

Joint Luncheon Meeting Scheduled with the D/FW Chapter of the International Right of Way Association

Tuesday, April 8, 2003

Mark G. Dotzour, Ph.D.
Chief Economist, Texas A&M University, Real Estate Center

will present

Texas Economics and Demographics Trend Studies

Prestonwood Country Club
15909 Preston Road, Dallas, Texas 75248

Board of Directors Meeting: 9:30 to 11:15 a.m.

Program and Lunch: 11:30 a.m. to 1:30 p.m.

Meal and/or Program Cost: \$16.00 per person (No Shows Will Be Billed)*

Reservations Required: Deadline-Friday, April 4

Call 972-233-2244 or e-mail ainorthtexas@worldlogon.com

Approved by the Appraisal Institute for 2 hours continuing education credit

Accepted by the Texas Appraiser Licensing and Certification Board for 2 hours continuing education credit

*Members are welcome to attend the program free of charge
if they do not eat a meal or apply for continuing education credit.

***As a member of the North Texas Chapter,
if you are in attendance at the April 8 meeting
and your name is drawn, you will win \$400!***

New Membership Directory Offers Desktop Access to Members

By late March all members should have their copy of a CD disk providing access to the 2003 Directory of Members. It lists more than 16,000 active designated and associate members as well as life, retired and life-retired members. Unlike previous directory CDs, this year the CD serves only as a vehicle to install the Directory on one's computer. The new Directory is a digital publication using technology developed by Multiview, Inc. Once the Directory is installed, the CD is no longer necessary and users will simply click on the Appraisal Institute icon on their desktop to access the Directory at any time. Because the Directory is used offline, accessing information is not affected by the speed of your Internet connection. (Members who do not have a CD drive on their computer can download the Directory from the AI web site at <http://www.appraisalinstitute.org/membership/default.asp>.)

Also unlike past years' directories, this directory need never become outdated. When users are online, they will be able to access information updates, which will be seamlessly inserted to the Directory on their computer. This means members who move their office or have an area code change don't have to wait until next year to see those changes in the directory; they will be reflected almost immediately. This also means that whenever associate members receive their designation, the next Directory update will reflect that change.

In regard to address changes, members are urged to update their own record through the Members Only area of <http://www.appraisalinstitute.org/>. They may also submit changes to national's Membership Services department in Chicago (by e-mail to vbrown@appraisalinstitute.org, by fax at 312-335-4480).

Other new features of the 2003 Directory include:

- **Expanded search functions.** You'll be able to conduct searches by designation, member name and company name as well as by city, county, metropolitan statistical area, state and country. Searches are assembled quickly and displayed to resemble a printed page. An expanded view of an individual listing provides all the pertinent information on a given member, including address, phone, fax, e-mail address and web site (the latter if applicable).
- **You'll be able to print search results**, if you so choose.
- **Files are encrypted to prevent unauthorized use of member data.** In addition all users will

be required to register as well as accept the terms of our licensing agreement.

- **You can e-mail other members directly from their listing**, and even go to their Web site (when you're connected to the Internet). A "notepad" feature allows users to jot down additional key information on a specific member; and using the "MapQuest" feature, one can pinpoint their exact geographic location.
- The CD disk can be installed on multiple computers.

In addition to the membership, the CD has been mailed to almost 7,000 financial institutions, more than 800 real estate attorneys and a variety of other parties who have requested the Directory previously. All users are required to register, which will help the Appraisal Institute track use of the Directory. This will also allow us to better target future directory products in promoting the services of our members. For further information about the Directory, contact jseefeldt@appraisalinstitute.org.

Scholarship Award Recipients Announced!

The 2003 Scholarship Committee met in March to review applications submitted for Chapter Educational Scholarships. The Committee is pleased to announce the award recipients for 2003:

Mark Lowery
Ethan Reed
Christopher S. Roach
Charles E. Weatherford

The North Texas Chapter is dedicated to supporting Associate Members as they pursue Appraisal Institute designations. Chapter Education Scholarships are awarded annually to assist Associate Members in meeting that goal.

In Memoriam

The North Texas Chapter acknowledges with sincere regret the recent tragic death of Trey Litolff, son of Chapter member, Ed Litolff, Jr., MAI and his wife, Jeannie.

Announcements

Dr. Bernard L. Weinstein was the featured speaker at the February 13 Chapter meeting. A copy of his charts, which are in a PowerPoint presentation, can be obtained from Joe Milkes, MAI. Please contact Joe (joe@milkes.com) for a copy of the charts, and let him know if you'd like them in PowerPoint, Acrobat, or both formats.

