

## Lum Library Continues to Expand Back Issue Resources Available Electronically

The Members Only side of the Lum Library's online catalog now has PDFs of *Appraisal Journal* articles attached to the bibliographic records back to 1991. In addition members can do a keyword search of the full text (ability to search the contents of each article) for *Journal* articles from 1997 through current issue and *Valuation Insights & Perspectives* from 1996 to current.

Keyword searching of bibliographic record only is available for *The Appraisal Journal* between 1981 and 1996 and for *The Real Estate Appraiser (& Analyst)* between 1981 and 1992.

PDFs of the entire article (downloadable) are available for *The Appraisal Journal*, current to 1991; *Valuation Insights and Perspectives*, current to 1996; and *Real Estate Appraiser (& Analyst)*, 1992 – 1989. Library staff is continually attaching PDFs to the bibliographic records in the catalog. For more information, go to the Members Only section of [www.appraisalinstitute.org](http://www.appraisalinstitute.org) and click on Lum Library, or contact [aillibrary@appraisalinstitute.org](mailto:aillibrary@appraisalinstitute.org).

## New Designation Artwork and Pins

New designation emblems, incorporating the new corporate logo, were approved by the Board of Directors in November 2001. The triangular emblem features the Appraisal Institute logo and designation letters set in burgundy and silver.

Due to the number of printing techniques available, we ask that all member and chapter requests for artwork be directed to the national Design/Production Department. Electronic versions of the designation artwork can be obtained by e-mailing [areichard@appraisalinstitute.org](mailto:areichard@appraisalinstitute.org) or calling 312-335-4456. By June 1 members will also be able to order designations emblems online.

The Appraisal Institute has partnered with Repro, Inc. and Lehman Brothers, Inc., to offer members a discount on printing their business collateral. Both companies provide foil-stamping and printing services and have worked with our members for a number of years. Pricing and printed samples can be obtained from Mark Sieder at Repro, Inc., at 312-666-3800, or Pat Heltke at Lehman Brothers, Inc. at 800-343-3284. Members may use up their current letterhead and business cards, but the next printing must include the new designation artwork.

Foil-stamped designation stickers can be obtained through [mpechous@appraisalinstitute.org](mailto:mpechous@appraisalinstitute.org) in June. Members can use these stickers for reports, official documents and letterhead, and they come in two sizes—0.5 inches and 2 inches high. Rolls of 100 can be purchased for a nominal fee.

New designation pins, approved by the Executive Committee earlier this year, reflect the emblem design in format and color. The new pins are currently at the manufacturer and will be available in July. Members designated after July 1 will receive the new pin, and current members may purchase the pin at cost. More information will be available shortly.

## New Member, Chapter Print Display Ads Now Available on Web Site

A completely revised series of print display advertisements for use by chapters and individual members is now available on the Appraisal Institute's Web site. To access these ads, log into the Members Only page, and follow the left-hand side prompt titled "Membership/Chapter Ads."

These print advertisements have been created by the Public Affairs Department and address the core target markets members and chapters want to reach. Available in black-and-white or spot-color versions, these ads are also

sized in several dimensions to accommodate different advertising space sizes. They can be customized to perfectly fit a local newspaper, real estate magazine or business publication.

To view the individual advertisements, simply follow the link to either Chapter Ads or Member Ads or browse down the page to view each ad's printed copy, a thumbnail image of the ad, and buttons that allow members and chapter staff to order black-and-white or color ads in five standard sizes. On the right-hand side is the Ad Samples section, which will allow visitors to view and download ad samples.

To order an ad, simply select the desired color and size option under the thumbnail image. Then proceed to the bottom of the page to complete the order. In the Contact section, complete your name, telephone number, e-mail address and member account number (if applicable) in the provided boxes. Within the Special Instructions box, please provide the information for us to use to customize the ad(s) you are ordering. Also, if you are ordering a non-standard sized ad, please include the exact dimensions. Then, submit your order by clicking the Submit button at the bottom of the page.

Your advertisement will be customized free of charge by our Design/Production Department, and you will be sent via e-mail a proof of your ad for final approval. Once you indicate your approval of the advertisement, the Appraisal Institute will forward a PDF of the final version of your ad to the publication(s) of your choice.

These advertisements are available free of charge to local chapters and members of the Appraisal Institute only.

