

Guest Speakers

Thomas LaPerch – Director, Commercial Group

Tom LaPerch combines more than 30 years of successful real estate experience with considerable expertise in marketing and government land planning to provide as uniquely qualified level of service.

Commercial Director for Houlihan Lawrence in Rye Brook, New York, LaPerch possesses a wide range of knowledge including marketing, investment and management portfolio of distinctive, multi-million dollar properties in medicine, technology and land conservation. Serving on the Town of Southeast Municipal Planning Board for over 13 years, and as chairman for the last four years, LaPerch has a deep understanding of land zoning issues. He has decades of commercial and residential knowledge rooted in the Westchester, Putnam, Dutchess and Fairfield counties.

Steven Salomone – Associate Real Estate Broker

Steve Salomone brings over 25 years of wide-ranging business experience within the global corporate and real estate market to the role. Earlier in his career, Salomone owned and operated a commercial graphics company in Stamford, Conn. He also worked in sales, marketing and business development for Bertelsmann AG, Moore Corporation, Bowne, Inc., and RR Donnelley & Sons, where he was Vice President of Business Development and Marketing.

For the last ten years, Salomone has concentrated on the promotion and analysis of commercial real estate investment properties nationally, most recently as director of the Prudential Serls Commercial Group in Dutchess County. In that role, he earned the company's Pinnacle Award, signifying he was one of the top five commercial brokers nationwide. In addition to his brokerage activity he managed the commercial real estate brokerage operation and recruited and trained new agents to form one of the most respected commercial real estate brokerage teams in Dutchess County.

Topic

“State of the Hudson Valley Commercial Real Estate Market”

MID HUDSON CHAPTER

www.midhudsonai.org

Real Estate Damages Overview Seminar – 3 Hours

Date: April 10, 2019

Location: Eleven-11 Grill Restaurant, 1111 Main Street, Fishkill, NY 12524

Time: 3:00 p.m. – 6:00 p.m.

Registration: 2:45 p.m.

Seminar Only: \$45 (AI members & Non-members)

Seminar & Dinner: \$65 (we will be having our monthly dinner meeting following the class)

Instructor: R. Bruce Hunter, MAI

Seminar Overview

This seminar provides a brief overview of the thought process and methods and techniques necessary to determine if property values may or may not be impacted by perceived (or real) Detrimental Conditions. Seminar includes in-class overviews of impact studies of proposed Cell Towers, zone change from Residential to Industrial; Contamination issues; "Spite Fence" issues, etc. Also discussed are several cautionary tales - What an appraiser should NOT do when asked to complete this type of assignment.

Continuing Education Credit, Full Attendance: Approved for 3 hours of CE with Appraisal Institute and with New York State.

To Register/pay by check: please complete form and return with payment to:
Mid Hudson Chapter, 6 Camelot Dr., Warwick, NY 10990

Please return registration and check by 04/05/19

Name: _____

Address: _____

City/Town: _____ **Zip Code:** _____

Business Telephone # () _____

Email _____

Appraisal Institute Member: MAI SREA SRPA SRA RM Cand. Affil.

I am not a member of the Appraisal Institute

State (s) _____

Payment enclosed: _____ \$45 Seminar Only _____ \$65.00 Seminar & Dinner

(Make check payable to: Mid-Hudson Chapter and mail to: 6 Camelot Drive, Warwick, NY 10990)

For additional information, please contact the Mid-Hudson Chapter at 845-986-4863 or visit our website at www.midhudsonai.org for other educational offerings.