Member Volunteers Needed – MAI members are needed to proctor examinations for individuals that challenge exams and individuals that take Appraisal Institute courses online. If you have a conference room or a vacant office, and can spare a few hours, your help would be appreciated. Please contact Ruth Kelton if you can volunteer.

Member Profiles – One of the goals of the 2003 Newsletter Committee is to promote chapter members by publishing their profile in this newsletter. If you are interested in having your biography published please email jpo@poeco.net to arrange for an interview.

The April 14 meeting of the Austin Chapter of the Appraisal Institute will feature The Honorable Todd Staples, Texas State Senator, and Lynda Vine, FACT Executive Director, addressing *Legislative Issues Impacting Texas Appraisers*. For meeting details, contact the Austin Chapter at 512-280-3303.

The Texas Land Trust Council (TLTC) is sponsoring the *2003 Statewide Land Trust Conference* in New Braunfels April 25-26. For further details, contact Carolyn Vogel at 512-389-4779, fax 512-389-4469, or e-mail carolyn.vogel@tpwd.state.tx.us

Thank You 2003 Meeting Sponsors:

**Chesapeake Appraisal and
Settlement Services**

CoStar

**North Texas Commercial
Data Exchange**

**Roddy Information
Services Company**

Legislative Update

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

Senate Bill 1013 – Senator Todd Staples

Senator Staples has filed S.B. 1013, which will amend the TALCB statute. As stated at the onset, this is “a bill to be entitled an act relating to the regulation of the practice of appraising real property; providing civil and criminal penalties.”

Late last year, FACT met with Senator Staples to discuss two concerns: (1) TALCB's lack of authority over individuals not licensed by TALCB and performing unlicensed appraisal services; and (2) the automatic expiration of an individual's certificate or license, under reasonable or unavoidable circumstances, with no provision to be reinstated without repeating the application process. The first concern came from TALCB and is one that FACT shares. This is a direct result of some complaints that have come to TALCB, and TALCB's “hands were tied” because the only enforcement actions currently allowed by statute are limited to those individuals certified/licensed by the agency. S.B. 1013 will give TALCB jurisdiction to sanction those performing unlicensed appraisal services and provides for civil and criminal penalties.

The second concern comes from some Texas appraisers. Examples include:

- An appraiser submitted his renewal several weeks prior to his expiration, but neglected to sign a required statement in the renewal application. The appraiser left on a family vacation and returned the evening that his certificate would expire (say March 31st). He went to the office the next morning (say April 1st) and found a message from TALCB informing him of the missing signature, at which point he called to see what could be done and was told that he would have to reapply because his certification expired at midnight on March 31st.
- Being short the required number of appraiser continuing education (ACE) hours has been the problem with some of the renewals. In good faith, an appraiser planned on attending a seminar that was just a few days prior to her certification expiring, but the seminar was canceled. (Yes, the person had waited until the “last minute”, but it was a seminar that would be useful and was something she wanted to attend, so she opted to be “last minute” with her renewal.) Another appraiser was in an automobile accident and was “out of commission” for close to a year with rehab and therapy; the appraiser came up short eight hours when it was time for him to renew.

Most appraisers do not encounter the “unexpected” when it comes time to renew their TALCB certificate or license. But, there are some who do encounter situations “beyond their control” when it is time to renew and, most probably without exception, they are people who are trying to comply with the rules. S.B. 1013 will allow TALCB to have an inactive status so that these licensees can take the necessary curative action and not have to repeat the application process.

The bill was filed on Friday, March 7th, and was read for the first time in the Senate on March 13th when it was assigned to the Senate’s Business and Commerce Committee. As the bill moves through the legislative process, we will update you as to the bill’s status.

House Bill 3489 – Representative Ismael “Kino” Flores

Representative Flores has filed a companion bill in the House (H.B. 3489) to Senator Todd Staples’ S.B. 1013

Legislative Searches for Appraisal-Related Bills

To date, over 365 pieces of legislation have been reviewed to identify impact, if any, to real estate appraisers. Following are some of the bills that a recent search has revealed.

H.B. 848 (Representative Talton) is described as “relating to the award of expert witness fees in a judicial appeal of certain ad valorem tax determinations” and includes fees “for the preparation and presentation of a market value appraisal or equal and uniform taxation analysis.”

