



*International  
Left-Handers Day*

## *Realty & Valuation Newsletter*

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### *AND, HOW WAS YOUR WEEK??*

*BY*

*Albert M. Cerone, IFAS, FELLOW, CTA*

## *AMERIVAL*

**Director:**

**Albert M. Cerone**

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**INTERNATIONAL (NATIONAL) LEFT HANDERS DAY-** This day was started on August 13, 1976 by *Left Handers International*. It then became in the U.S., National Left Handers Day. Only 7% of the world population is left handed. There is a difference apparently to some degree, but I believe simply to bring focus to those who need a special baseball glove, golf clubs and forks (only kidding about the forks).

However, there are some interesting facts and curiosities. For instance, in twins there is a “high” tendency for one to be left-handed. Left-handers usually reach puberty 4—5 months later than right-handers. George H.W. Bush, Bill Clinton and Barack Obama are left handed, which in my opinion may be the reason we are in the economic and international chaos we are either creating or have experienced. Oh! Ronald Regan was left handed but he escaped the curse.

Now, on the artistic side, 4 of the 5 original designers of the Macintosh computer were left-handed. Pablo Picasso, Isaac Newton, Albert Einstein, Leonardo Da Vinci and Michelangelo were all left-handed. And of the “who cares” group, left-handers tend to chew their food on the left side. Left handed people with higher I.Q.s tend to have that number over the 140 mark. And, to give you an idea of the bane with which they were originally forced, in some cultures it is impolite to touch food with the left hand. Now, this is enlightenment, don’t you think? Anyhow, give us a break. Do you now how tough it is to come up with photos at the top of the page every two weeks? Don’t give it a thought, it was rhetorical.

**JOIN AN APPRAISAL ORGANIZATION-** For the accountants, attorneys and financial planners, this is for you so skip to the next session (just look at their descriptors and you know why I needed to give directions). OK! Don’t get paranoid. Many of my friends are in those professional categories and we all have a sense of humor, so relax.

Seriously, there are challenges today for the appraisal profession (and some are in the appraisal industry). This

is not meant as an insult. We have many appraisers who succumbed to the educational quality level of proprietary schools and online scams [and that is just what they are]. A couple of years ago, when refinancing, the appraiser sent to our home was asked by my wife, who is a sharper valuation oriented person than far too many appraisers, “where did you go for your licensing and continuing education classes”? The answer was all classes were done online. That’s frightening. Not to have a truly experienced and proven professional guiding new appraisers is tantamount to valuation heresy. Now, these appraisers are being boxed into a corner by federal and state requirements which they truly don’t understand. The question is, what can they do to avoid the pitfalls of **(CON’T)**

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*Amerival*

**Tel. 732-286-3000**

**FAX 732-612-1400**

**Email & Web**

**[myappraiser.amerival@ymail.com](mailto:myappraiser.amerival@ymail.com)**

**<http://www.amerival.net>**

**(CON'T)** lack of professional education which is encompassing to the “why’s and wherefores” of appraising and of course the “how to’s”. There are three very recognized professional organizations, the National Association of Independent Appraisers, the Appraisal Institute and the American Society of Appraisers. Each of these offer professional courses in classroom format with experienced and trained course presenters. Some may say, I’m cutting my own throat as I also through Amerival offer appraisal seminars, however, they are specialty seminars and are approved by the NJ State Appraisal Board. I also taught at the college level for nearly 20 years and for the N.A.I.F.A. for over 17 years, concurrently. The primary source of an appraiser’s education should be one of these organizations. I know appraisers who belong to these various associations and they are good accomplished appraisers who I would recommend in a heartbeat. For those who seek to retain an appraiser the primary question one should make is ,”where did you get your appraisal education; and, are you a member of a professional association.” Ladies and gentlemen, if they are not it’s because they are simply form filling appraisers who will only invest in themselves the minimal dollars to retain their license. For the accountants, attorneys and financial planners, you know that you must be a member of professional groups and you make every effort to attend highly recognized educational courses and seminars because it’s what keeps you at the top of your game. There are appraisers who are at your level but truthfully, it’s not the majority of appraisers in the United States and certainly not in New Jersey. So for the professionals, as well as those who seek the best case scenario for their needs, demand of your appraiser that which you demand of yourself or recognize in other professionals with whom you interact.

For the readers who are appraisers, it is imperative that you join one of the associations mentioned herein. You will grow leaps and bounds ahead of those who don’t heed the warnings maybe hidden in this writing. The professional associations have joined together to halt the efforts via the New Jersey senate to allow real estate brokers and sales people to do Broker’s Price Opinions to be used in tax appeals, board hearings and other levels of litigation. It is my understanding that they shall be able to charge for these services. This will put a serious crimp in the pocketbooks for the real estate appraisers. This is critical to those of you who do mortgage work and seek to go to other areas of valuation. It is also being sought to bring the New Jersey Appraisal Board under the New Jersey Real Estate Commission. This has already been done in Georgia the appraisers are seriously suffering. The R.E. Commission there has set up an investigation group to watchdog the appraisers and literally investigate them. Should your mortgage appraisal not be satisfactory to the real estate agency, the appraiser can be investigated. You’ll be controlled by the success ratio you have of appraisals meeting the sale prices. Does that sound like a conflict which then puts you in jeopardy again. A few cases and you’ll likely have your license taken and for sure your insurance rates will go up.

So, are you prepared to defend against this? No! I didn’t think so. The associations in a joint effort have a fighting chance at least. The funds necessary come from the dues of the membership. They are the ones paying the bills for those of you who don’t want to invest in your future. This isn’t “Chicken Little” and the “sky is falling”, it’s real and it’s now. If you don’t invest a few hundred dollars now you’ll be losing thousands in just a little while. Do the math, ladies and gentlemen. Is \$500 +/- now worth \$5,000 + each year until they put you out of business.

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

Watching the world and the U. S. go crazy as it has in the past 5 years or so, the following just may occur in about 20 years-

- Global cooling blamed for citrus crop failure for 3rd consecutive year in Mexifornia and Floruba.
- Abortion clinics will be in every high school in the U. S.
- Senate & President Michele Obama will likely still be blocking opening the Keystone Pipeline even though gas is selling for 4,532 pesos per liter and gas stations are only open on Tuesdays and Fridays
- Supreme Court rules punishment of criminals violates their civil rights (ever wonder if they have underwear under those robes?)

IRS sets lowest tax rate at 75 percent.