

# Massachusetts and Rhode Island Chapter Newsletter

June 2019



## UPCOMING EDUCATION

### Real Estate Finance Statistics and Valuation Modeling

June 13 – 14, 2019  
Woburn, MA

### Basic Appraisal Procedures

June 20 – 23, 2019  
Braintree, MA

### General Market Analysis and Highest and Best Use

July 17 - 20, 2019  
Woburn, MA

### Advanced Market Analysis and Highest & Best Use

August 19 – 23, 2019  
Woburn, MA

[Register Now](#)

## ONLINE EDUCATION

### Appraisal of Medical Office Buildings

[Learn More](#)

## MEETINGS & EVENTS

Save the Date  
July 25th

2019 Summer Social

Harborwalk Sounds at the  
Institute of Contemporary Art  
in the Seaport District

## IN THIS ISSUE

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- Newly Designated Members
- 2019 Report of the Nominating Committee and Election on May 21<sup>st</sup>.
- News from National
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- LDAC 2019

## PRESIDENT'S MESSAGE

*by Gregory T. Curtis, MAI, 2019 Chapter President*

Within the past 5 years, there has been an uptick of recent graduates that have entered the valuation profession in Boston and nationally. "There are all sorts of benefits to a real estate valuation career," said Appraisal Institute President Stephen S. Wagner, MAI, SRA, AI-GRS. "There's a demand for your services, you control your work schedule, you can own a business, there's solid earning potential, and you'll find a variety of complex and unusual assignments." The number of active real estate appraisers in the U.S. (as of Dec. 31, 2018) stood at 78,015, a decrease of 5% from year-end 2017. The average rate of decrease for the past five years has been approximately 2.6% annually. Declines are expected to continue due to retirements, fewer new people entering the valuation profession, economic factors, government regulation and greater use of data analysis technologies. That trend creates opportunities for the next generation of appraisers.

Appraisers play an essential role in the economy and the real estate industry by developing reliable and credible opinions of value for their clients. Appraisers offer risk mitigation to help ensure safety and soundness of the lending system. In addition to residential and commercial lending work, appraisers provide valuable services such as client counseling, litigation support, right-of-way and eminent domain work, taxation-related valuation and many other areas of specialization.

Appraisal Institute research shows that more than one-fifth of appraisers earn at least \$150,000 annually; another nearly one-fourth make at least \$100,000. AI research also shows that appraisers who have an Appraisal Institute designation earn an average of 26 percent more than their professional counterparts.

The Massachusetts and Rhode Island Chapter of the Appraisal Institute regularly hosts networking events that are attended by appraisers new to the profession and those that have been in the business for decades. Attending a networking event or attending in class Appraisal Institute education classes are a great opportunity to meet and socialize with appraisers. Visit <http://massri-appraisalinstitute.org/education/chapter-education/> for the schedule of upcoming classes. The Chapter's next networking event will be on July 25th at the Institute of Contemporary Art. I look forward to seeing you at an event.

### Rhode Island Branch Chapter Meeting

Wednesday, June 19th @ 8:00 am

Downtown Providence Marriott, 1 Orms Street, Providence, RI

Join fellow colleagues of the Rhode Island Branch Chapter for the second Branch Meeting of the year for networking and breakfast at the Providence Marriott. A buffet breakfast will be served. This is a FREE EVENT but for planning purposes, [please R.S.V.P. to the Chapter office](#). No shows will be charged \$20.

The Election of the 2020 RI Branch Advisory Board will take place.

[Read the Report of the Nominating Committee here](#)

## 2019 OFFICERS & DIRECTORS

### President

Gregory T. Curtis, MAI

### Vice President

George Demopolos, SRA, AI-RRS

### Treasurer

John R. Drew, MAI

### Secretary

Bradford Hevenor, MAI

### Immediate Past President

Bud Clarke, MAI

## DIRECTORS

Gregory Accetta, MAI, AI-GRS

Christopher Bowler, MAI, SRA

Zach Bowyer, MAI

David L. Cary, MAI

Joseph P. Comperchio, MAI, SRA

Melanie Kosich, MAI

Robert Maloney, MAI

Karen Ryan, SRA

### Chair of the RI Branch Chapter

Douglas Gablinske, SRA, AI-RRS

### Newsletter Committee

Contact the Chapter Office to learn more

### Chapter Office

[Lianne Andreucci](#)

Executive Director

51 Pleasant Street

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781.397.8922

[Website](#)

### Stay Connected!



## RHODE ISLAND BRANCH CHAPTER CORNER

*by Douglas Gablinske, SRA, AI-RRS, 2019 RI Branch Chapter Chair*

Last year, I was contacted by Peter Scotti, MAI and well-known appraiser in the Rhode Island real estate community, who has also spent many years toiling in the Appraisal Institute leadership and hierarchy for the betterment of the profession.

Peter wanted to know if I would accept the nomination to be the Chair of the RI Branch Advisory Board. I knew that someday this call would come. Having achieved the SRA and AI-RRS designations with so much help from so many of my colleagues, I knew someday I would need to step up and accept a leadership position. To help my profession and give back with thanks to all those who mentored me and helped me through my professional career and the designation process.

