

Jeanette I. Rice
Lend Lease Real Estate Investments, Inc.

will present

***The Capital Markets –
What's New on the Horizon and Beyond***

at the North Texas Chapter's Monthly Business Meeting

Thursday, April 19, 2001

Lincoln City Club
5440 LBJ Freeway, Third Level

Board of Directors Meeting: 3:30-5:00 p.m.

Cocktails: 5:00-5:45 p.m.

Dinner and Chapter Business: 5:45-6:15 p.m.

Program: 6:15-8:15 p.m.

Meal Cost: \$20.00 per person (No Shows Will Be Billed)

Reservations Required: Call 972/233-2244 (Deadline-Wednesday, April 18)

Approved by the Appraisal Institute for 2 hours continuing education credit

Win \$300!

The drawing for \$200 was held at the March 15 Chapter meeting, and we did not have a winner. So the drawing increases to \$300 at the April 19 meeting. To win, just attend the April 19 North Texas Chapter meeting. If you are a member of the North Texas Chapter, your name is drawn, and you are in attendance at the meeting, you will win \$300!

SPPC Scheduled in May

A large number of appraisers must satisfy continuing education requirements before their licenses and certifications expire this year. In order to meet the demand, the Chapter has scheduled *Standards of Professional Practice, Part C* (430) May 4 and 5.

SPPC is approved for the following continuing education credits:

- Appraisal Institute – attendance only-15 hours; full attendance and successful completion of the exam-16 hours
- State Certified/Licensed – 15 hours (7 hours of which are USPAP update)
- MCE (brokers/salesmen) – 13 hours, 6 hours of which are in legal topics
- Texas State Board of Public Accountancy – sponsor ID #3724

A course brochure and registration form is attached. Submit the registration form and payment as soon as possible. If you have any questions, contact the Chapter office at (972) 233-2244.

Contributing to the Appraisal Institute Residential Database

The developers of the Appraisal Institute Residential Database (AIRD) are looking for your contributions to the national residential database. It's up and running and soon will be available to consumers. Should you or shouldn't you contribute to AIRD?

By acting, you take your professional destiny into your own hands. You contribute information to this national, Internet-accessible database and, in turn, you receive a percentage of the profit each time a user accesses your data. On the flip side, if you hoard your data, you're not investing in your future. And someone else is sharing your data on a network somewhere. If you have written an appraisal report, your client is probably using your data to compile its own database and sharing that data with others.

By acting, you join the new economy and demonstrate that you are looking for innovative ways to diversify your appraisal business. By not acting, you continue doing the same work you have done for years. However, you run the risk of losing your traditional business without finding new ways to augment it. The world is changing fast, are you keeping up or even ahead of its pace?

Right now, AIRD is up and running, ready to receive contributions from appraisers nationwide. It's your decision to contribute your accurate, reliable data on real properties in your area. You can sign up today. All you have to do is enter the AIRD web site at www.airdport.com and register through a user identification and password. If you do not have Internet Explorer version 5.5, it is available by downloading it right at the AIRD web site. Once you have downloaded it, you can proceed through the rest of the steps. Currently, Day One has announced that its appraisal software is Appraisal Institute (AI) Ready. Other software companies are following suit such as Real Estate Professionals (SFREP) and Bradford Technologies. Check to find out if your software is ready for seamless integration into AIRD.

Act now by signing up or stay on the sidelines. The choice is yours.

Proposed Slate for 2002 Chapter Positions

Term: January 1 – December 31, 2002

Following is the slate of nominees for 2002 Chapter offices, compiled by the Nominating Committee. The vote will be taken at the May 17 Chapter meeting. Please refer to the Chapter Bylaws if you are interested in making additional nominations. Feel free to contact Ruth Kelton (972/233-2244) with any questions.

2002 OFFICERS

President	Jack Poe, MAI
Vice President	Mac Bottum, MAI
Secretary	John Hirschy, MAI, SRA
Treasurer	George Naeter, MAI

2002 DIRECTORS

(One-Year Term)

Ron Box, SRA
Tracy Law, MAI
Joe Milkes, MAI

(Two-Year Term)

Richard Baker, MAI
Shannon Dykes, MAI, SRA
Jim Jacobs, SRA

(Three-Year Term)

Charles Bissell, MAI
Jack Friedman, MAI, SRA
Allen Gardiner, SRA
K. Lynn Naugher, MAI

2002 REGIONAL REPRESENTATIVES

(One-Year Term)

Charles Bissell, MAI
Mac Bottum, MAI
George Naeter, MAI

(Two-Year Term)

Michael Cook, MAI, SRA
Marc Farmer, MAI
John Hirschy, MAI, SRA
Ken Wilson, MAI, SRA

(Alternates)

Lance Coyle, MAI
Jerry Gage, SRA
Bryan Humphries, MAI
Jay Massey, MAI, SRA
Cheryl Rowland, SRPA, SRA

Chapter Participates in CourthouseDirect.com Affinity Program

CourthouseDirect.com provides fast Internet access to document images and copies from the largest database of courthouse records nationwide. It serves as an online source for immediate delivery of county property and official records, document images and copies, and retrieves public records from Federal, State and County offices. CourthouseDirect.com also provides public records abstracting and researching.

Users may download and view deeds, mortgages, assignments, releases, state tax liens, federal tax liens, powers of attorney, easements, abstracts of judgment, uniform commercial code filings, notices, and affidavits. CourthouseDirect.com may also be accessed for document images and asset searches, due diligence searches, property ownership, genealogy research, lien and mortgage searches, skip tracing, credit reports, employee screening, and fraud investigations.