H.B. 895 (Representative Geren) is described as “relating to the establishment of a program to provide grants to make voluntary purchases of development rights in real property” and will require the use of a TALCB certified or licensed appraiser. The legislation provides for a council consisting of eleven members, of which nine are appointed and two are ex-officio. Of the four members to be appointed by the Governor, one member is to be a TALCB certified or licensed appraiser with “demonstrated experience in appraising conservation easements.” The companion bill is S.B. 992 (Senator Armbrister).

H.B. 1003 (Representative Haggerty) is described as “relating to the authority of certain persons to bring suit to require an appraisal district or an appraisal review board to comply with the property tax laws” and will allow “persons” (not just a taxing unit) to sue the “appropriate appraisal district or the appraisal review board ... to comply with the provisions of this title, rules of the comptroller or other applicable law.” The bill defines “persons” as being: (1) a taxing unit; (2) a property owner;

(3) a lessee who is contractually obligated to pay taxes imposed on the property; (4) an agent of a property owner; and (5) any other person authorized to bring an action on behalf of those listed.

H.B. 1495 (Representative Solomons) is described as “relating to the registration of homebuilders.”

The bill provides for a commission of nine members, being appointed by the Governor; one of the members is to be a certified real estate appraiser under Chapter 1103 (TALCB). The companion bill is S.B. 773 (Senator Van de Putte).

S.B. 1508 (Senator Van de Putte) is described as “relating to the administration of insurance requirements for certain Veterans’ Land Board programs” and removes the requirement that the appraiser be “reasonably qualified to give competent appraisals of land” and requires the use of an appraiser being “licensed or certified by the State of Texas.”

Groups Work Towards Memorandum of Understanding

The Appraisal Institute, American Society of Appraisers, American Society of Farm Managers and Rural Appraisers and Appraisal Institute of Canada are considering signing a Memorandum of Understanding that sets forth areas in which the organizations would engage in cooperative efforts. The draft memorandum provides that “as cooperating valuation and valuation consulting organizations,” the Appraisal Institute, the American Society of Appraisers, the American Society of Farm Managers and Rural Appraisers and the Appraisal Institute of Canada would hope “to encourage a positive environment that will influence the development of the valuation and valuation consulting profession...”

The memorandum of understanding is intended to encourage and further extend dialog and cooperation between the organizations on matters of interest to all of the organizations, including supporting the work of the International Valuation Standards Committee, the newly formed World Association of Valuation Organizations, and the Centre for Advanced Property Economics. In addition the groups would pledge to explore areas in which the organizations can work together to eliminate duplication and to enhance the quality of the profession, such as education, member services, conferences and professional services.

The draft agreement states that the groups will: “Work together and build a strong relationship in

order to promote and enhance the development of the real estate valuation profession; recognize the need for open communication on matters of mutual interest, to ensure an accurate, consistent and reliable working environment; and work together where appropriate when dealing with government and other entities on issues that affect the organizations.”

Marketplace

Position Available

Dallas, Texas – Bank of America seeks a commercial real estate appraiser to join its real estate consulting team. Responsibilities include the procurement of appraisal services, quality assurance reviews and other consultative services. The ideal candidate will have 5+ years of commercial field appraisal experience demonstrating increasing levels of complexity. 1-2 years review experience preferred. Requirements include: computer proficiency; strong written/verbal communication skills; Certified General license. Competitive salary and benefits package. Send resume to: raera@bankofamerica.com, or fax: 703.935.8806.

Appraisal company joint venture opportunity with DFW mortgage company. Over 1000 loans are written annually. Appraisal work and overhead will be provided. FHA license desired. Contact Jerry Mastroeni at 214-770-1252, or email at erba12@yahoo.com. EOE.

Growing company looking for a State Certified/Licensed Residential Appraiser. Send resume and copy of License to JL Appraisal Services, 1404 West Mayfield Rd., Suite C, Arlington, TX 76015.

Service Available

Need help with past due invoices and/or general record management? Dallas area. Call Valrie: 214-358-0863 or (cell) 214-649-4598.