Peter also assured me that there really wasn't much to it and that it was an easy lift. I thought back to the many times I passed the mantle of leadership from the myriad of other organizations I had presided over since my twenties, therefore I also knew his assurances of an easy lift were a "tad understated".

So here I am, now Chair of the RI Branch Advisory Board and happy I accepted the challenge and challenge it is...Mr. Scotti!

The Chapter Advisory Board had met by telephone in February to tie up loose ends from the previous year and chart a course for 2019.

Our first in person meeting was held after a 7 Hour USPAP class held on February 27th. It was well attended and thanks for all that participated, particularly Bud Clarke, Immediate Past President for his leadership and help in cooperatively coordinating with the RI Branch during his tenure.

In April, a day-long class instructed by Sandra Adomatis, SRA, LEED in Warwick, RI which was titled "Valuation by Comparison" was held. I had the privilege of attending other courses taught by Sandra in Charlotte, NC during the Appraisal Institute's 2017 National Conference and therefore knew she was an excellent instructor and knew her stuff. The Warwick seminar she taught was no different; well presented, in depth knowledge of the topic matter, challenging students to move them forward in their profession and she handled questions with ease. This was the second year in a row that Sandra has kicked off the RI Branch Chapter's education offerings and I hope it is a tradition that continues.

Susan Kelley, SRA, the Vice Chair of this year's RI Branch leadership team, advised the group that the RI Realtors had agreed to support a piece of legislation that RI appraisers had long talked about, but did nothing about, dealing with the year's required after an assignment that appraisers are responsible for keeping those workfiles. Sue is also this year's President of the Realtor's RI Commercial and Appraisal Board. With the support of those two organizations and the RI Branch Chapter, we all testified at both the House and Senate hearings. The House bill emerged from the Corporations Committee intact and was voted out of committee and then out of the House. The companion Senate bill 0259 has yet to emerge from committee. The RI Senate is holding many bills that have been heard but not come back to the respective committee for an up and out vote. Not too surprising, as the RI General Assembly session is in its last trimester and the horse trading between the two chambers becomes more intense and things get bogged down.

Looking to the future, we will have our second RI Branch meeting on June 19th at the Downtown Providence Marriott Hotel and we are working on tying it together with a social event.

(cont'd on page 4)



## WELCOME to the Massachusetts and Rhode Island Chapter!

The Chapter is pleased to welcome the following new AI Professionals to our Chapter! The real estate professionals listed below have chosen to become part of the Appraisal Institute and open the door to world-class education and networking opportunities. As rapidly as the profession is changing, appraisers today need to prepare for the future. But it's tough to keep up on your own. Appraisal Institute opens the door for you to share in the collective wisdom and experience of 25,000 individuals who are working together to build a stronger future for the profession.

Sebastian Aparo – Practicing Affiliate Beverly, MA	Corinne Austin – Practicing Affiliate Boston, MA
Scott Bray – Candidate for Designation Dalton, MA	Erin Carson, Practicing Affiliate Nantucket, MA
James McCormack – Candidate for Designation Brockton, MA	Gregory Moore – Practicing Affiliate Boston, MA
Benjamin Roy – Candidate for Designation Beverly, MA	Sergio Ordonez – Practicing Affiliate Quincy, MA
John Santaniello – Candidate for Designation Springfield, MA	

## MEMBER IN THE SPOTLIGHT

*Gregory Accetta, MAI, AI-GRS Honored as Appraisal Institute “Volunteer of Distinction”*



On April 3, the Appraisal Institute announced the recognition of 15 individuals as a “Volunteer of Distinction” for the first quarter including our Chapter’s very own Gregory J. Accetta, MAI, AI-GRS. The Appraisal Institute’s recognition program honors volunteers for their service to the Appraisal Institute, to the real estate valuation profession and to their local communities. Greg is a Certified General real property appraiser in Rhode Island, Connecticut and Massachusetts with more than 30 years of commercial appraisal and appraisal review experience.

He is responsible for appraisal reviews, quality assurance, and policy administration at a national bank. He is a former Chair of the Appraisal Standards Board,

which is responsible for writing, interpreting, and promulgating the Uniform Standards of Professional Appraisal Practice (USPAP). Greg is a former member of the Rhode Island Real Estate Appraisers Board. He is a member of the faculty and appraisal education developer for the Appraisal Institute, Risk Management Association, and MBREA. He is a Certified USPAP Instructor, a member of The Appraisal Journal Review Panel and the author of several articles published in The Appraisal Journal, Valuation, The RMA Journal, and The Journal of Lending & Credit Risk Management, as well as a contributor to the 14th Edition of The Appraisal of Real Estate published by the Appraisal Institute.

Greg is a past president of the Rhode Island Chapter of the Appraisal Institute and the MBREA. Greg was instrumental in the merger of the Rhode Island Chapter and the Massachusetts Chapter of the Appraisal Institute in 2012 and currently serves as a member of the Massachusetts and Rhode Island Chapter of the Appraisal Institute’s Board of Directors.

