boca Raton	John Underwood, MAI
October 8-14 No Class on Sunday	<i>Advanced Applications</i> MAI Designation Course 550 Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Kerry Jorgensen, MAI
October 30	Chapter Meeting Sheraton Fort Lauderdale Airport <i>Real Estate Market—How We Got Here, Where We Are, Where We're Going</i> 3-Credit Hours/0008645	Robert Love, MAI, SRA American Realty Consultants William Pittenger, MAI, SRA Seacoast National Bank Jack McCabe McCabe Research & Consulting, LLC
November 9-12	<i>General Appraiser Sales Comparison Approach</i> Westin Hotel, Fort Lauderdale 30-Hour Course	Kenneth Foltz, MAI, SRA Dan Hrabko, MAI
November 16-19	<i>Residential Sales Comparison & Income Approaches</i> Florida Atlantic University, Boca Raton 30-Hour Course	Gary Scott, SRPA, SRA Timothy Andersen, MAI
December 4	<i>Business Practices & Ethics</i> Courtyard by Marriott Ft. Lauderdale North 5-Credit Hours/0008556	Vincent Dowling, MAI, SRA
December 7-10	<i>General Appraiser Market Analysis and Highest & Best Use</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 30-Hour Course	Robert Dunham, MAI, SRA Richard Parli, MAI

Questions? Contact us at 954-229-0499 or sfchap@bellsouth.net

[Register Here](#)



Education Schedule 2010 South Florida Chapter



Year 2010	Offering	Instructor
January 25	<i>General Demonstration Report Writing Seminar</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 7-Hour Seminar	Charles Lentz, MAI
January 29	CHAPTER MEETING AND INSTALLATION A Day at the Races Gulfstream Park, Hallandale	
February 11	<i>7-Hour National USPAP</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Bob Gallaher, MAI
February 12 A.M.	<i>Florida Law for Real Estate Appraisers</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 3-Hour Seminar	Tim Andersen, MAI
February 12 P.M.	<i>Supervisor Trainee Roles & Rules</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 3-Hour Seminar	Tim Andersen, MAI
February 19	<i>Introduction of Valuation for Financial Reporting</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 7-Hour Seminar	Micheal Lohmeier, MAI, SRA
February 22-27	<i>Report Writing & Valuation Analysis</i> MAI Designation Course 540 Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Alan Blankenship, PH.D Rich DuBay, SRPA
February 27	<i>Effective Appraisal Writing</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 7-Hour Seminar	Alan Blankenship, PH.D
March 1-4	<i>General Appraiser Report Writing & Case Studies</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 30-Hour QE/Post Licensing	Rich DuBay, SRPA
March 15-17	<i>Part of the Litigation Certification Program</i> Condemnation Appraising: Principles & Applications Courtyard by Marriott Cypress Creek, Ft. Lauderdale 17-Hour CE Course	John Underwood, MAI, SRA
April 10 April 17 April 24	30-Hour Continuing Education Package Florida Atlantic University, Boca Raton	
May 21	CHAPTER MEETING TBA Property Tax Assessment 3-Hour Seminar	Moderator John Underwood, MAI, SRA
June 5 June 12 June 26	30-Hour Continuing Education Package Florida International University, Miami	



Education Schedule 2010 South Florida Chapter



Year 2010	Offering	Instructor
June 17-18	<i>15-Hour National USPAP</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	C. Kevin Bokoske, MAI
July 16 A.M.	<i>Florida Law for Real Estate Appraisers</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 3-Hour Seminar	Patricia Birch
July 16 P.M.	<i>Supervisor Trainee Roles & Rules</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 3-Hour Seminar	Patricia Birch
July 22-27	<i>Advanced Sales Comparison & Cost Approach</i> MAI Designation Course 530 Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Wm. Otto Spence, MAI Larry Wright, MAI, SRA
August 2-5	<i>General Appraiser Income Approach, Part 1</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Tom Cowart, MAI Daniel Hrabko, MAI
September 17	CHAPTER MEETING	
September 24 October 1 October 8	<i>30-Hour Continuing Education Package</i> Courtyard by Marriott Cypress Creek, Fort Lauderdale	
October 21-25	<i>“NEW” Advanced Market Analysis and Highest & Best Use</i> MAI Designation Course Courtyard by Marriott Cypress Creek, Ft. Lauderdale	
December 3	<i>Business Practices & Ethics</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 5-Hour Seminar	Tim Andersen, MAI

Questions? Contact us at 954-229-0499 or sfchap@bellsouth.net



Mark Your Calendar
January 29, 2010
A DAY AT THE RACES
Meeting & Installation
Gulfstream Park



At our August 28th Chapter Meeting, Ann Marie McCarthy, MAI, President, presented certificates to three new designated members; Diane Pendleton, MAI, Henry Keel, SRA and Jeffrey Muscolino, SRA.

