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DOES ANYONE KNOW WHAT RIGHT IS?

BY

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THE DIMENSION OF RIGHT- Statements as the heading and the introduction line are intended to create dialogue and often controversy; and, the hidden intent is to confound the listener or reader so a determination of the mental instability of the speaker or writer is ignored. Now, what does this mean? It means nothing without necessary qualifiers. However, many of us write or speak to confound the target audience. OK, this isn't Psych 102 or Philosophy of the Troubled Mind, it is simply an opening to reach a topic so often neglected because so many of us are guilty or maybe smart and or articulate enough to use it as a technique.

Those of us blessed can speak but only a few can do it convincingly. Some attorneys and some experts are able to craft an impenetrable presentation that leaves the listeners spell bound and shaking their heads in affirmation. Most often, if these people who were mesmerized by the speech or presentation were asked an hour later what was said, would not be able to elicit a true, clear or even recognizable understanding.

Those that are best at this have mastered the ability to blend voice control, eye contact, hand movements, body posture and good speech patterns and a pretty good vocabulary. That narrows the field down quite a bit. But it is all attainable. There is another issue for experts who can do this. They look the part. This past April the NJNAIFA had it's annual conference. A big draw was the Mock County Tax Board Hearing. It was a success because all the participants were great. However, let's focus on the primary participants. Henry Mancini, Peter Zipp and & Mike Gilmore. I mention these three because I know them and have seen them in action. However, my point is what gave them their edge was their appearances. These gentlemen know how to carry themselves and they are well dressed. As a youngster in grade school we had to read a short story, "Clothes Make the Man". I truly didn't understand it at the time, but it provided me with direction. Clothes do not "make" the man or woman. It only reflects that they hold themselves in esteem which is the key. Well dressed people go to jail also and deservedly so. So, the clothes aren't the issue. \$2,500 suits aren't the answer, clean, pressed and well fitting clothes speak to the level of self-esteem of the person.

The moral of this story is that if you are on the path to becoming an expert or attorney or whatever and you need to present yourself, take the necessary steps to master the qualifiers in the third paragraph. But also bear in mind that you must have command of the English language. Sentence structure and a strong vocabulary will garner you attention. And, when all that is done, then you can get into using the language as the "confounding technique" to which I referred above. Some refer to it as psycho babble others just as pure BS. Whatever the term, it does provide you time to think and it does confuse so many of the people who are listening. And, if it distracts them from their concentration, maybe you just won your point.

Courtesy of

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HOME PRICES RISE- The firm, Black Knight Financial reported that from June to July nationwide home prices rose 0.4%. On an annual basis they rose 5.3% thus far. The median home price for that period was \$253,000 on a national basis. New York was the biggest winner at 1.4% for the month period. This was followed by Hawaii at 0.8%, and then by Florida, Ohio and Oregon but no percentage was provided. They were marginal it can be presumed as look at Hawaii and at the national average. Overall, one would like to see the

BAD LOANS ABOVE PRECRISIS LEVEL- Banks are still in deep *doo doo* with bad loans. It's been seven (7) years since the financial crisis began. One would think that it would be over, but it's not. Banks are holding on to these loans because if they sell, it will be obvious just how badly managed they were and still are. It is understood that the amount of nonperforming assets is more than triple the level in 2006. That's dramatic? Part of the problem is they can't find better investments which they would put the bad asset sales in so they quickly look good. The question is why can't they? Well, each locale is different, but it's fair to say that their credit criteria and pressured low values from appraisers is much the problem. Banks went from the sublime to the ridiculous. Prior to 2006 they along with every other lender type in the United States were pressuring appraisers to create values higher than a reasonable Market Value. Of course, everyone remembers the old adage, "The price will be up 10 % if you wait a month". Well, now with dreadful fear bankers wring their hands that if they make a loan it will go bad while they are still at that bank. Maybe that's why banking officials look like they are on a chess board being moved around at a whim. I guess that's not fair. Of course there are good people in banking and I know a few. I am aware of the pressure some lending institutions are placing on appraisers looking for the impossible in an appraisal. Hey, if it ain't there, it ain't there! But somehow lenders are still looking for the perfect appraisal document. Why(?) you ask. Because it's business as usual. The appraiser has the insurance and it will pay for whatever loss they are on the hook. The problem isn't only some of these lenders but more appraisers than one wants to admit. These appraisers will do whatever to keep the income flow. Can't blame them, food isn't a luxury. And now it's even more complicated that management companies are in the mix. We've visited this before so, it's not worth printing it again.