# Election of 2020 Officers, Directors and Regional Representatives of Massachusetts and Rhode Island Chapter

Pursuant to the procedures specified in Article X, Nominations and Elections of the Massachusetts and Rhode Island Chapter of the Appraisal Institute's bylaws, the Nominating Committee, chaired by Bud Clarke, MAI met via teleconference on April 1, 2019 and a follow-up electronic vote on April 9, 2019, and submitted the following slate for Officers, Directors and Regional Reps for the year 2020. The following represent only the vacant positions for this upcoming year, 2020.

<b>President:</b>	George Demopoulos, SRA, AI-RRS
<b>Vice President:</b>	John Drew, MAI
<b>Treasurer:</b>	Bradford Hevenor, MAI
<b>Secretary:</b>	Robert Maloney, MAI
<b>Directors for a 3-year term: (1/1/20 – 12/31/22)</b>	Ryan Christman, MAI*, Thomas Jensen, MAI, and Christopher Stickney, MAI
<b>Director (to complete the term of Robert Maloney, MAI)</b>	Edward V. Bowler, MAI, SRA
<b>Regional Representatives - 2 yrs (1/1/20 – 12.31/21)</b>	Edward V. Bowler, MAI, SRA and Bradford Hevenor, MAI
<b>Regional Representative Alternates (1/1/20 – 12/31/20)</b>	Zach Bowyer, MAI, Melanie Kosich, MAI, Brett Pelletier, Christopher Stickney, MAI

The foregoing slate was voted on at the Spring Chapter Meeting held on Tuesday, May 21<sup>st</sup> at the Atlantic Wharf, 290 Congress Street, Boston, MA at its regular meeting. Congratulations to our 2020 Chapter leaders!

**\*Since the Report of the Nominating Committee was presented, Ryan Christman, MAI has declined the nomination. The Nominating Committee will reconvene to fill a three-year Board of Director position.**

## Rhode Island Branch Chapter Corner *(from page 2)*

Brad Hevenor, MAI, the previous RI Branch Chair had organized a couple of very good educational events in 2018 addressing green construction, net zero energy homes, as well a program about PV Solar valuation for residential and commercial appraisers. In 2019 we are going to follow up on Brad's leadership with a half day seminar on climate change, flood insurance price increases and how that is affecting the real estate market near the bays and oceans around us. That event will be held sometime in the early fall, likely the middle of September. We want it to be four hours, to match up with the many three-hour courses that are offered, in attaining the requisite 28 hours in Rhode Island for CE.

In closing, thanks to all that came before us to promote the appraiser profession and elevated the Chapter to where it is today. I particularly want to thank Bill McGovern, SRA for his years of tireless leadership to the Chapter and Branch. Bill was recognized in December by the RI Branch for his years of commitment to the profession, as an appraiser, an instructor and mentor to many, including myself.

Bill and I live in the same town therefore I am blessed to see him on a regular basis. We also have a bond that was forged by us both being former members of the RI House of Representatives. On April 26th his family organized a birthday party for Bill of which I was invited and honored to be there. Happy 90th birthday Bill McGovern, your one of the best!

## Congratulations!

Congratulations to Paul Ambrose, MAI and Christopher Stickney, MAI who were awarded a \$750 Demonstration of Knowledge Hewitt Scholarship by Chapter President Gregory Curtis, MAI at the January 2019 Chapter Meeting.

The Demonstration of Knowledge Scholarship is available to Massachusetts and Rhode Island Chapter candidates who attend and pass the Appraisal Institute's Capstone Program. The [General Demonstration Report-Capstone Program](#) is an option Candidates may choose to complete their general demonstration of knowledge requirement toward MAI Designated membership. Like the traditional demo option, the same skills and knowledge base are required to produce a complete demonstration appraisal report. 2019 offerings are sold out. **Look for 2020 offerings to be scheduled summer of 2019!**



## NEWS FROM THE NATIONAL OFFICE

### Annual Conference

The 2019 AI Annual Conference will take place July 22-24 at the downtown Hyatt Regency Denver near the Colorado Convention Center, steps from all the Mile High City has to offer. Allison Massari – an entrepreneur, celebrated artist and executive coach named on the "Best Keynote Speakers List" by Meetings & Conventions magazine – will be this year's keynote speaker. The AI Annual Conference also will feature another terrific general session – "**Cannabis & Real Estate**" – which will illuminate the impacts legalization and regulation are having on real estate markets. Register until July 1 to receive the lowest available rate

### New AI Book

A new AI book, "The Valuation of Condominiums, Cooperatives, and PUDs," was published on May 8. The book examines the physical and ownership characteristics of condominiums, cooperatives and planned unit developments. The text also demonstrates how to analyze the local market, identify appropriate elements of comparison and apply relevant valuation techniques.