As a service to its members, the North Texas Chapter is participating in CourthouseDirect.com's Affinity Partner Program. Under the Affinity Partner Program, members may download records at a charge of \$.95 per page, a \$.05 discount per page, and the Chapter receives a \$.05 donation per copy ordered. In order to qualify for the reduced rate, members must use the Chapter's Affinity Code – NTAI (North Texas Appraisal Institute).

It's easy! Save yourself time and money by accessing your documents online. And remember; use the Chapter's Affinity Code – **NTAI**.

Legislative Update

*by George N. Naeter, MAI
Chair, Legislative Committee*

High Pressure Moves Through the Plains

Appraisal Institute President Brian Glanville, MAI, met with officials of the American Bankers Association and the Mortgage Bankers Association of America on March 14 to discuss how the Appraisal Institute could work with the two organizations in addressing the issue of inappropriate client pressure on appraisers. The two meetings were in response to the Appraisal Institute's letter to Congress in January requesting Congressional hearings on the subject. The meetings were the first step in an effort to solve the problem of client pressure internally, without new legislation or regulation.

Both the ABA and the MBAA believe that the majority of their members comply with all relevant regulations, but agree that a dialogue between lenders and appraisers would be useful to better understand how to work together effectively.

As a result of the meetings, the Appraisal Institute committed to work with these client groups to find solutions. The Appraisal Institute will develop educational materials on acceptable and unacceptable communications and practices between a client and the appraiser. The ABA, MBAA and the Appraisal Institute will publish educational materials in their respective membership publications. The Appraisal Institute is pursuing a similar discussion with the National Association of Mortgage Brokers.

For more information on the ABA or the MBAA, visit www.banking.com/aba <http://www.banking.com/aba> or www.mbaa.org <http://www.mbaa.org>.

De Minimis: Where does it end?

In an effort to reduce regulatory burdens for credit unions, the National Credit Union Administration Board is proposing to increase from \$100,000 to \$250,000 the threshold for when an appraisal is required. Under a rule proposed on March 8, the NCUA stated that the proposed increase in the appraisal threshold would not significantly increase safety and soundness concerns and thus should be applicable to all credit unions.

NCUA's current appraisal regulation is more restrictive than the other financial institution regulators, according to the NCUA. The proposed rule expresses the sentiment that "experience has demonstrated that certain credit unions are able to adequately manage a higher degree of risk in making loans without an appraisal."

For a copy of the proposed rule, visit the NCUA Web site at: http://www.ncua.gov/news/proposed_regs/proposed_regs.html. Comments on the proposed rule must be postmarked or received by May 14, 2001. Comments should be directed to Becky Baker, Secretary of the Board. Mail or hand deliver comments to: National Credit Union Administration, 1775 Duke Street, Alexandria, Virginia 22314-3428; fax comments to 703-518-6319; or e-mail comments to regcomments@ncua.gov.

Pay Now or Pay Later: Freddie Takes a Pass on Appraisals

Freddie Mac unveiled its new no-appraisal feature to its online underwriting process for low-risk loans. The feature, available on Loan Prospector on the Internet and Loan Prospector Classic, became available April 8 for some low-risk loans sold to Freddie Mac. Freddie had announced the plan last October.

The modification to Loan Prospector, Freddie Mac's online loan system, lifts Freddie Mac's appraisal requirements for first-lien purchase money loans with total loan-to-value ratios of up to 80 percent for borrowers with excellent credit histories. Freddie Mac anticipates that approximately 40 percent of purchase-money mortgages with down payments of 20 percent or more will qualify for the no-appraisal option.

According to Freddie Mac, the no-appraisal option gives lenders and borrowers the opportunity to dramatically speed up the loan-approval process while reducing collateral assessment costs by up to 80 percent, based on the national average appraisal cost of \$334. For loans that qualify for the no-appraisal feature, lenders may choose this option, pay a \$50 to \$200 delivery fee to Freddie Mac, and receive waivers for the representations and warranties on property value, condition and marketability, or choose to order an appraisal and not pay a delivery fee.

For a copy of the March 21 news release issued by Freddie Mac, visit its Web site at http://www.freddiemac.com/news/archives2001/lpcollateral_3_21.htm.

Mark Your Calendar!

The May meeting will be held on Thursday, May 17 at the Lincoln City Club.

Calendar of Events

April

19 Board of Directors Meeting/Chapter Meeting-Lincoln City Club
25-May 1 *General Applications* (320)

May

6-12 *Report Writing and Valuation Analysis* (540)
13-19 *Advanced Applications* (550)
17 Board of Directors Meeting/Chapter Meeting-Lincoln City Club
18-19 Region VIII Meeting-Houston

June

17-26 Appraisal Institute Summer Conference-Minneapolis, Minn.

North Texas Chapter

2001 Officers

President..... Ken P. Wilson, MAI, SRA
Vice President Jack Poe, MAI
Secretary MacKenzie S. Bottum, MAI
Treasurer John Hirschy, MAI, SRA

2001 Committee Chairs

Membership Development
and Retention Shannon Dykes, MAI, SRA
Education Jay M. Massey, MAI, SRA
Finance John Hirschy, MAI, SRA
Guidance Shannon Dykes, MAI, SRA
Legislative Affairs/FACT George N. Naeter, MAI
Programs Charles Bissell, MAI
Social and Charity Events Tracy Law, MAI
K. Lynn Naugher, MAI
Symposium..... MacKenzie S. Bottum, MAI
Telephone..... MacKenzie S. Bottum, MAI
Web Site..... Richard Baker, MAI

Chapter Office

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Executive Director Ruth A. Kelton
Assistant Nancy Young