Beginning August 1, 2002, chapters that want to claim a partial reimbursement for display advertising charges under the Appraisal Institute's Chapter Co-Operative Advertising Program must use one of these customized chapter ads. After that date, other chapter advertisements will not be eligible for reimbursement under the program.

For more information about these advertisements or the Appraisal Institute's Chapter Co-Operative Advertising Program, contact Mark Paulson, Director, Public Relations and Marketing, at 312-335-4476, or via e-mail at [mpaulson@appraisalinstitute.org](mailto:mpaulson@appraisalinstitute.org).

## **Congratulations Newly Designated Members!**

*Kevin D. Carson, MAI  
Brian K. Johnson, MAI  
W. Wesley Roemer, MAI*

## **Associate Members' Corner**

### **Alternative to Residential Demo**

Associates who don't want to do a residential demonstration appraisal report can satisfy this requirement through the new Modular Demonstration of Knowledge option now available to all residential associate members. This dynamic new alternative tests for all the knowledge required in the traditional demonstration report in four convenient and manageable modules:

- Sales Comparison Approach Module
- Cost Approach Module
- Income Approach Module
- Assessment Module

Three of the four modules require a written analysis of a residential property using a different approach to value in each module. A different subject property can be used for each approach. The Assessment Module tests the associate's residential valuation knowledge through a multiple choice exam and narrative evaluation.

There are no length requirements: just relay the story and solution to the real estate problem. The subject property no longer is required to suffer from functional or external obsolescence. However, if obsolescence exists with the property, it must be addressed and treated properly. Also, the concise analysis can be on any property type, not just one- to four-family.

If you want to learn more about this exciting alternative, e-mail [nmorales@appraisalinsitite.org](mailto:nmorales@appraisalinsitite.org) and ask for the *The Official Guide to the Modular Demonstration of Knowledge*.

### **General Demo Report Writing Seminar Scheduled for June 8 in Denver**

This seminar is specially designed for associate members who are preparing to write their demo. It's also required for those who need to revise their demo but have not had the benefit of attending this seminar previously. Please contact the Colorado Chapter at 303-691-0487 or carol@colo-ai.org for specific information and registration details for this June 8 presentation.

### **New Associate Member Resource Page on Web Site**

Make sure your associate members know about the Associate Member Resource Page on our Web site ([www.appraisalinstitute.org/membership/](http://www.appraisalinstitute.org/membership/)). We've assembled in one easy-to-research place information on demonstration appraisal reports, the comprehensive examination and experience requirements, along with news and updates that are catered specifically to associate members! It also provides a place where you can stay in touch with the latest designation requirements.

Right now, you'll find the following items available on the Associate Member Resource page:

- Information about demonstration appraisal reports or the approved alternatives. This page includes overviews as well as downloadable guidelines and applications as well as information on the Demonstration Report Writing Seminar.
- Dates, locations, and general information on the General Comprehensive Examination.
- News and updates about changes in designation requirements.
- An **E-Guidance** "list serve" for both chapter guidance chairs and associate members.
- Access to personal **Associate Member Status reports**, outlining the requirements each associate has yet to complete.
- Downloading applications for taking the General Comprehensive Examination, submitting the Demonstration Report, and submitting General and Residential Experience.

Under the "How to Join" section of the site, you can view a chart outlining the requirements for both the MAI and SRA designations: [www.appraisalinstitute.org/join/Mai\\_Sra\\_sum.asp](http://www.appraisalinstitute.org/join/Mai_Sra_sum.asp).

### **2002 National Reviews for Experience**

<b>REGIONS</b>	<b>July 26</b>	<b>September 20</b>	<b>November 29</b>
1 & 7	Seattle, WA	Los Angeles, CA	Walnut Creek, CA
2 & 8	Tulsa, OK	Dallas/Fort Worth, TX	Kansas City, MO
3 & 5	Lansing, MI	Chicago, IL	Columbus, OH
4 & 6	Washington, D.C.	TBA, New Jersey	Baltimore, MD
9 & 10	Atlanta, GA	Tampa, FL	New Orleans, LA

## **Congratulations to 2003 Officers, Directors, and Regional Representatives**

An election was held at the May 9 Chapter meeting to vote for members to serve in 2003 Chapter positions. Congratulations to the newly elected Chapter representatives listed below. Thank you for your willingness to serve the Chapter in 2003.