### Membership Status Changes

Effective May 9, 2019, the Appraisal Institute **Board of Directors voted to eliminate the Temporarily Non-Practicing status.** The status existed in the AI Bylaws for the purpose of providing a lower dues/fee level to individuals who temporarily could not work due to certain circumstances such as poor health or physical disability; family obligation or responsibility; military service; or other good cause shown.

The status, typically granted for only up to one year with no renewal option, did not provide relief to an AI professional in need of ongoing financial relief. Furthermore, AI already has a dues/fee waiver process in place that grants an AI professional financial relief based on the same circumstances. (These same AI professionals may also be eligible for relief grants from the AIERF.) Designated members may request a dues waiver between January and September.

Designated members who wish to change their status may do so via the online Status Change Application. The various statuses—in addition to their respective descriptions of eligibility—are listed on Designated Member Status Changes webpage. If Designated members have any questions, they should contact [mbr@appraisalinstitute.org](mailto:mbr@appraisalinstitute.org) or (312) 335-4111.

## NEWLY DESIGNATED MEMBER PROFILES

The Massachusetts and Rhode Island Chapter Congratulates Our Newly Designated Members

### Paul A. Ambrose, MAI



Paul Ambrose, MAI, a Director at Joseph J Blake Associates in Boston, MA was awarded the MAI designation in January. On January 29<sup>th</sup>, he was presented with his certificate by Gregory T. Curtis, MAI, 2019 President of the Massachusetts and Rhode Island Chapter of the Appraisal Institute at the Chapter's 1<sup>st</sup> meeting of the year at the Federal Reserve in Boston, MA.

Mr. Ambrose graduated from Bentley University and went on to obtain his MBA at Clark University while working full-time at Fidelity Investments. In 2004, he started his career as a commercial real estate appraiser with Joseph J. Blake & Associates, Inc., has been there for 14 years and is currently a Director at the New England Regional Office. In addition to writing full narrative appraisals, Paul works with clients on a consultation and work negotiation basis and assist with the office's in-house training program. He is fully experienced in the valuation of various types of commercial, industrial and residential properties, in both vacant and income-producing capacities. Paul began pursuing the MAI designation in 2016 and thanks his wife Julianne and three children for supporting him during this journey.

### Lisa Toback, MAI



Lisa Toback, a Managing Partner at The Appraisers Group in Belmont, MA was awarded the Appraisal Institute's MAI membership designation in January. On January 29<sup>th</sup>, she was presented with her designation certificate by Gregory Curtis, MAI, 2019 President of the Massachusetts and Rhode Island Chapter at its first meeting of the year.

Ms. Toback has been appraising for 26 years. For the past 23 years, she has been the head of the Commercial Department at The Appraisers Group and in 2014 became one of the managing partners at the firm. Lisa had been a candidate "for what seems like forever" and emphasized that she was able to cross the finish line with the help and encouragement of her co-workers, especially Rich Goulet, who welcomed her into the firm in 1996 and Marcus Johnson, MAI, her husband Adam, and her AI Advisor, Karen Friel, MAI, AI-GRS. Ms. Toback lives in Framingham with her husband Adam and daughter Delilah.

### Deborah Ann Cerilli, SRA



Deborah Cerilli, owner of Cerilli Real Estate Appraisers in Braintree, MA was awarded the Appraisal Institute's prestigious SRA membership designation in January. On January 29<sup>th</sup>, she was presented with her designation certificate by Gregory Curtis, MAI, 2019 President of the Massachusetts and Rhode Island Chapter at its first meeting of the year.

Ms. Cerilli has been appraising residential real estate for the past 16 years. After working under the supervision of Carlson Property Advisors, she became a certified residential appraiser and began working at Appraisers Collaborative in Braintree, MA. Deborah now runs her own appraiser business and currently has a trainee. Most of her work is focused on Norfolk, Plymouth, and Suffolk counties. When not appraising, Deborah loves spending time with her husband, children, and granddaughter. Previously, she held a seat on the Board of Trustees for the South Shore Charter School and was a Town Meeting Member in Braintree.

## NEWLY DESIGNATED MEMBER PROFILES

The Massachusetts and Rhode Island Chapter Congratulates Our Newly Designated Members

### **Christopher Stickney, MAI**



Christopher Stickney, MAI, Valuation Services Director at Colliers International in Boston, MA was presented with his MAI designation certificate by Gregory Curtis, MAI, 2019 President of the Massachusetts and Rhode Island Chapter at its first meeting of the year on January 29<sup>th</sup>.

Mr. Stickney obtained his undergraduate degree from Springfield College and an MBA from the University of Phoenix. Seeking a career change after several years in retail management, Chris pursued his appraiser trainee license in early 2013. He started working shortly thereafter as an Appraiser Trainee for Petersen LaChance Regan Pino, LLC before moving to Joseph Blake & Associates. Chris joined Colliers International in January 2016, at which point he completed his qualifying education and successful attainment of his Certified General License in October 2016. Currently he serves as Valuation Services Director for the Boston office, and as the Northeast and Mid-Atlantic Regional Representative for the Hospitality National Practice Group.

