

Upstate New York Chapter Newsletter

June 2019

2019 OFFICERS

PRESIDENT

William Beyerbach, MAI, SRA

VICE-PRESIDENT

P. Richard Coughlin, MAI

TREASURER

Stephen Ferrara, SRA

SECRETARY

Shawn Riley

Executive Director

Yvette Molinas

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Upcoming Online Education

☑ For list of courses & seminars,
follow link below:

[REGISTER NOW!](#)

CHAPTER NEWS:

2020 Officers and Directors Elected:

At the June 6 Chapter meeting at Del Lago Resort in Waterloo, NY, the Upstate NY Chapter elected the new slate of Officers and Directors for the year 2020.

The Slate elected is as follows:

President: P. Richard Coughlin, MAI

Vice President: Stephen V. Ferrara, SRA

Treasurer: Shawn Riley

Secretary: Thomas P. LaBelle, MAI, AI-GRS

Also elected to serve in the Chapter's Board of Directors are:

Christopher L. Harland, MAI

3-year term – Term to expire 12/31/2022

William F. Beyerbach, MAI, SRA

3-year term – Term to expire 12/31/2022

Thomas P. Humbert, MAI

LaBelle's term)

1-year term (will serve out the remainder of Thomas

Elected to serve the Chapter as Regional Representatives are:

P. Richard Coughlin, MAI (Automatically Representative as Chapter President)

Stephen V. Ferrara, SRA (Must serve as Regional Representative)

Christopher L. Harland, MAI (Alternate Regional Representative)

Congratulations to all. The above will be installed at the Chapter's Annual Installation dinner to be held November 2019.



CHAPTER NEWS:

“The 19th Annual Case Studies in the Valuation of Upstate NY Real Estate Seminar”

Held on June 7, 2019 at Del Lago Resort & Casino in Waterloo was another huge success. Sixty one (61) members and guests were on attendance for a full day of excellent speakers and topics. We once again can't thank enough Nathan Gabbert, SRA, Seminar Facilitator, for putting together another great program and line-up of “speakers”. We also want to thank the “speakers” who gave freely their time to present topics of interest to those in attendance.

Speakers were: Todd Thurston, MAI, Kevin Bruckner, MAI, John Rynne, MAI, SRA, Denise Rhoads, Michael Coles, Zack Smith, MAI, AI-GRS, Caitlin Meives, and Daniel Deighan, MAI

Congratulations to new Designated Members:

Jason A. Graves, MAI earned his MAI designation and Thomas P. LaBelle, MAI, AI-GRS earned his General Appraisal Review Designation. Congratulations achieving these prestigious designations that differentiates you in a highly competitive marketplace!



Thomas LaBelle, MAI, AI-GRS

Upcoming 2019 Education Schedule

- **September 27, 2019 (Friday):** "Marketability Studies: The Six Step Process and Basic Applications"- (7 hour CE), Location: The Greater Syracuse Association of Realtors, Syracuse, NY, Susanne Curran, MAI, AI-GRS Instructor.
- **October 25, 2019 (Friday):** " Evaluating Commercial Leases: The Tenant and the Terms Both Matter" – 7 Hours, Instructor: Susanne Curran, MAI, AI-GRS, Location: The Greater Syracuse Association of Realtors, Syracuse, NY
- **November 8, 2019 (Friday):** Business Practices & Ethics Course, Instructor: John Zukowski, MAI, SRA, Location: Delta Hotel by Marriott, Utica, NY
- **December 2, 2019 (Monday):** 7-Hour USPAP Update Course(2020-2021), Instructor: Bruce Hunter, MAI, Location: Delta Hotel, Utica, NY

Mark your calendars and save the dates

All these courses/seminars are ready for registration online at our website:

www.upstateny-ai.org

Please call the Chapter office with any questions at 845-360-2510 or email to upstatechapter@gmail.com

2019 Denver ANNUAL CONFERENCE



**Don't miss AI's premier event for Valuation Professionals
There is still time to sign up!**



And it's all delivered against the backdrop of the breathtaking Rocky Mountains in beautiful downtown Denver, Colorado!

This year's program is dedicated to covering some of the valuation profession's most requested and cutting-edge topics.

Among many fascinating topics, Continuing Education session titles include:

- Artificial Intelligence, AVMs and the Future of Appraising
- Cannabis and Real Estate: The Ripple Effects of Legalization and Regulation
- The New Normal in Residential Appraisal: Hybrids, Bifurcation and Contract Bias
- Freddie Mac's Duty to Serve Initiatives: Impacts and Challenges for Appraisers

Sessions are taught by Designated Members of the Appraisal Institute and other highly qualified real estate professionals.