The Chapter leadership would also like to extend its sincerest thanks to the many other members who indicated an interest in serving. The continued success of the Chapter depends on the commitment of its members. All members are encouraged to take advantage of the varied opportunities to become active in the Chapter by serving at the committee level. Contact Ruth Kelton (972-233-2244) for committee service information.

### **2003 Officers**

President..... MacKenzie S. Bottum, MAI  
Vice President .... John G. Hirschy, MAI, SRA  
Secretary ..... George N. Naeter, MAI  
Treasurer ..... Shannon Dykes, MAI, SRA

### **2003 Regional Representatives**

#### ***One-Year Term***

Michael S. Cook, MAI, SRA  
Marc S. Farmer, MAI  
John G. Hirschy, MAI, SRA  
Ken P. Wilson, MAI

## **2003 Directors**

### ***One-Year Term***

Richard N. Baker, MAI  
James E. Jacobs, SRA  
Mark C. O'Briant, MAI

### ***Two-Year Term***

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

### ***Three-Year Term***

Michael S. Cook, MAI, SRA  
Michelle Corson, MAI  
Bradley M. Wirth, MAI

### ***Two-Year Term***

Michael J. Ernest, SRA  
James E. Justice, MAI  
Glenn E. Silva, MAI

### ***Alternates (One-Year Term)***

Jeff W. Briggs, MAI  
Scott E. Buie, MAI  
James W. Cullar, Jr., SRPA, SRA  
Bruce Minchey  
Gregory E. Stephens, SRA

## **Call for Authors: Industrial Expertise Needed**

Do you have experience valuing industrial properties or know someone who does? If so, we need your help. The Appraisal Institute is developing a comprehensive text on industrial appraisal, and needs qualified individuals to write individual chapters on special property types. Professionals who can write knowledgeably on the topics listed below are urged to contact Stephanie Shea-Joyce, Director of Publications, by phone (312-335-4448 or e-mail [tshea-joyce@appraisalinstitute.org](mailto:tshea-joyce@appraisalinstitute.org)).

- Manufacturing plants
- Food processing plants
- Assembly plants
- Flex space
- Incubator buildings
- R & D space
- High-tech space
- Cold-storage facilities
- Industrial REITs

The published text will include an overview of industrial properties, discussion of the applicability of the three approaches to value, and individually authored chapters on functional issues, industry trends, and the unique aspects of a specific type of industrial property.

Share your expertise and contribute to the advancement of the real estate appraisal profession. Call for more information about becoming an Appraisal Institute author.

## **Chapter Meetings Mark Your Calendar**

***September 12 – lunch***  
***October 10 – dinner***  
***November 14 – lunch***

# Legislative Update

by George N. Naeter, MAI  
Legislative Committee Chair

## **“Will You be Needing a Bib and a High Chair?”**

The House Financial Services Committee passed legislation on June 27 to combat fraud in the financial services industry, which included an amendment focusing on real estate appraisers. H.R. 1408, the Financial Services Anti-Fraud Network Act, would create a network for information sharing by the nation's more than 250 financial regulators about financial services professionals. An amendment passed by the Committee at the request of Rep. Paul Kanjorski, D-Pa., would make the Appraisal Subcommittee a liaison to the network of financial regulators to share information under the bill.

The purpose of involving the Appraisal Subcommittee with other state and federal financial regulators is to increase communication between regulators and provide greater access to information on the appraisal process, which, it is hoped, will help track down perpetrators moving in and out of the profession.

H.R. 1408 does not require any new information gathering, and it does not create a new database of information. Rather, regulators are encouraged to share public final disciplinary and formal enforcement actions taken against financial companies and professionals. Currently, the Appraisal Subcommittee maintains a National Registry on the Internet of all state certified and licensed appraisers who perform or seek to perform appraisals in federally related real estate transactions. Although all information pertaining to final disciplinary actions affecting the ability of appraisers to practice is already available at no cost to the public, other financial regulators would become more aware of the Registry and have access to it more easily, under the bill.

The legislation also includes strict privacy protections for the financial professionals under review. If a regulator uses information from the network to take any action against a financial service professional, the individual generally will be given the information first and must be given a chance to respond. “While this proposed anti-fraud network cannot undo damage already done, it would help to ensure that fraudulent appraisers cannot move to different states or to related businesses and become fraudulent insurance agents, or fraudulent bankers, or fraudulent securities brokers,” Kanjorski said.

The Appraisal Institute applauded the efforts of Congressman Kanjorski to strengthen the anti-fraud provisions of H.R. 1408 to cover bad actors in the appraisal profession.