Chris' other professional commitments include being on the Government Relations Committee and an Alternate Regional Representative for the Massachusetts and Rhode Island Chapter of the Appraisal Institute. He lives in Franklin where he enjoys spending his personal time with his wife, Adrienne, and their two children.

### **William J. Lanciloti, Jr., SRA, AI-RRS**



William J. Lanciloti, Jr., SRA, AI-RRS, owner of Suburban Appraisal Services, in Newton, MA was presented with his AI-RRS designation certificate by Gregory Curtis, MAI, 2019 President of the Massachusetts and Rhode Island Chapter at its Spring meeting on May 21<sup>st</sup> in Boston, MA.

Bill has spent his entire life living and working in Newton. He graduated from Northeastern University and began appraising in 1985. Bill started Suburban Appraisal Services in 1991 and is a Certified Residential Appraiser covering the Greater Boston area. Bill received his SRA designation in 2015.

Bill is a two-term Trustee with the Massachusetts Board of Real Estate Appraisers. Bill is active with a number of local charities, most notably The Price Center. He enjoys watching all the local sports teams, especially the Red Sox and visiting his daughter in Washington, DC who works for JLL.

### **Jonathan Granville Lowe, SRA**



Jonathan Granville Lowe, SRA, an appraiser at The Appraisers Collaborative in Braintree, MA was presented with his SRA designation certificate by Gregory Curtis, MAI, 2019 President of the Massachusetts and Rhode Island Chapter at its Spring meeting on May 21<sup>st</sup> in Boston, MA.

Jonathan received a Bachelor's degree in Ethics, Social, and Political Philosophy from UMass Boston in 2012, while working part-time as a trainee appraiser. He earned his appraisal certification in 2015. He specializes in high-end residential property, and has done appraisals for mortgage lending, divorce and estate settlement, conservation land, and litigation. He is recognized as an expert witness in Suffolk Court. Jonathan is currently in training to obtain his certified general certification, with hopes to eventually earn the MAI designation. Jonathan enjoys spending his personal time with his friends, his parents, and with his wife, Alexandra. They recently purchased a home in Marshfield, and are working on renovating the property.

### **Julia A. Lee, SRA**

Julia Lee, SRA, an appraiser in South Orleans MA was awarded the SRA designation in April. Congratulations to Julia on achieving a prestigious designation that differentiates her in a highly competitive marketplace! Best wishes for continued success.

## NEWS FROM THE EDUCATION COMMITTEE

The Education Committee of the Massachusetts and Rhode Island Chapter has been hard at work reviewing current course offerings, surveying the chapter's membership, and being on the lookout for exciting, new programs to add to the Chapter's schedule in the second half of the year. Based on the results of two surveys sent earlier this year, we are pleased to welcome back Mark V. Smeltzer, MAI, SRA, AI-RRS to teach the two courses below:

**Review Case Studies Residential on October 30 – 31<sup>st</sup>** at the Courtyard by Marriott in Woburn, MA. In this two-day course, you will apply the review process that you learned in Review Theory-Residential by walking through a case study that focuses on a two-stage review assignment. This class has received excellent reviews including the ones below:

- *"Thanks for a great class – I really enjoyed it and found the Case Study really helpful."*
- *"Thank you for a very informative and [enjoyable] seminar"*
- *"I enjoyed my time in your class and appreciate your dedication to making us all better reviewers!"*

**General Appraiser Report Writing and Case Studies on November 12 – 15<sup>th</sup>** at the Courtyard by Marriott in Woburn, MA. General Appraiser Report Writing & Case Studies provides instruction in effectively communicating a sound analysis of selected parts of a valuation.

For continuing education, the committee is working to finalize the details of several programs, including two brand new programs developed by the Appraisal Institute:

- **Artificial Intelligence, AVMS, Blockchain and the Future of Appraisal** – A new 4-hour seminar for general and residential appraisers will be added to the schedule for the Fall.
- **The Cost Approach: Unnecessary or Vital to a Healthy Practice?** – A new 7-hour seminar for residential appraisers to be offered in late 2019 or early 2020.

In addition, the Education Committee is working to bring Ted Whitmer, MAI to the Chapter in the fall to teach his **Raise Your Appraiser IQ** seminar. Ted is a very popular, and highly sought-after appraisal instructor, and this offering is designed for residential and commercial real estate appraisers to provide better tools of analysis and communication of the analysis to comply with Uniform Standards of Professional Appraisal Practice, client and industry standards. The seminar includes discussions on logic, careful thinking, how to distinguish facts, opinions, conclusions, and analysis and will discuss the difference between "proof" and "support" as well as the difference between "correlation" and "causation." The program will be offered on September 10<sup>th</sup> in Rhode Island and September 11<sup>th</sup> in Massachusetts.

For those who are looking for USPAP, there are two offerings of the current 2018 – 2019 version of 7 Hour National USPAP Update -- September 26<sup>th</sup> in Woburn, MA and October 17<sup>th</sup> in Warwick, RI. Wondering when the new 2020-2021 version of USPA will be available?

