

**New York State Association of REALTORS®
Appraisal Committee**

**67th Annual
Fall Appraisal
Conference**

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



nysar

New York State Association of REALTORS®, Inc.

Class Schedule:

Nov. 14, 2019:

2020-2021 National Uniform
Standards of Professional
Appraisal Practice
(7 Hours)

Nov. 15, 2019

Market Analysis,
General vs. Specific;
Macro vs. Micro
(3.5 Hours)

*Appraisal Methodology for
Land/Site Valuations
(3.5 Hours)*

*Bob Galliher,
MAI, SRA,
Conference Chair*

*Steve Roefaro,
Appraisal
Committee Chair*

67th Annual Fall Appraisal Conference

Thursday, November 14, 2019

8:00 am **Registration** - coffee & continental breakfast will be available

8:30 am-12:00 pm **2020-2021 7-hour National USPAP Update Course**

Submitted for 7 hours of appraiser and 6.5 hours of real estate continuing education credit

This is the 7-Hour National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course, as developed by The Appraisal Foundation. 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 2020-2021 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 as a sales agent. In 1990, Jones made a change to the appraisal side of the business which she has remained in to this day. She is the founder of NY-CAP (NY Coalition of Appraiser Professionals) and has been an instructor since 1998 at Upstate Training.

12:00 pm **Lunch** - buffet provided

1:00-4:30 pm **2020-2021 7-hour National USPAP Update Course (continued)**

5:00 pm **Meet & Greet at the Lodge Bar** – cash bar & light hors d'oeuvre

Friday, November 15, 2019

8:30 am **Registration** - coffee & continental breakfast will be available

8:45 am **Welcome**

Bob Galliher, MAI, SRA, Conference Chair

9:00 am-12:30 pm **Market Analysis, General vs. Specific; Macro vs. Micro**

Submitted for 3.5 hours of appraiser and real estate continuing education credit

Identifying and analyzing market forces affecting the buyer's and seller's behavior is key to understanding and reporting values. This course is designed to give students the tools they need to properly collect and analyze market derived data. Markets, sub-markets, market segmentation, supply side analysis, demand analysis, and the importance of market analysis to the valuation process are covered in this course.

Instructor: Kenneth Guilfoyle, GAA, GRI, MNA, CDEI is a Certified General Real Estate Appraiser, AQB Certified USPAP Instructor and Certified Instructor in the State of New York for Real Estate and Real Property Appraisal Qualifying and Continuing Education courses.

12:30 – 1:00 pm **Luncheon Session** - buffet provided

Remarks to attendees from Appraisal Committee Leadership

1:00-4:30 pm **Appraisal Methodology for Land/Site Valuations**

Submitted for 3.5 hours of appraiser and real estate continuing education credit

This course will help students gain valuable insight and a working knowledge of the various theories and methodologies that go into the valuation of land. This course will present concepts unique to the valuation of land and residential sites. Upon completion of this course, the real estate professional will be prepared to offer a more informed opinion of land value based upon physical characteristics, public & private restrictions, supply and demand, utility, scarcity, value...etc.

Instructor: Kenneth Guilfoyle, GAA, GRI, MNA, CDEI is a Certified General Real Estate Appraiser, AQB Certified USPAP Instructor and Certified Instructor in the State of New York for Real Estate and Real Property Appraisal Qualifying and Continuing Education courses.

4:30 pm **Wrap-up & Thank you** – Bob Galliher, Conference Chair
Stay for prizes awarded 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>. From the "Events" dropdown menu, select "Upcoming Meetings" and click on 67th 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 or Fax to: 518.462.5474. Postmarked by November 8, 2019

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, Nov. 14, 2019
(*Includes student manual & 2020-2021 version of USPAP*)

_____ NYSAR Member \$220.00 _____ Non-member \$235.00

Please register me for Friday Courses only, Nov. 15, 2019

_____ NYSAR Member \$150.00 _____ Non-member \$165.00

Please register me for both days, Nov 14 & 15, 2019

_____ NYSAR Member \$350.00 _____ Non-member \$380.00

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 Wednesday, November 13 and Thursday, November 14, 2019 at a rate of \$145 per night in the Tower and \$215 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 Society of Real Estate Appraisers. The room block will be available until October 21, 2019.

Questions?

Phone: 518-463-0300 x202

E-mail: cegan@nysar.com