H.R. 1408 now awaits final Floor action. Should you have any questions regarding this legislation, contact Bill Garber at 202-298-5586, or [bgarber@appraisalinstitute.org](mailto:bgarber@appraisalinstitute.org).

## **Sarbanes, Predatory Lending and You**

Sen. Paul Sarbanes, D-Md., is in the midst of drafting a bill that addresses predatory lending abuses through strengthening consumer protections provided in the Home Ownership and Equity Protection Act. HOEPA was enacted in 1994 in response to predatory lending at that time. The new bill requires additional disclosure requirements by creditors to borrowers at least three business days before a loan is closed. In addition, it imposes substantive limitations, such as restrictions on short-term balloon notes, on home-equity loans with rates and fees above a certain percentage or amount.

Sarbanes says that the proposed legislation “would expand the number of loans subject to protections under HOEPA, lower interest rates and fees that trigger HOEPA protection, revise the definition of points and fees and limit other charges made to borrowers.” It is anticipated that much of the legislation will consider the recommendations of the HUD/Treasury Task Force that examined predatory lending in June 2000. One of the task force's policy recommendations stated Congress should require a licensed or certified appraiser to appraise properties that are to secure a HOEPA loan. For further information, call Bill Garber at 202-298-5586, [bgarber@appraisalinstitute.org](mailto:bgarber@appraisalinstitute.org)

## **Planning to Die? Better Plan Again**

President Bush's stance against estate taxes was reasonable: don't penalize heirs of the wealthy because their deceased loved one leaves them an inheritance. Unfortunately, Congress's final tax law, unveiled the week of June 17, contains many confusing and contradictory provisions, some of which will ultimately result in *higher* taxes for some people.

The new law reduces estate taxes in phases beginning in 2002, repeals them for 2010 and then restarts them in 2011. Next year, people can leave as much as \$1 million without incurring estate taxes, up from \$675,000 this year. The thresholds rise to \$1.5 million (\$3 million for a married couple) in 2004, \$2 million (\$4 million) in 2006 and \$3.5 (\$7 million) in 2009. In 2011, when the estate tax is scheduled to resume, the threshold will fall back to \$1 million a person.

The reason taxes may ultimately be higher for some people—including residents of New York, Connecticut and New Jersey—is because the law that reduces the federal tax will also reduce the credit permitted for state-level estate taxes. For example, under the new law, New Yorkers potentially could have to pay 48 percent to the federal government and 12 percent to the state, totaling 60 percent. Had the law not changed, their total owed would have been 55 percent.

Tax specialists representing differing views on the issue all concur that at some point the new law will have to be reworked, and some feel that it is so unfeasible that it might have to be undone. In the meantime, their loud and clear message to the wealthy: plan, plan, and plan some more.

### **Psst...Pass It On**

The Appraisal Institute has released a summary of the Gramm-Leach-Bliley Act and Federal Trade Commission's requirements for the disclosure of nonpublic personal information by real estate appraisers. The 12-page summary provides guidance to Appraisal Institute members on the privacy disclosure requirements of the GLB Act and the Final Rule by the FTC. It can be found on the Appraisal Institute Web site at <http://www.appraisalinstitute.org/govrnmnt/prvcy.htm>

This fall, House Financial Services Committee Chairman Michael Oxley, R-Ohio, has indicated he will commence hearings to establish whether implementation of the Gramm-Leach-Bliley Act corresponds with Congress's original intent. While some Democrats and consumers' groups are already questioning the effectiveness of the Act, he says it's premature to warrant actual reforms; the law needs more time to work first. In the meantime, his top priority is examining how the Act's privacy standards handle consumer financial information among affiliates of financial institutions, including appraisers. For more information on this subject, contact Bill Garber at 202-298-5586, or [bgarber@appraisalinstitute.org](mailto:bgarber@appraisalinstitute.org)

### **Common Sense Tax Law: an Oxymoron?**

To spur economic development in cities and towns around the country that want to revitalize their business districts, Sen. Kent Conrad, D-N.D., has introduced legislation to provide a shorter recovery period of the depreciation of certain leasehold improvements or alterations to leased space made by a building owner as part of the lease agreement. The legislation, S. 1087, would provide for a 10-year depreciation life for leasehold improvements. If the bill is passed, owners of commercial property could remodel their buildings to better meet the business needs of their communities—whether it is new computer ports and data lines for high-technology entrepreneurs, or better lighting and sales space for retailers.