**Save the Date – the new 7 Hour National USPAP (2020-2021) will be offered on December 5<sup>th</sup> in Woburn and December 6<sup>th</sup> in Warwick. Registration for these two courses will open in October.**

The Education Committee welcomes comments and suggestions for additional offerings. Feel free to share your ideas with us at [office@massri-appraisalinstitute.org](mailto:office@massri-appraisalinstitute.org)

The image shows a screenshot of the AI LEARN Facebook page. The page header includes the AI LEARN logo and the Appraisal Institute logo. The main content area features several posts and advertisements. A prominent post reads: "Learn with AI education. Earn education credits. Apply what you've learned. reap the benefits in your career. AI offers the most benefits to your career." Another post says: "Join the community of learners at the Appraisal Institute. See upcoming courses available, get reviews from participants, and keep up to date on the latest activities happening in AI Education." There is also a post about the "2019 ANNUAL CONFERENCE Denver" and a "NEW! EDUCATION BULLETIN" post. A large banner at the bottom of the screenshot says: "Go 'LIKE' the AI LEARN page! @AILEARNeducation".



# Factors to Consider for Life Science Building Conversions

*by Thomas Jensen, MAI*

As the global biotech industry continues to mature and grow the levels of demand for lab space in metros like Boston have far outstripped the available supply for some time now. This is true especially in key life science clusters like Kendall Square in Cambridge. The resulting effects on local space market fundamentals continue to play out through the greater metro area.

Life science corporations favor vibrant, amenity-rich neighborhood with proximity to university resources as well as synergies that come with being proximate to similar companies, potential partners, and suppliers. Given the dearth of life science laboratory inventory in the established neighborhoods, tenants have been seeking lab space in the metro's more emerging life science clusters, like the Seaport, Waltham and Watertown. Landlords are responding to this ever-growing demand by constructing new lab space as well as converting traditional office and industrial space.

When considering existing real-estate for lab conversion, there are many factors to consider. The two most critical issues are:

1. Sufficient clear heights. Shell buildings considered suitable for potential lab conversions must typically have 14- to 15-foot interior clear heights. These additional areas are needed to provide additional HVAC and power systems to service exhaust vents.
2. Additional floor load requirements. Laboratory floors must be able to support 125 to 150 pounds per square foot for lab as opposed to 80 to 100 pounds for office.

Looking at costs, the core and shell retrofit expenses range from \$125 to \$150 per square foot with another \$125 to \$150 for specific tenant improvements over shell. The rental suites typically consist of 40% to 60% laboratory with the remaining space being traditional office area.

There are several other factors to keep in mind when considering converting offices into labs as well. First, laboratories require a redundancy of power and critical systems, support space for chemical storage, and PH neutralization systems. Many lab areas feature specialty suites such as vivarium's, and BL-1 and BL-2 chambers. Although the amount of office space per worker is declining, life science requires 350 to 550 square feet per employee compared to an average of 175 to 200 square feet for more traditional office workers. Depending on floor plates and the size of the building, this could limit a space's ability to attract tenants of a certain size.

Moreover, laboratories typically require 100% outside air at a rate of 1.5 cubic feet per minute (CFM) compared to more traditional office at a recommended ventilation rate is 20 CFM. The "minutes per air change" is a design value chosen for the type of space in buildings. Therefore, laboratory uses have substantially greater HVAC demand than office users. These systems are often housed in a rooftop mechanical penthouse with air vents.

It is worth citing a few notable urban and suburban buildings in the Greater Boston area which have been successfully converted – at least partially - to life science laboratories. Urban building examples include: 451 D Street in South Boston, 80 Guest Street in Brighton, and 645 Summer Street in South Boston. In the suburbs, 60 Sylvan Road in Waltham is being considered for conversion from office to lab. In the near future, Boston Properties is planning to retrofit 33 Hayden Avenue in Lexington, which was recently leased entirely to Dicerna Pharmaceuticals, and 200 West Street in Waltham into life science laboratories.

Although location is still key for life science users, the basic building criteria of interior clear height and floor load capacity are crucial factors in determining a building's life science retrofit suitability. Given the frenetic levels of lab demand in Greater Boston, expect landlords to continue to entertain these conversion projects where applicable.

*Reprinted with permission from Thomas Jensen, MAI (NEREJ, Appraisal and Consulting, April 12, 2019)*

## Massachusetts and Rhode Island Chapter Board Votes to Support Two Massachusetts Bills

The Massachusetts and Rhode Island Chapter of the Appraisal Institute has moved to support two pieces of legislation currently pending at the Massachusetts State House.

### Bill H.216 – An Act Defining Client, Intended Use and Intended User in Real Property Appraisal Assignments and Reports

This bill establishes a framework that limits the liability of an appraiser to the client and intended user only. The operative language is that the appraisal... 'is deemed prepared at the request of and exclusively for the benefit of the appraiser's client or intended user, and for the intended use, as specified in the appraisal report or appraisal review report. An appraiser shall (i) not be liable in a court of law to any person other than the client or intended user; and (ii) not be subject to disciplinary action stemming from a complaint filed with the Division of Professional Licensure by any person other than the client or intended user.'

