New York State Association of REALTORS®
Appraisal Division

63rd Annual
Fall Appraisal
Conference

Turning Stone Resort & Casino
5218 Patrick Road
Verona, New York

Class Schedule:

Nov. 9, 2015:
2016 - 2017 National Uniform Standards of Professional Appraisal Practice
(7-Hour USPAP)

Nov. 10, 2015:
So You Think You Can Support Your Adjustment

Bob Galliher,
MAI, SRA,
Conference Chair

Carol DiSanto,
Appraisal Division Chair
63rd Annual Fall Appraisal Conference

Monday, November 9, 2015

8:00 am  Registration - coffee & continental breakfast will be available
8:30 am  2016-2017 7-hour National USPAP Update Course
Submitted for 7 hours of appraiser and 6.5 hours of real estate continuing education credit

The 2014-2015 USPAP Update:
This is the 7-Hour National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course, as developed by The Appraisal Foundation. The course focuses on changes to USPAP for 2016-17 and on appraisal issues that affect daily appraisal practice. It is unique in that the Course is developed by The Appraisal Foundation and is revised on a periodic basis to stay current with the latest edition of USPAP. In addition to the student manual, each student will be provided with a copy of the 2016-17 USPAP, USPAP Advisory Opinions, and USPAP Frequently Asked Questions. All appraisers are required to complete a 7-hour National USPAP Update Course in order to renew their license/certification.

Instructor: Rebecca Jones started her career in real estate in 1983 in Cleveland, Ohio and came to Broome County in 1990 where she continued in real estate. In 1990, Jones made a change into the appraisal side of the business in which she has remained to this day. Jones and has held several commendable positions within the real estate community, she was President of the Greater Binghamton Association of REALTORS in 1997 and President of New York State Society of Real Estate Appraiser in 2009. Becky has been an instructor since 1998, teaching appraisers, salespersons, and brokers and is the lead instructor for Upstate Training for NYS approved qualifying courses.

12:00 pm  Lunch - buffet provided
1:00 - 4:30 pm  2016-2017 7-hour National USPAP Update Course  (continued)

Tuesday, November 10, 2015

8:00 am  Registration - coffee & continental breakfast will be available
8:15 am  Welcome  
Bob Galliher, MAI, SRA, Conference Chair
8:30 am  So You Think You Can Support Your Adjustment  
Submitted for 7 hours of appraiser and real estate continuing education credit

So You Think You Can Support Your Adjustment:
This seminar has been developed for the real property appraiser who is interested in reviewing how to correctly develop and report the sales comparison approach in appraising real property. It includes the analysis and selection of comparable sales, making supportable adjustments and a review of the appropriate level of information to be included in the appraisal report. The seminar focuses on residential practice, but includes residential, commercial and agricultural case studies to strengthen appraisal skills while developing and reporting the sales comparison approach.

Instructor: Barry Shea, IFA has been actively engaged in the real estate industry in New Hampshire since 1983. Beginning in Southern New Hampshire selling residential, small income, and commercial properties, he moved to the Lakes Region in September 1985 where he became active in the second home market. Shea is a Senior National Instructor for the National Association of Independent Fee Appraisers (NAIFA). He has served as an adjunct instructor at the New Hampshire Community Technical College where he has taught real estate, appraisal and general business courses and at Southern New Hampshire University where he taught business courses. In addition, he is an instructor for the Mid-West Appraisers Association and a director, instructor and course developer for the Trans-American Institute of Professional Studies, Inc.

12:00 pm  Luncheon Session - buffet provided  
Remarks to Attendees from Appraisal Division Leadership
1:00 - 4:30 pm  So You Think You Can Support Your Adjustment  (continued)
4:30 pm  Wrap-up & Thank you - Carol DiSanto, Appraisal Division Chair
Prizes To Be Award To Attendees

Attendees who would like to obtain continuing education credit for these programs must attend the full sessions. No exceptions can be made. Attendees must sign an attendance sheet at the beginning and completion of each day.
Register Online:
- Login to https://nysarportal.ramcoams.net. (Your username is your 9-digit NRDS ID number; your password is the first 8-digits of your NRDS number only.) From the “Events” dropdown menu, select “Upcoming Meetings” and click on 63rd Annual Fall Appraisal Conference and then follow the instructions on the page to continue.

Register by mail or fax with the Registration Form below
- Mail to 130 Washington Avenue, Albany, NY 12210-Postmarked by November 4, 2015
- Fax to 518.462.5474

Registration Form

Name: _____________________________________________________________

Firm: _____________________________________________________________

If you are paying by credit card please make sure the address below is your billing address

Address: __________________________________________________________________________________________

City: __________________________ State: __________________________ Zip: __________________________

Phone: ( ) __________________ Fax: ( ) __________________ Email: __________________________

Appraiser License/Certification #: ________________________________________________________________ (Mandatory for CE Credit)

_____ Yes, I will be donating a Door Prize __________________________________________________________

Do you have any disabilities that require special accommodations, including provision for auxiliary aids/services?

If so, please identify your needs: __________________________________________________________________________

Please check one of the following options to register (Registration fee includes program, breaks & lunch):

Please register me for USPAP 7-hour Course only, November 9, 2015
(Includes student manual & 2016-2017 version of USPAP)

_____ NYSAR Member $200.00       _____ Non-member $215.00

Please register me for So You Think You Can Support Your Adjustment only, November 10, 2015

_____ NYSAR Member $125.00       _____ Non-member $140.00

Please register me for both days, November 9 & 10, 2015

_____ NYSAR Member $295.00       _____ Non-member $325.00

Enclosed is my check made payable to “NYSAR” in the amount of $ ______________________

Please charge my: _____ (MC)       _____ (Visa)       _____ (AMEX)       _____ (Discover)

Credit Card #: __________________________ Exp: ____________ CVV ____________

Signature: ______________________________________________________________________________________

A small block of rooms have been reserved for Sunday, November 8 and Monday, November 9 at a rate of $135 per night in the Tower and $199 in the Lodge. Call the Turning Stone Resort directly for room reservations at 800-771-7711. If you plan to stay overnight you will need to call them immediately, as rooms will be booked on a first-come, first-served basis. To receive the above discounted rate, please indicate that you are attending the New York State Association of REALTORS® Conference. The room block will be available until October 23, 2015.