

Columbia Society of Real Estate Appraisers, Inc.



ALL-DAY CONTINUING EDUCATION SEMINAR FOR APPRAISERS

6 Hours C.E. Credit for Appraisers

Presented at: The Westbury Manor, 1100 Jericho Turnpike, Westbury NY 11590

Date: **Monday, October 30, 2006**

Cost: **\$125.00 Members...\$150.00 Non-Members**

Registration: **8:00 AM/Seminars from 9:00 AM – 12 Noon & 2:00 PM – 5:00 PM**

Choice of Two Morning Sessions: **9:00 AM – 12:00 Noon**

- A) **Zoning for Real Estate Professionals** – Michael Sahn Esq., Jon Ward Esq., Dan Baker Esq., Tom McKeivitt Esq. and Janessa Trotto Esq. of Sahn, Ward & Baker. LLC. Learn about zoning laws and how they impact land use and value. Discuss how land use classifications are changed, obtaining variances, dealing with non-conforming uses, historic preservation, SEQRA and related litigation.

OR

- B) **Real Estate Valuation - Preservation & Conservation** – James MacCrate, MAI, CRE, ASA. Learn the nuances of this difficult valuation process from the speaker's own personal experience.

Lunch 12:00 Noon – 2:00 PM

Guest Speaker – Michael Stoler

Senior Vice President – First American Title Insurance Company

Speaking on: Office and Retail Space on Long Island

Weekly Contributor to the New York Sun

Host of his own radio talk show dedicated to real estate issues

Dessert Speaker – Robert Knakal

President - Massey Knakal Realty Services

Speaking on: The Current Market for Real Estate Sales in the NYC Metro Area

Firm was responsible for 1.65 Billion in real estate sales in 2005

Choice of Two Afternoon Sessions: **2:00 PM – 5:00 PM**

- A) **The Basics of Lease Analysis** - Rudolph De Winter Esq. and William D. Friedman Esq. This course covers leases from start to finish and focuses on deriving true base rent.

OR

- B) **Affordable Housing** – Joel Ackerman CPA, of Holtz, Rubenstein, Reminick LLP; Anthony Ficara Esq. of Certilman, Balin, Adler & Hyman LLP; and Marc Schneider Esq. of Marc H. Schneider, PC. Learn about affordable housing...what it is and what qualifies as affordable housing in New York. Discuss the valuation issues and tax implications of affordable housing and how these issues relate to condominiums and housing associations.

Registration is on a first-come first-served basis. There are 60 seats per course. Please register early.

Register for the seminar at www.columbiasociety.org

Questions? Please Call (631) 732-6200