The perceived benefit of this legislation extends protections to appraisers by limiting exposure to litigation from unintended users of appraisal reports. The bill was sent to study last year as a way to delay action, but it is possible that it might make it out of committee this session.

### Bill H.1114 – An Act Relative to Appraisal Management Companies

This bill establishes licensing requirements for appraisal managed companies (AMC). The bill as constituted appears to create a comparable board of licensing as currently exists with the traditional real estate appraisal board. The regulation as outlined of AMCs is consistent with the existing structure of appraisers in the Commonwealth. This legislation does not overstep the requirements set forth at the Federal level for AMCs which is the case some states. Further, Dodd Frank requires action on this matter by August 10, 2019.

The Board will review letters of support to be distributed to State Legislators support the Chapter's stance on these issues.

*Submitted by Christopher Stickney, MAI, 2019 Government Relations Co-Chair*

### NEW MEMBER BENEFIT



Created by appraisers for appraisers, realquantum is the only commercial real estate appraisal report software and comps database that is 100% on the web. It will increase individual and team productivity up to 50% within 60 days. Key features:

**Cloud-Based**

**Rapid Access**

**Reports are rules-based**

**Automatic**

**Mobile App**

[Click here to subscribe and learn more](#)

AI Professional Exclusive Offer: 3 additional months free!  
(A 15 month subscription, regular term is 12 months)  
Log-in Required

### OPINIONS OF VALUE BLOG



The Appraisal Institute continues to grow its social media activities through its Facebook, Twitter, and LinkedIn pages as well as its YouTube Channel and blog.

#### ***Have you visited AI's blog page?***

Opinions of Value provides the appraiser perspective on developments in the valuation profession, insight on legislative and regulatory issues and outlook on industry trends.

[Opinion of Value Blog](#)

Writing an article for Opinions of Value, the Appraisal Institute's blog, is an excellent way to gain recognition and to share your experiences and expertise with your colleagues and professional peers while expanding your digital footprint.

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## Lots of Scholarship Opportunities from the Appraisal Institute Education and Relief Foundation and the Mass/RI Chapter’s Hewitt Scholarship Fund

The Appraisal Institute Education and Relief Foundation (AIERF) was born out of the 2018 union of the AI Education Trust and AI Relief Foundation in order to most effectively and efficiently serve real estate appraisal professionals now and into the future. For more than 50 years, the Appraisal Institute Education Trust (AIET) fostered the advancement of the real estate appraisal profession and played a critical role in supporting valuation education. The Appraisal Institute Education & Relief Foundation offers a variety of scholarships:

Name	Who Should Apply	Deadlines	Application
Appraisal Institute Education & Relief Foundation Candidate for Designation Scholarship	Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designation. This Scholarship was developed to cover all designation education needed to complete the Candidate for Designation Program.	July 1	Appraisal Institute Education & Relief Foundation Candidate for Designation Scholarship <a href="#">Click Here</a> (must be logged in)
Appraisal Institute Education & Relief Foundation Minorities and Women AI Course Scholarship	Minorities and women Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designations	Jan. 1 April 1 July 1 Oct. 1	Appraisal Institute Education & Relief Foundation Minorities and Women AI Course Scholarship <a href="#">Click Here</a> (must be logged in)
Appraisal Institute Education & Relief Foundation AI Course Scholarship	Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designations.	Jan. 1 April 1 July 1 Oct. 1	Appraisal Institute Education & Relief Foundation AI Course Scholarship <a href="#">Click Here</a> (must be logged in)

The Massachusetts and Rhode Island Chapter’s John D. Hewitt Memorial Scholarship Fund offers scholarships to Massachusetts and Rhode Island Chapter Candidates for Designation and recent college graduates. Established in 1981, the purpose of the John D. Hewitt Memorial Scholarship Fund is to honor the memory of John D. Hewitt, MAI, SRPA (1911-1981) by promoting excellence in education.

### Demonstration of Knowledge Requirement Scholarship – for Chapter Candidates

- \$500 toward the course fee for the Appraisal Institute’s [Residential Demonstration Appraisal Report 45 hour package](#).
- \$750 towards the course fee to attend the [Capstone Program](#).

The number of Demonstration of Knowledge scholarships is subject to review by the committee at any time. [Learn more here](#).

### Real Estate Appraisal Education Scholarship – for Recent College Graduates

The Hewitt Scholarship Fund is pleased to announce it is now accepting applications for it’s **Real Estate Appraisal Education Scholarship**. The fund will be awarding one (1) scholarship per year to a recent college graduate for the four courses required for a Trainee license (Basic Appraisal Principles, Basic Appraisal Procedures, 15 Hour National USPAP Course and the Supervisor/Trainee Course) offered by the Massachusetts and Rhode Island Chapter of the Appraisal Institute

Applicants are required to complete the [Real Estate Appraisal Education Scholarship Application](#) and return it to the Chapter office no later than April 15th. Applicants must include a most recent transcript and a resume/activity sheet along with the application.