In actual commercial use, leasehold improvements typically last as long as the lease, an average of five to 10 years, according to the bill's sponsors. However, the Internal Revenue Code requires leasehold improvements to be depreciated over 39 years, the average life of the building itself. Said Conrad, "Economically, this makes no sense. The owner receives taxable income over the life of the lease, yet can only recover the costs of the improvements associated with that lease over 39 years—a rate nearly four times slower. This preposterous mismatch of income and expenses causes the owner to incur an artificially high tax cost on these improvements," concluded the senator.

### **H.R. 1428: Two Floods and You're Out—or Appraisers at the High Water Mark**

While it certainly sounds unusual, H.R. 1428, also known as the Two Floods and You're Out of the Taxpayer's Pocket Act, is undoubtedly aptly named. Reps. Doug Bereuter, R-Neb., and Earl Blumenauer, D-Ore., teamed up to deal with what they believe is a misuse of federal money to continually reimburse property owners for flood damage who live on flood plains. As a case in point, Blumenauer uses the example of a homeowner in Texas who has received \$800,000 in flood insurance payments on 16 occasions, even though his home is only appraised at \$118,000.

The Act, if passed, would set aside \$400 million to buy out homeowners who have experienced repeated flood losses. Those who choose not to elevate their property or sell could keep their federal flood insurance through the National Flood Insurance Program, but they would have to pay market-rate premiums instead of the subsidized rates they currently pay. While the NFIP is not directly supported by taxpayers—its funding comes from borrowing from the Treasury in bad years and paying back the money when losses are fewer—supporters of the bill say it nonetheless affects taxpayers because it encourages private property owners to rebuild and invest in unsound and unwise circumstances.

HR 1428 has been referred to the Financial Services Committee, but no action has yet been taken on it. For further details about the Act, you may contact either Congressional representative. Blumenauer can be reached at 202-225-4811 or [www.house.gov/blumenauer](http://www.house.gov/blumenauer). Bereuter can be reached at 202-225-4806 or [www.house.gov/bereuter](http://www.house.gov/bereuter).

### **High Tech Appraisals—Put It in Writing**

On June 11, the Office of Thrift Supervision announced it is conducting a study of federal banking regulations regarding the “online” delivery of financial services, including written appraisals. The OTS will accept comments, report findings and conclusions to Congress and make recommendations for appropriate legislative or regulatory action to adapt existing requirements to online banking and lending.

Specifically, the OTS asks for comments on the following questions:

- Does the requirement for written appraisals impair or impede online lending operations?
- If so, what modifications to the existing regulation would facilitate the use of appraisals in electronic form?
- What types of controls would be appropriate to assure record authenticity and integrity in connection with the filing of electronic appraisals (e.g. authentication of an electronic appraisal certification of the appraiser)?

**Comments must be received by August 10, 2001.** Send comments to: Regulation Comments, Chief Counsel’s Office, Office of Thrift Supervision, 1700 G Street, NW, Washington, D.C. 20552 Attention Docket No. 2001-41. Faxed comments can be sent to 202-906-6518, while e-mail can be sent to [regs.comments@ots.treas.gov](mailto:regs.comments@ots.treas.gov), Attention Docket No. 2001-41. To download a copy of the OTS comment request, visit the OTS Web site at [www.ots.treas.gov/doc/74124/pdf](http://www.ots.treas.gov/doc/74124/pdf).

### **Deposit Insurance Nominee Grilled on Predatory Lending**

At his June 26 confirmation hearing, FDIC Chairman-Designate Donald E. Powell testified before the Senate Banking Committee that he does not feel tackling predatory lending through new legislation is necessary. Although it needs to be addressed, Powell said, “...the application and enforcement of normal bank underwriting guidelines can go a long way toward eliminating this abusive practice.”

Similar sentiments from federal banking regulators were heard during a June 19 conference of the American Bankers Association. Richard Riese, the director for compliance policy of the Office of Thrift Supervision, indicated predatory lending could be fought most effectively through responsible lenders competing in areas where there are currently limited choices among financial services sources. The more competition there is, “the less we have to worry about coming in and bringing heavy-handed regulation and enforcement,” he said.

