



# *Amerival*

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### ***DOES INDEPENDENCE DAY EXIST??***

*BY*

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**INDEPENDENCE DAY-** Remembering as a child and in early adult years, July 4th was a holiday to which we looked forward. Many of us had served in the Armed Forces and although not a wanted experience one which when we look back are glad we had to endure. Whether we agreed with whatever conflict of which we were part, was not the issue. When one thinks of the battles fought and men and women who gave their lives, the understanding comes to us. Many Americans gave their lives or limbs so that we have the right to express ourselves. In our child years' lives we were taught that we had the right to freedom of speech as long as it did not put forth the overthrow of our government. Our parents taught us that we may not agree with the reason to engage in any armed conflict but we did have the obligation to participate in it because it was the basis of the safety the United States guarantees its citizens; and, to insure the continuum of our rights of freedom we must provide assistance. I know this may be over-simplified, but it's the basic tenet which when adhered allows us to sleep at night in this wonderful country.

There is a flag burning scheduled in one of the parks in NYC this July 4th. It is a demonstration against racial inequality which has fostered the various arrests and deaths of some Black Americans. It is asserted by these people that the American Flag represents oppression of Blacks. I served with Blacks and have had one very distinguished Black veteran as a close friend for years who would be horrified, if he was alive, at Blacks and supporters desecrating our flag. Notice I didn't say "Black Americans" because the Black Americans in our country don't condone these pathetic actions.

So, let's return Independence Day to another understanding. One which declares us, the true Americans, all Americans, White, Black, Indian, and every naturalized citizen who pledged allegiance to this great county from these despicable groups and people who blame a symbol of our country as an immoral recognition of so called wrongdoings against a race of people. It's not who "We, the People of these United States" choose to be associated let alone accepting their un-American tirades and re-writing of the history books.

**A SELLING SEASON FOR HOUSING?-** I read an article that there are five (5) selling seasons. When I completed the reading, I realized the author just needed something to put on paper for the column for which she is responsible. She went through if you live in a cold climate sell during the Summer and visa versa. If you have a pool then make it look like Hawaii. If you are near the Ski slopes and it's Summer have photos, maps and schedule of events for the prospective buyers to see and have to go home. The entire article could have been reduced to one sentence, "Play the positives and avoid the negatives". OK, I've got it!!! These are not selling seasons, they are simply periods of time in any year in which sellers and Realtors need to know how to take advantage of the positives of the house and its location. **(CON'T)**

*Courtesy of*

## *Amerival*

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**(CON'T)** With all the educational training and continuing education required by the National Association of Realtors and local Realtor organizations and the volumes of law aimed at real estate sales, etc., one would think that real estate agents would know the difference between right and wrong. I just addressed an article about “when to sell” which was frivolous at best. Yet earlier today during an appraisal the property owner related a story about one of the real estate agents attempting to obtain a listing. There is serious mold in the attic but only a small blotch of discolor on the ceiling. The agent advised that all they had to do was rip out the mold that shows in the attic and just wash it down and cover it from the naked eye. Then just paint the ceiling. I was absolutely shocked as was the owner who wants nothing to do with that agent. The agent represents one of the most recognizable real estate names in New Jersey. For all of you who aren't that real estate savvy full disclosure is a must for property owners and real estate agents. Anything other than that will create serious legal problems later. Let this be a lesson, that *bigness is not necessarily goodness* and that is directed at large real estate and law firms as well.

**CHAPTER 91-** This nomenclature is N.J.S.A. 54:4-34. Chapter 91 states that a municipality is entitled to the income and expense data from a property owner of commercial property. When properly requested by a tax assessor the property owner must provide all the data within 45 days of receipt of the request. Therefore, an assessor must serve via regular mail and certified mail to insure delivery and do so within 180 days of the appeal filing or minimally 30 days prior to trial. It is not uncommon for property owners to deny ever receiving the request. If they don't accept certified delivery and do not respond as the property owner, they will present this maneuver as the reason they didn't respond. In all there are ways to determine if the appellant did have receipt or could have if they had picked up the mail. A tax assessor does not have the responsibility to track the proper mailing address. If the address is that at which the appellant did reside it is not the assessor's obligation to research the present whereabouts of an appellant. If it is proved that service was proper, the appellant can lose the opportunity of a hearing. There are very recent cases which you can research for more particulars.