## NEWS FROM THE SOCIAL COMMITTEE

This year's Social Committee has been tasked with putting together a variety of networking events throughout the year. In order to find out what type of events and where the majority of the membership would like to hold events, the Social Committee put together a survey which was sent out in March.

The Committee was pleased with the number of Chapter Professionals who participated, with a total of 48 respondents. Of those who completed the survey, 97% expressed an interest in attending networking/social events. Not surprisingly on the issue of location, the results were split 50/50 on whether to hold social events in downtown Boston or in a suburban Boston location. On the issue of what types of summer events to hold, a majority of the respondents expressed interest in tap-room events, the Institute of Contemporary Art Thursday Night Live Music event and a Red Sox game, while a golf event had the lowest interest. The committee will continue to strategize on what type of winter event to hold.



The next networking/social event is **Harborwalk Sounds**, presented in partnership with Berklee College of Music at the Institute of Contemporary Art in the Seaport District on July 25<sup>th</sup>. Grab a drink, soak up the summer sun, and hear some of Boston's best up-and-coming musicians. On the schedule for the 25<sup>th</sup> is One Drop, Berklee's Bob Marley tribute band. United by a shared love of reggae, the musicians of One Drop bring their own unique cultural perspectives and musical backgrounds to the music of Bob Marley and the Wailers. Look for details in the coming weeks.

Got an idea for a networking event? Contact the Social Committee at [office@massri-appraisalinstitute.org](mailto:office@massri-appraisalinstitute.org).



To date, the Social Committee has held three events, including a day of volunteering at Cradles to Crayons that included a networking event of bowling and pizza and two AI After Hours events, one at Jack's Abby Brewery in Framingham, MA and the second at the Roof Terrace @ Trillium Brewing Company in the Seaport District in downtown Boston.

## LDAC PARTICIPANTS LOBBY ON CAPITAL HILL

Massachusetts and Rhode Island Chapter Sponsored Three AI Professionals

As part of one of the Appraisal Institute's most important events of the year, more than 100 Appraisal Institute professionals went to Capitol Hill on May 16 to discuss appraisal regulatory modernization and housing finance reform including three Massachusetts and Rhode Island Chapter Professionals (pictured left to right 3<sup>rd</sup> year participant, Brad Hevenor, MAI, 2<sup>nd</sup> year participant Ryan Christman, MAI and 1<sup>st</sup> year participant Robert Maloney, MAI.

Attendees of AI's annual Leadership Development and Advisory Council conference, held May 15-17, talked to lawmakers and participated in forums:

- "How do we set ourselves apart and message effectively to clients (the appraiser and the appraisal)?" – Erik Hanson, MAI;
- "Increasing thresholds, alternative products, waivers: how can AI help appraisers adapt to the new environment and position our members to be at the front of the line?" – Lisa Meinczinger, SRA, AI-RRS;
- "AI Education: what is the best way to deliver it? How do we capture more? What are we doing well? What can we do better?" – Rob Moorman, MAI, SRA, AI-GRS; and



- "How can chapters maximize value to members?" – Eric Schneider, MAI, SRA, AI-GRS.

The Leadership Development & Advisory Council strives to foster creative thought from talented individuals involved in the real estate appraisal profession while developing the future leaders of the Appraisal Institute and we thank Brad, Ryan and Rob for their volunteerism.

## IN MEMORIAM

**Paul J. Reynolds, SRPA, SRA**, a longtime Designated member of the Massachusetts and Rhode Island Chapter of the Appraisal Institute, passed away at the age of 83 on February 3<sup>rd</sup> after a long illness.

Paul recently retired from the Reynolds Company, the commercial real estate firm he founded in 1971. Paul was a past president of the Eastern Massachusetts Chapter of the Society of Real Estate Appraisers. He also served as first Chairman of the Hewitt Scholarship Committee and was a lifetime member of that committee until his retirement in 2017 and as a National Director for the New England/New York region of The Appraisal Institute.

**Norman A. Gosline, MAI**, a longtime Designated member of the Massachusetts and Rhode Island Chapter of the Appraisal Institute, passed away on March 23<sup>rd</sup> at age 83 after a short, but valiant, fight with cancer.

Norm served as President of the New England Chapter of the American Institute of Real Estate Appraisers in 1985, Chair of the Northeast Region of the Appraisal Institute, and two terms on the National Board of Directors for the Appraisal Institute

To honor the memory of these two outstanding chapter professionals and volunteers, a donation has been made to the Hewitt Scholarship Fund in Paul and Norm's name.

# 2019 CHAPTER SPONSORS

Thank You to the following companies who are participating in our Chapter Sponsorship program.

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Their support of the Massachusetts and Rhode Island Chapter of the Appraisal Institute is recognized and appreciated.

We are NOW taking accepting sponsorships for 2019.

Contact Lianne at the Chapter office for more information at 781.397.8922.

Learn about the Sponsorship Program [here](#).