We are proud of your accomplishments and confident that your efforts will serve you well in your career. You are inspirations and role models to those still on the path to designation.

Diane Pendleton, MAI



Henry Keel, SRA



Jeff Muscolino, SRA



Welcome New Associate Members

Phil Biber	Residential
Paul Cassidy	General
Gustavo Mejido	Residential
Enrique Orozco	Residential
Christine Pardo	Residential
Alison Perlman	Residential
Stuart Perlman	Residential
Julio Pla	Residential
Christopher Samson	General
Itony Telusnord	Residential

Inactive Member Status

Roberta O'Malley, MAI, SRA

What's New?

Visit our new chapter website

www.southflorida-ai.org

ELEVATE YOUR CAREER WITH DESIGNATED MEMBERSHIP

Why pursue the MAI and SRA designations?

- The MAI and SRA designations have long been recognized by courts of law, government agencies, financial institutions and investors as **marks of excellence** in the field of real estate valuation and analysis
- Obtaining a designation shows your clients that you have gone above and beyond the education and experience needed for state certification and demonstrated **professional knowledge, understanding and ability**

Designated members make a commitment to advanced education, defined ethical requirements and **higher expectations for the appraisal profession as a whole**

What are the MAI and SRA designations?

The MAI designation is held by appraisers who are experienced in the valuation and evaluation of commercial, industrial, residential and other types of properties, and who advise clients on real estate investment decisions. [View requirements](#) for the MAI designation.

The SRA designation is held by appraisers who are experienced in the analysis and valuation of residential real property. [View requirements](#) for the SRA designation.

Take the first step towards becoming designated

JOIN NOW as an [Associate Member](#). Questions about becoming a Designated Member? Contact us at admissions@appraisalinstitute.org or call 312-335-4111. Our counselors are available to help you work towards your designation.

Former Designated Members

Interested in reinstating your Appraisal Institute designation? View the [Frequently Asked Questions Regarding Readmission to Designated Membership](#) or contact us at designated@appraisalinstitute.org

My Appraisal Institute Now Showcases National Media Coverage

Did you know that the Appraisal Institute is regularly noted in high-profile media outlets such as *The Wall Street Journal*, *The Washington Post*, *The New York Times* and National Public Radio?

Log in to the redesigned My Appraisal Institute section of www.appraisalinstitute.org and check out our latest media coverage. On a nearly daily basis, media outlets from coast to coast mention the Appraisal Institute and note the expertise of our members. We encourage you to check out this latest Web site enhancement and take great pride in being part of our prestigious organization.



International Appraisal Congress

November 11-13, 2009

Cancun, Mexico

[Click here to register](#)

Associate Leadership

Michael Brady

Our chapter held an associates meeting this past Wednesday evening, September 23rd at the Tarpon Bend in Fort Lauderdale. We had about 20 associates attend and I think it went well. A drawing was held for an Appraisal Institute book of choice. Joseph Martinez won and I understand he will be receiving a copy of the 13th edition.

Several people have offered to help set up the next meeting and we have talked about possibly putting together something for a Panthers game in late November or early December. Any other ideas would be appreciated.

Tarpon Bend - Ft. Lauderdale



**Denise Morales, Meredith Miller, Patricia Friend,
Jim Graber, Jon Whitney, Irene Sokoloff**



Jennifer Smith and Joseph Martinez



Jose Wong, Paul Snitkin, Irene Sokoloff, Mike Brady

Chapter Leadership Elected for 2010

The membership elected new Officers, Directors, Regional Representatives and Alternate Representatives at our chapter meeting on Friday, April 3rd at the Boca Country Club. The leaders' terms will begin on January 1, 2010.

Congratulations to the newly elected leaders. Your service is appreciated and necessary to the growth and continued representation of the South Florida Chapter.