### **Supplemental Log: “40 Million Dollars and Fraud Is Bad.”**

On June 14, HUD Secretary Martinez testified before the Senate Appropriations Committee to justify his department’s request for a \$40 million supplemental appropriation for the FHA multifamily credit subsidy. Money, however, was not the only topic on the minds of legislators that day. Martinez was also questioned regarding corrupt practices in the housing industry, including property flipping and predatory lending.

In addressing the matter of property flipping, Martinez pointed out that he has recently proposed that FHA withhold funding for homes that are resold within a certain time from the previous sale. His response to predatory lending reflected some of the views the Appraisal Institute’s Washington office shared with him during a briefing on May 9. Martinez stated that if new legislation were presented to inhibit predatory lending, he would support any that addresses deceptive appraisal practices. “A home cannot be flipped without a fraudulent appraisal...we need to put together some legislation on that issue—we can’t let them continue to slip through.” To read Martinez’s written testimony, go to:

[www.hud.gov/offices/cir/test61401.cfm](http://www.hud.gov/offices/cir/test61401.cfm)

Also, the issues the Appraisal Institute is currently working on with Martinez and his HUD staff is located at [www.appraisalinstitute.org/govmmnt/HUD\\_Issues.htm](http://www.appraisalinstitute.org/govmmnt/HUD_Issues.htm)

### **Currency Crowd Put through Spin Cycle**

Comptroller John D. Hawke, Jr., the head of the Office of the Comptroller of the Currency, announced on June 16 that he has decided to reorganize the structure of supervision within the agency. Currently, the OCC has 1,980 examiners. The reorganization will separate the supervisors who oversee the largest national banks into a single group, to be led by recently promoted Senior Deputy Comptroller Douglas W. Roeder. In a memo to employees, Hawke wrote, “Given the important role our large banks play in the national and international arena, I believe it appropriate to have a senior staff member devoted solely to large bank supervision.”

Roeder will assume his new duties on October 1. In the meantime, he will immediately begin collaborating with two other senior deputies to create a new subcommittee on banking supervision within OCC’s executive committee. It will be charged with the systematic planning of OCC’s bank supervision activities. Listed among its tasks will be reviewing resource priorities, examination policy, bank performance and trends in the banking system.

For further information, go to [www.occ.treas.gov/ftp/release/2001-58.txt](http://www.occ.treas.gov/ftp/release/2001-58.txt)

# Announcements

**Best Wishes for a Speedy Recovery** – The Chapter extends its best wishes to Joe Cottrell, SRPA, SRA for a speedy recovery. Best wishes, as well, to Kelly Poe, Jack Poe’s daughter.

**Proctors and Proctor Locations Needed** – The Chapter is responsible for providing proctoring services for members that take challenge exams, re-exams, and online courses. Designated members are needed to provide the proctoring services. If you can volunteer three to four hours on an occasional basis, please contact the Chapter office (972-233-2244). Additionally, facilities are needed for the exams. If you have a vacant private office or conference room where the exams can be proctored, please contact the Chapter office (972-233-2244). All exams are scheduled at the examinee’s and proctor’s convenience. Your help is appreciated.

**Collin County Appraisal District (CCAD) Appraisal Review Board** – In response to a request from the CCAD, Joe Milkes, MAI and Ron Potts, MAI have agreed to serve on the Appraisal Review Board this summer. Thank you for volunteering your services!

<b>2002 Education Schedule Appraisal Institute, North Texas Chapter</b>				
<b>Date</b>	<b>Course/Seminar</b>	<b>Location</b>	<b>Continuing Education Credits</b>	<b>Tuition</b>
Sept. 20-21	Standards of Professional Practice, Part A (410) <b>MCE Approved</b>	Comerica Service Center	AI-15 hours/1 exam hour ACE-15 hours/1 exam hour MCE-15 hours/6 legal hours	\$250-members \$300-nonmembers
October 18-19	Apartment Appraisal (330) <b>MCE Application to be Submitted</b>	Comerica Service Center	AI-15 hours/1 exam hour ACE-15 hours/1 exam hour	\$250-members \$300-nonmembers
November 4	Avoiding Liability as a Residential Appraiser Seminar <b>MCE Application to be Submitted</b>	University of Phoenix-Dallas/Ft. Worth Campus	AI-7 hours ACE-7 hours	\$145-members \$195-nonmembers
November 5	Real Estate Fraud Seminar <b>MCE Approved</b>	University of Phoenix-Dallas/Ft. Worth Campus	AI-7 hours ACE-7 hours MCE-8 hours/4 legal hours	\$145-members \$195-nonmembers

## Marketplace

### Positions Available

**Experienced Commercial Appraiser** - Regional appraisal firm with offices in Dallas, Houston and Austin seeks experienced commercial appraiser for Austin office. Strong analytical, writing, and computer skills required. Compensation based on experience. Excellent benefits package. All inquiries held strictly confidential. Send resume with cover letter to klewallen@butlerburgher.com.