I'll tell you what is sad. We have bankers and appraisers that are still trying to do the job, right. But the institutions and the need of income for the appraisers is setting all the good intentions and the abilities to truly do a good job cast aside. At this junction I'm not sure there is an answer any longer.

OTHER SIDE OF THE COIN- Here's another point of view which is allegedly backed by statistics. Well known Case-Shiller says it stats indicate prices as virtually flat, but this is found to be incorrect by spokesperson for Macroeconomics who retorts that existing home sales have jumped "sharply", but no numbers are provided. Many are calling the housing market "one of the bright spots" in the US economy. Well, it's kinda of like listening to the weatherman who tells you it's raining where you live and you look out the window and the Sun is shining. First, here we go with the statistics again. There is truth to an active housing market if you are out West and San Francisco, etc., but not in the wheat belt or the East Coast. It is anticipated that by the end of the year there will be a rate increase by the Federal Reserve. Should that happen, the housing market, the savior of the US. economy will be no more.

ON THE LIGHTER SIDE-

If one synchronized swimmer drowns, do the rest drown too?

Why are hemorrhoids called "hemorrhoids" instead of Assteroids?

Why is it called Tourist Season, if we can't shoot at them?

Why is there an expiration date on sour cream?

WHO MAKES UP THIS STUFF?? THEY HAVE TOO MUCH TIME ON THEIR HANDS!!

UPCOMING NEW JERSEY NAIFA 50TH ANNIVERSARY APPRAISAL CONFERENCE-

Dates: *April 12 & 13, 2016*

Place: *Harrah's Hotel in Atlantic City, NJ (777Harrah's Blvd.; Tel. 844-619-0667)*

The 1st day will have the 2016 & 2017 required 7 hour USPAP seminar. So don't miss the first opportunity of a professionally presented USPAP seminar being conducted by a highly recognized and sought after national instructor from Tennessee.

The next day will have several offerings of which one is a Land Use Seminar which will have 2 highly recognized land use attorneys and a New Jersey land use expert with years of successful experience and published in the specialty. This will be followed by a mock land use hearing featuring the two attorneys from the seminar and the expert who shall be chairman of the board accompanied by a partner from a New York law firm with high powered experience. They will present a land use case which will be decided by the board and then decided by the audience. Don't miss this!! Ask those who attended last years conference in which there was a mock tax board hearing that 150 people were absolutely thrilled. This will be at least as good.

Also scheduled is a 5 hour special FHA seminar to be conducted by Tom Munizzo, a former NAIFA national president. Mr. Munizzo, a highly recognized speaker throughout the U.S. with an exciting flair.

There is also a new real estate law seminar required for NJ appraisers which will be presented by Joseph Palumbo, a member of the NJ Appraisal Board. He was responsible for some of the success our 2015 conference enjoyed with the NJ board update.

And, an exciting and novel 2 hour "*edge of your seat*" seminar entitled "Weird and Unusual Assignments" which will be presented jointly by Chuck Blau, Esq, IFAS, Carl Mucciolo, IFAS and John Marrasso, IFAS, all past NJ State Directors.

Keep watching for updates. Go to the NJNAIFA website for up to the minute updates for the seminar. The website is <http://NJNAIFA.COM>.