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REALTY
VALUATION & CONSULTING

APRIL 1, 2018
Issue 270

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JOKES ON YOU!
BY
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KNOW THESE?- Here are some terms which you may not be familiar. Give them some thought. Definitions are on the following page.

AFFORDABLE MV CONDITIONAL OFFER EQUITY STRIPPING

*Please don't miss the **Professional of the Edition on Last Page***

REMINDER: UPDATE ON NJ NAIFA ANNUAL CONFERENCE- Make your reservations now, the hotel advised that they are nearing the allocation of rooms for the conference at the reduced nightly fee. Don't delay, ladies and gentlemen. Call today!! The NAIFA 52nd Annual Conference is scheduled for April 11 & 12, 2018, being held at the Tropicana Casino and Resort on the boardwalk of Atlantic City. Based on approvals the full program now provides 15 CE credits for the two days, not 14. The first day is USPAP and there will be a 2 hour seminar for NJ law as now required by New Jersey. I will keep you posted in my newsletters. Also, if you have any questions give a call or send an e-mail and I will make sure it is answered. You can go to NJNAIFA.com and that website will have information to assist you.

Please remember that you have two years to attain the required 28 credit hours of education to retain your appraisal license. However, without fail, many will be hunting online courses at the last minute to retain their license. NOT a good idea. Why? Because the CEU's required are intended for appraisers to grow their knowledge and increase their acceptance of the clients one seeks. In July the NAIFA is merging with the ASA. A quick review of upcoming seminars and courses is exciting. Growth and professional growth is the goal for this merger and it appears that it is on the right track.

All that is needed is the positive response of it's public which is the professionals that are invested in real estate and businesses, as the ASA is the most recognized organization for business valuations.

The following is not a joke, it is very serious.

The End of Appraising- From the beginning of appraising some self proclaimed expert has set a remaining life term for appraising and appraisers. Yup, that brings us back to the 1950's nearly 70 years ago. The advent of computerization and super computers and miniature computing devices and the cloud, etc, has marked another group of experts setting another date for the end of appraising by humans. And, yes it may happen but not in these times or in the near future. Having had the opportunity to work in various segments of real estate over the years, I've heard all the stories and personally helped debunk more than a few. Here's the problem. In every act a human is needed to discern the typical reaction of the specific public in a certain locale **CON'T)**

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CON'T- under unique conditions at a specific period of time. The one thing that algorithms can't do is reflect the true beliefs and responses of a market segment in an existing environmental, financial and legal time frame at a moments notice. An appraiser with experience in a market place and with specific market segments can decipher impacts and anticipations of a group of people experiencing what is recognized as unusual or unique occurrences at any given time. When Super Storm Sandy struck in November 2012, there was no magical way via an algorithm to discern impact on both a physical property basis; and, on the affectation to the appropriate market harmed by the storm. It took boots on the ground and a professional appraiser group in various locales to gather the damages and determine the impact so many aspects of the result of the storm had in "specific locales"; and, not in a pre-formed mathematical formula to measure damage on both, property and human. Yes, there is a place for AI, artificial intelligence, but not as a replacement, but augmentation to professional valuers.

So, appraising is not dead. A recent article in the *Appraisal Buzz, Spring 2018*, addresses some issues. This is not a critique of a well written article albeit establishing the mechanical future of valuation. Here's an excerpt from the article written by Mr. Ritesh Bansal and Ms. Joan Trice

While it may sound incongruous to talk about a return to fundamentals in a discussion of emerging technologies, that is precisely where the opportunities are. The three approaches to value have long ago been abandoned which has fundamentally destroyed the appraisal process. The appraisal of today is bloated, and the appraisers' tasks focus (e) on many of the wrong things. The current forms are antiquated and don't ask the right questions.

Remember the saying, Talk is cheap? Well it is and often very misleading. You be the judge.

AFFORDABLE MARKET VALUE- The sale price of a multi-family residential housing unit sold through the FDIC's Affordable Housing Program. The affordable market value of a property reserved for low-income families is lower than the appraised value of the property as it takes into account both the lower income purchase requirement, the physical condition of the property, expected operating expenses, and financing options.

CONDITIONAL OFFER- An agreement between a buyer and a seller that an offer will be made if a certain condition is met. In real estate transactions, conditions can include a home inspection or a mortgage application. Once the conditions are satisfied, the buyer or seller will then be obligated to purchase or sell the property. If the conditions are not met then the buyer or seller is not obligated to purchase or sell the property.

EQUITY STRIPPING- The process of reducing the overall equity in a property in order to avoid creditors. The theory behind equity stripping is simply that by reducing your interest in a given property, thereby reducing any equity, creditors will not go to great lengths to include the property in any claims.

THIS EDITION'S SELECT PROFESSIONAL

Jerry Bove, La Bove Grande Restaurant, 800 Route 70 & Union Avenue, at the Lakehurst Circle, Lakehurst, New Jersey 08733; Tel. 732-547-8377, FAX 732-657-7618

Here is a man who is a gentleman and generous person. Jerry and his brother, Luigi, opened the restaurant under the name, The Circle Landmark in 1989. In addition they opened an Italian Restaurant also in Lakehurst named Luigi's Pizzeria Restaurant and Lounge at 21 Union Avenue, Lakehurst, NJ, 732-657-7000. Both of these establishments have legs as they are still successfully in business unlike so many other so termed "Italian restaurants" The key to their success as entrepreneurs and real estate holders is they do business as gentlemen who truly care about their customers. My family has been a frequent guest at both for 25 years. The brothers make you feel like you are home at Mommas' on a Sunday afternoon; and, that is a wonderful feeling for an Italian kid. Clearly, everyone should visit both restaurants as soon as possible. LaBove has rooms to accommodate all type occasions, from small business meeting (of which we have had so very many) to large weddings and everything in between. It is virtually impossible to be in a large gathering and not find someone who knows the Boves and their authentic Italian family recipes. This is not an advertisement, it is a story about successful men who everyday have their fingers on the pulse of their customers and a true caring. Do yourself and your family and friends a big favor and bring them to one of the two restaurants for a real treat of true Italian food and a real Italian way of life.