**Appraisal Manager** - Total Mortgage Solutions, a joint venture between First American and its business partner, First Horizon Home Loan, have an opportunity for you in Las Colinas, TX. You're the right person if you want to build a business with the backing of 2 large financial services corporations. The successful candidate will manage Customer Service Reps in a production environment to distribute, status and track residential appraisal orders to sole source supplier. Develop procedures and controls that satisfy majority owner and supplier. Build client relations. Provide technical direction to both partners. Required: current Texas Appraiser license. Experience: 5+ years management of staff; project management; knowledge of national appraisals. Previous record of: partnering with multiple levels of clients and suppliers; managing complex responsibilities with minimum review/management; developing tactical and strategic plans. Technologically savvy company, exciting business opportunities, competitive salary and attractive benefits, bonus eligibility. Find out more about us at <http://www.tmslponline.com>. Please respond with resume and salary requirements to appraisal.hrresumes1@eappraiseit.com. To be considered, salary requirements must be submitted.

## Seeking Positions

**Research Information Specialist** in the real estate industry with demonstrated skills and the ability to solve problems in an efficient and timely manner utilizing energetic, friendly and enthusiastic attitude. Possess a persistent, reliable and resourceful work ethic to gather information and add value to increase department and company productivity. Excellent communication, organization, research and multi-tasking skills. An innovative team player with customer focused attitude thriving in a dynamic and challenging work environment. Dallas native with extensive commercial real estate research background and knowledge of Microsoft Office products, Lexis-Nexis, Dun & Bradstreet, Westlaw, CoStar Comps, REIS, Torto Wheaton Research, and PPR-Research. Possess a current Texas Real Estate Salesman's License. Have promoted research and library services to multiple departments and company office locations while also training employees how to use various self-service desktop internet databases. Have organized company research libraries, including physical locations and assisted with virtual intranet libraries. Assisted/coordinated the negotiating of long-term enterprise-wide site licenses for research products. Have researched city plat maps, tax information, rental rate surveys, confirmed comparable sales data with sellers, buyers and brokers. Please contact Michael Rogers at [mlrogers@airmail.net](mailto:mlrogers@airmail.net) or call 214.946.5157 to discuss possible employment opportunity, offer job leads or request a resume for consideration.

## Calendar of Events

### July

8-16 Hawaii Summer Conference – Sheraton Waikiki

### August

26-27 Comprehensive Examination – Dallas, Texas – Greater Dallas Association of Realtors

### September

12 Board of Directors Meeting/Chapter Luncheon Meeting – Lincoln City Club  
20-21 *Standards of Professional Practice, Part A (410)* – Comerica Service Center  
27-28 Region VIII Meeting – San Antonio, Texas

### October

10 Board of Directors Meeting/Chapter Dinner Meeting – Lincoln City Club  
18-19 Apartment Appraisal (330) – Comerica Service Center

### November

4 *Avoiding Liability as a Residential Appraiser Seminar* –  
University of Phoenix-Dallas/Ft. Worth Campus  
5 *Real Estate Fraud Seminar* –  
University of Phoenix-Dallas/Ft. Worth Campus  
5-12 Chicago National Meetings  
14 Board of Directors Meeting/Chapter Luncheon Meeting – Lincoln City Club

# North Texas Chapter

## **2002 Officers**

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

## **2002 Committee Chairs**

Education..... Marc Farmer, MAI  
Finance ..... George Naeter, MAI  
Guidance..... Shannon Dykes, MAI, SRA  
Legislative Affairs/FACT..... George Naeter, MAI  
Membership Development and Retention..... Phil Bird, MAI  
Programs..... K. Lynn Naugher, MAI  
Public Relations..... Chuck Dannis, MAI  
Social and Charity Events..... Tracy Law, MAI  
Symposium..... MacKenzie Bottum, MAI  
Telephone..... John Hirschy, MAI, SRA  
Web Site..... Richard Baker, MAI

## **Chapter Office**

Executive Director ..... Ruth A. Kelton  
Assistant ..... Nancy Young  
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