President: Donald J. Sarley, SRA
Vice President: Armando F. del Valle, SRA
Secretary: James J. Walsh, MAI
Treasurer: Val K. Chiasson, MAI

Directors thru 2010

Val K. Chiasson, MAI
Susan M. Edge
Lance R. Zabatta, MAI
Ann Marie McCarthy, MAI – Past President

Directors thru 2011

Albert J. Armada, MAI
Frank J. Cardo, MAI

Directors thru 2012

Trisha P. Guarnieri, MAI
Scott M. Powell, MAI
Robert H. Scherer, MAI

Region X Representatives thru 2011

Edward N. Ames, MAI
Armando F. del Valle, SRA
Joel B. Greenberg, SRPA, SRA
Donald J. Sarley, SRA – 2010 President

Region X Representatives 2010 Alternates

Michael J. Brady
Val K. Chiasson, MAI
Carlos D. Gobel
Andrew H. Magenheimer, MAI
Chris Marrongelli, SRA
Ann Marie McCarthy, MAI
Paul B. Turner
Claudia S. Vance, MAI
James J. Walsh, MAI
D. Robert Willson, MAI

Committees

Associate Leadership	Michael J. Brady	mjbrady@aol.com
By-Laws	Carlton W. Cole, MAI	carlton842@aol.com
Diversity	Mark L. Herold	mherold@andersoncarr.com
Education	Claudia S. Vance, MAI	vanceval@att.net
Finance	James J. Walsh, MAI	jim.walsh@cushwake.com
Government Relations	James J. Walsh, MAI	jim.walsh@cushwake.com
Guidance	Stuart J. Lieberman, MAI	stuart.lieberman@cbre.com
House	Frank J. Cardo, MAI	fcardo@andersoncarr.com
Membership Development & Retention	Donald J. Sarley, SRA	dsarley@bellsouth.net
Newsletter	Wayne B. Lewis	wlewis@andersoncarr.com
Nominating	Charlie E. Minor, MAI	cminor@roeminor.com
Public Relations	Val K. Chiasson, MAI	val@reafla.com
University Relations	Scott M. Powell, MAI	smpmai@smpgroup.biz

Did you know?

General Demonstration Report Writing—January 25, 2010

Associate Members are encouraged to attend this seminar before beginning their demonstration report. **Attendance is mandatory for Associate Members wishing to apply for the E-Demo.** Additionally, those Associates who have never taken the seminar and need to review and resubmit their demo report must attend this seminar first. Designated Members are encouraged to attend at any time.

[Register Now](#)

Job Board

Experienced Appraiser

The SMP Group, Inc., Stuart, FL

Experienced appraiser who can handle a heavy workload. Our business is growing and we'd like to add another full or part time appraiser. Commercial experience is preferred but not required. Outstanding candidates with residential experience will be considered. Compensation is fee split and based upon experience. Most of our work is in the Treasure Coast; but, we regularly have assignments throughout the state so some travel is required.

If you're smart, hard working, and want a comfortable and friendly office to work in, this may be the opportunity for you. However, if you're not self-motivated and/or can't work on a fee split than please do not apply. Check out our website for more information on our firm at www.smpgroup.biz. Email your qualifications to smpmai@smpgroup.biz

Commercial Real Estate Appraiser

FBS has a commercial real estate appraiser opportunity for a candidate with a minimum of five years experience and certified as a general appraiser in real estate. The successful candidate must be a highly motivated individual, willing to work independently, possess strong communication skills (written and oral), proficient in MS Word and Excel, and be able to multi-task. Experience preparing for Value Adjustment Board hearings is a plus. Duties include, but are not limited to:

- Research and analyze property information
- Develop economic overviews
- Search databases
- Inspect property
- Maintain organization reputation by conforming to the Uniform Standards of Professional Appraisal Practice (USPAP); keeping information confidential

Interested candidates should submit a resume to Jackie Fleites, Director of Human Resources, at jfleites@fbstaxabatement.com.

Job Board—Cont.

Director of Research Blumberg Capital Partners, Miami, FL

About Us:

Blumberg Capital Partners is an independent, privately-held firm working directly with institutional and accredited investors, as well as registered investment advisors, placement agents and broker dealers. We create and manage investment vehicles such as open and closed-end funds, ETFs and financial derivatives, with a focus in real estate. In addition, we provide a wide range of real estate management services such as property management, leasing and tenant services.