Assessors receive I & E Statements often. Unfortunately, they are not the most accurate or readily usable as provided. Often the attorney for the commercial property owner would forward the I & E so one would think they would review it. In the past I have received I & E's which had to be interpreted. This is true when an appraiser is doing a commercial property. I have received 50 page + reports for expenditures which must be read through. It's called processing the I & E and it can be time consuming. It is wise to have a Realty Service Agreement which states that the fee for reviewing the I & E is included presuming same is prepared with regard to the real estate only. In short, the girlfriend's car is not a cost inherent to the realty. In your agreement it should be clear that a “realty based” I & E is expected. If not provided, the appraiser will wait till one is provided or will have an accountant of her / his / its own interpret the various data and the charge is ????

**APPRAISAL TRAINEES-** The following is an excerpt from a presentation made by the executives of Pacific Appraisers, a management company.

*62% of commercial and residential appraisers in the US are over 51 with only 13% younger than 35 years old. Between 2010 and 2014, about 10,000 appraisers left our ranks. Mr. Whitelaw indicated there are currently 80,500 total appraisers, and estimated that there are 18 million reports completed per year, or 19 reports per appraiser, per month.*

*Their conclusion was that it's not financially feasible to hire trainees since the supervisor's time to inspect exceeds their time investment based on typical production and fee splits. So the supply of new appraisers is anticipated to be anemic. Couple that with a projected 24% drop in the number of appraisers (residential and commercial) in the US over the next 10 years. The opportunity lies in their calculations that the net effect of the foregoing will increase appraisers' workload from 19 to 25 reports per month, or 31.6%.*

These numbers are expected but still alarming. The overall appraiser count about 3—4 years ago was just at 100,000 +/- . Ironically, the people who made this presentation are part of the problem along with the mortgage and banking industries. It is basic economics that explains the problem without getting to the insides of the profession. Young people want a job or position that has some security and promise of continuance. They also want not to have to answer to so many bosses and to requisites that are ever changing **(CON'T)**

**(CON'T)** and too often arbitrary. Today a novice appraiser and the experienced ones have to abide by USPAP and the Appraiser Qualification Board and the Appraisal Standards Board, the state Appraisal Board, federal and state specific laws for certain circumstances, the client who has the right to impose other requirements particularly when the client is a bank or mortgage company because that is how the management companies get in the picture and lastly the owner or head of the appraisal firm for whom this novice works. All of this and not able to be paid for expenses and certainly without health insurance unless it's a huge firm that offers those benefits which is highly unlikely. Then, they quickly if sucked into the job realize that the real estate business is cyclical and factors affecting realty loans change at a whim of the lenders. They also now have to be concerned that real estate brokers will be able to do some of the work that they now do. COME ON! It doesn't take a genius to realize there is little future in appraising.

On the upside is the statistics provided indicate that the demand for appraisals will rise while the number of appraisers will continually drop. The statistics indicate that monthly workload will increase from 19 to 25 or at the rate of 31%. Sounds like there may be an uptick in demand for appraisers. Don't buy that. It's the reason the lending industry is anxious for the real estate brokers and agents to succeed in their campaign to take over some of the appraisers' *pie*. Segments of the appraisal community would like to see this happen also, because it will provide this little group increased work for larger more complex assignments and at substantial fees; and, with far fewer appraisers opting to get into their large stake game.

Is there a solution? Yes. Do away with management companies which will free up money to pay the appraisers who then will want to do good jobs of which many are capable. Competition is a good thing. When there is a light at the end of the tunnel there will be more people willing to get into that tunnel. There will be hope for better positions and greater income. If I were at an age to enter appraising today, I wouldn't do it. There's no real money in it. It's just a job for so many presently trapped in appraising confines and without a seeable future or continuum of income. It is fixable but there is no one who will make the decisions necessary. Without the continued involvement of "good appraisers" the lending industry will suffer which means the public will suffer. Private clientele will suffer because there will be far too few good appraisers to help them to successfully meet the challenge they are facing in litigation or for other business or family matters.

### ***THE LIGHTER SIDE-***

*Sign Over A Gynecologist's Office-*

"Dr. Jones at your cervix"

*In A Podiatrist's Office-*

"Time wounds all heels?"

*On A Septic Tank Truck-*

"Yesterday's Meals on Wheels"

*At an Optometrist's Office-*

"If you don't see what you're looking for,  
you've come to the right place"

*On a Plumber's Truck-*

"Don't sleep with a drip. Call your plumber."

*At a Tire Shop in Milwaukee-*

"Invite us o your next blowout"

***HAVE A SAFE AND HAPPY 4TH OF JULY***