Don't miss out on the opportunity to network with other leaders in the industry, visit with exhibitors, enjoy an offsite reception at Coors Field, and there are still spots available at our golf outing on Saturday, July 20th at [Fossil Trace Golf Club](#), one of Denver's top golf courses, and much, much more!

We hope you will join us in Denver this year!

Online Registration Ends on July 1
[Click Here for Registration Information!](#)
Additional Hotel Rooms Available at [Sheraton Denver Downtown](#)

1-Day Registration Rates Available	AI Prof	Non AI	
Monday, July 22	\$225	\$275	Click here for daily agenda
Tuesday, July 23	\$415	\$465	
Wednesday, July 24	\$225	\$275	

More AI News

Chapter Leadership Program 2019



REGISTRATION IS OPEN!

[Register for the 2019 Chapter Leadership Program](#) | **Monday, July 22, 8:00 a.m. - 12:30 p.m.**

The registration link will give attendees access to register for the CLP or Region Meetings or both.

A Chapter Executive Directors Meeting will be held Monday afternoon following CLP (**pre-registration is not required**).

Hyatt Regency Denver
at Colorado Convention Center

Enjoy the sights and sounds of Denver as Appraisal Institute chapter leaders come together from across the country to prepare for a successful 2020. The Chapter Leadership Program will equip you with ideas and strategies you can apply to your chapter right away and in the year ahead.

Don't miss this valuable, information-packed program where you will network with fellow chapter leaders, national leaders and AI staff during dynamic sessions and discussions.

****Registration deadline is Jul. 1, 2019***

More AI News

Appraisal Institute Urges Congress to Address Valuation Issues

CHICAGO (June 20, 2019) – The president of the Appraisal Institute, the nation’s largest professional association of real estate appraisers, encouraged Congress to act on valuation topics during today’s hearing on Capitol Hill.

Stephen S. Wagner, MAI, SRA, AI-GRS, told the House Financial Services Committee’s Housing, Community Development and Insurance Subcommittee that the Appraisal Institute supports passage of H.R. 2852, which would allow licensed appraisers to perform appraisals for Federal Housing Administration loans.

“We support this bill because it addresses long-standing concerns about the implementation of pre-existing FHA appraisal requirements, which are unique and differ from those of the GSEs [Freddie Mac and Fannie Mae] and the conventional market,” Wagner’s written testimony said.

Wagner also said the Appraisal Institute supports the intent of draft legislation to address fees established by the Appraisal Subcommittee. The discussion draft would authorize less burdensome formulas for appraisal management company registry fees.

Wagner noted that the discussion draft includes a provision that the Appraisal Institute recommends and strongly supports – to require full disclosure of appraisal management companies’ fees and appraisers’ fees by separating them on the homebuyer’s Closing Disclosure Form. “This provision would ... increase consumer awareness around the appraisal process,” his written testimony said.

Wagner made other legislative recommendations during the hearing, titled “What’s Your Home Worth? A Review of the Appraisal Industry.” They included:

- Remove appraisal from the zero-tolerance bucket under the Truth in Lending Act’s and Real Estate Settlements Procedures Act’s Integration Disclosure rules, known as TRID.
- Establish parameters around rulemaking pursuant to the Economic Growth and Paperwork Reduction Act process.
- Authorize the Appraisal Subcommittee to serve as a “negotiated rulemaking committee” to establish consistent and flexible lender guidelines relating to appraisals that would address issues such as inactive or limited markets where there is an absence of comparable sales.
- Reform the nation’s appraisal regulatory structure by establishing a nationwide licensing system for appraisers, where appraisers could find “one-stop shopping” for appraiser license application and renewals.

Wagner also addressed the subcommittee’s questions regarding whether the Appraisal Institute is concerned by recent proposed regulation from federal financial regulatory agencies to increase the de minimus threshold and ultimately increase the number of transactions that are exempt from appraisal requirements.

“We believe two pending proposals – one involving the federal bank regulatory agencies, and another involving the credit union regulator – would increase risk to safety and soundness of financial institutions and the health of the financial system,” Wagner’s written testimony said. “The agencies are competing over which sector of the financial community can do the least due diligence. Frankly, this is preposterous and should be a concern to all taxpayers, who ultimately pay the bills for failures in our financial system.”

The subcommittee also asked whether there are ongoing concerns that appraiser independence is being undermined. If so, members asked, what more can Congress do to strengthen appraiser independence protections?

“There are multiple influences on the independence of appraisers and the independence of the appraisal process,” Wagner said in his written testimony. “Our members experience pressure in less overt or masked ways from any number of parties to the transaction.”

He also cited lenders’ focus when selecting an appraiser on price and turnaround time instead of quality of service or competence; a lack of resources for federal regulatory agencies; and most banks’ failure to take responsibility of residential appraisal functions and instead rely on appraisal management companies.

[Read](#) Wagner’s written testimony.

[Watch](#) a video of the hearing.