Our Company is currently seeking a Director of Research for our Miami, Florida office.

Job Description:

This position is primarily responsible for developing and analyzing research material focusing primarily on U.S commercial real estate markets by performing the following duties.

- Developing research analyses of commercial real estate markets by regions for potential investment
- Identify market trends and opportunities in line with the corporate investment strategies.
- Strategic analysis for investment Funds in general.
- Maintaining updated analyses and comparing them with original assessments and identifying variations.
- Publishing various reports for the Board of Directors, Executives and Senior Management Ongoing assessment efforts.

Requirements:

- College graduate and certified appraisal license required.
- Knowledge of Database software; Internet software; Spreadsheet software and Word Processing software.
- Ability to be flexible and adaptable.
- Ideal candidate will have the intellectual ability to create research projects on a broad array of subject matters.
- Must have flexibility to constantly reevaluate and reset priorities.
- Candidate must also understand practical application of economic policies

Benefits:

- Excellent benefits package.
- Competitive salary commensurate with experience.

Please send all resumes to careers@blumbergcapitalpartners.com

South Florida Chapter Luncheon Meeting



**The Real Estate Market:
Where We Are, How We Got Here, Where We're Going
Friday, October 30, 2009
Moderated by Darcie Lunsford,
Real Estate Editor, South Florida Business Journal**

The South Florida Chapter of the Appraisal Institute will present a program that will analyze the events that led to the worst real estate market since the Great Depression; examine the factors that led to the residential meltdown, its impact on the global economy and identify the economic indicators that could have let us forecast the results, instead of observing them. This information can educate us for analyzing future events.

The program will also offer insight on where we are currently in the economic cycle, how different property types are faring and offer some forecasts for the near term.

The program will include comprehensive market overviews by:

- ◆ Bill Pittenger, MAI, SRA. Currently the Chief Economist for Seacoast National Bank and former Chief Appraiser for Barnett Bank and Chief Appraiser for the Federal Home Loan Bank Board
- ◆ Jack McCabe, Principal of McCabe Research, a residential market consulting firm
- ◆ Richard Levinson, Vice President of Investment Properties with CB Richard Ellis

The presentations will be followed by roundtable discussions with brokers, lenders and developers. The roundtable participants will first offer their overview of *Where We Are, How We Got Here, Where We're Going*, will then respond to questions from a moderator and finally, respond to questions from the audience.

Participants will include:

- ◆ Patrick Ramage, Senior Vice President, Wells Fargo
- ◆ Lajuan Messer, Senior Vice President Commercial Lending, Bank of Florida
- ◆ James Wilson, Chief Credit Officer, Security Bank, N.A.
- ◆ William "Ted" Angyln, MAI, Appraisal Institute Instructor and former SE Regional Appraiser, New York Life
- ◆ James Carr, President of Carr Residential, a regional home builder, residential developer and principal of an opportunity fund
- ◆ Brad Capas, Senior Director of Apartment Brokerage Services Investments with Cushman & Wakefield
- ◆ Chris Metzger, Broker with Cushman & Wakefield, specializing in industrial properties and land
- ◆ David Siegel, President of Stiles Asset Services
- ◆ Steve Miskew, Managing Director, RJS Realty Group, specializing in investment properties
- ◆ Diana Parker, Broker, Cushman & Wakefield, specializing in office properties

REGISTRATION INFORMATION

Name: _____

Firm: _____

Address: _____

City: _____ State: _____

E-mail (Required): _____

Phone: _____ Fax: _____

Payment must accompany registration: Visa MasterCard AMEX Check

Card #: _____ Exp. Date: _____

Name on Card: _____

Location

Sheraton Fort Lauderdale Airport
1825 Griffin Road, Dania, FL 33304

Registration: 11:45 a.m.

Luncheon/Seminar: 12:00 - 4:00 p.m.

Menu: Plated Lunch

Appraiser Continuing Education:

Appraisal Institute, 3-Hours

FREAB, 3-Hours/0008645

Mail or Fax Registration

South Florida Chapter of the Appraisal Institute
1500 W. Cypress Creek Road Suite 103
Fort Lauderdale, FL 33309
T 954-229-0499 F 954-229-0498

Cost: \$75—Early Registration
\$85—After Oct. 23, 2009

Self parking will be validated

If you have any questions, please e-mail
sfchap@bellsouth.net or call 954-229-0499

[Register Online](#)