Chapter Meetings Mark Your Calendar

Tuesday, May 6
Tuesday, September 9
Thursday, October 9
Thursday, November 13

2003 Calendar of Events

April

- 8 Board of Directors Meeting/
Chapter Luncheon Meeting-
Prestonwood Country Club
- 9 *7-Hour USPAP Update* (400)-
University of Phoenix
- 10 *Appraisal Consulting Seminar-*
University of Phoenix
- 11 *Partial Interest Valuation-Undivided*
Seminar-University of Phoenix
- 12 *Residential Sales Comparison Seminar-*
University of Phoenix
- 4/27-5/3 *Advanced Income Capitalization* (510)
Holiday Inn-Plano

May

- 1 Regional Representatives Meeting
- 6 Board of Directors Meeting/
Chapter Luncheon Meeting-
Prestonwood Country Club
- 8-10 Region VIII Meeting-New Orleans
- 11-17 *Highest & Best Use and Market Analysis*
(Course 520)-Harvey Hotel-Plano

North Texas Chapter

2003 Officers

President Mac Bottum, MAI
Vice President.....John Hirschy, MAI, SRA
Secretary George Naeter, MAI
Treasurer.....Shannon Dykes, MAI, SRA

2003 Committee Chairs

Education.....Marc Farmer, MAI
FinanceShannon Dykes, MAI, SRA
Guidance..... Kevin Carson, MAI
Legislative Affairs/FACT George Naeter, MAI
Membership Development/Retention ...Mitchell Todd, MAI
NewsletterJack Poe, MAI
Programs.....K. Lynn Naugher, MAI
Public RelationsJimmy Jackson, MAI
Social and Charity Events..... Tracy Law, MAI
Telephone John Hirschy, MAI, SRA
Web Site Richard Baker, MAI

Chapter Office

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Assistant Nancy Young
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972/239-6857 (fax)
www.appraisers.net/ai-northtexas (web site)
ainorthtexas@worldlogon.com (e-mail)

2003 Education Schedule Appraisal Institute, North Texas Chapter

Date	Course/Seminar	Instructor(s)	Location	Continuing Education Credits	Tuition
March 7-8	Standards of Professional Practice, Part A (410) MCE Approved (1) <i>Licensure Package</i>	T. Kirby, MAI, SRA	University of Phoenix (D/FW Campus)	AI-15 hours/1 exam hour ACE-15 hours/1 exam hour MCE-15 hours/6 legal hours	\$250-members \$325-nonmembers
March 16-22	Appraisal Principles (110) (1) <i>Licensure Package</i>	L. Coyle, MAI F. Lucco, SRA	Harvey Hotel Plano	AI-36 hours/3 exam hours ACE-36 hours/3 exam hours	\$450-members \$525-nonmembers
March 23-29	Appraisal Procedures (120) (1) <i>Licensure Package</i>	F. Lucco, SRA G. Naeter, MAI	Harvey Hotel Plano	AI-36 hours/3 exam hours ACE-36 hours/3 exam hours	\$450-members \$525-nonmembers
March 31-April 5	Basic Income Capitalization (310)	P. Haginas, Jr., MAI T. Kirby, MAI, SRA	Harvey Hotel Plano	AI-36 hours/3 exam hours ACE-36 hours/3 exam hours	\$500-members \$575-nonmembers
April 9	7-Hour National USPAP Update (400) MCE Application to be Submitted (2) <i>28-Hour Package</i>	T. Slack, MAI, SRA	University of Phoenix (D/FW Campus)	AI-7 hours ACE-7 hours MCE-8 hours/8 legal hours	\$145-members \$195-nonmembers
April 10	Appraisal Consulting Seminar MCE Approved (2) <i>28-Hour Package</i>	T. Slack, MAI, SRA	University of Phoenix (D/FW Campus)	AI-7 hours ACE-7 hours MCE-8 hours/1 legal hour	\$145-members \$195-nonmembers
April 11	Partial Interest Valuation-Undivided Seminar MCE Approved (2) <i>28-Hour Package</i>	T. Slack, MAI, SRA	University of Phoenix (D/FW Campus)	AI-7 hours ACE-7 hours MCE-8 hours/6 legal hours	\$145-members \$195-nonmembers
April 12	Residential Sales Comparison Seminar MCE Approved (2) <i>28-Hour Package</i>	T. Slack, MAI, SRA	University of Phoenix (D/FW Campus)	AI-7 hours ACE-7 hours MCE-8 hours/1 legal hours	\$145-members \$195-nonmembers
April 27-May 3	Advanced Income Capitalization (510)	S. Stewart, MAI J. Vernor, MAI	Holiday Inn-Plano	AI-36 hours/4 exam hours ACE-36 hours/4 exam hours	\$550-members \$625-nonmembers
May 11-17	Highest & Best Use and Market Analysis (520)	S. Fanning, MAI L. Wright, MAI, SRA	Harvey Hotel Plano	AI-36 hours/4 exam hours ACE-36 hours/4 exam hours	\$550-members \$625-nonmembers
September 11-12	Separating Real & Personal Property from Intangible Business Assets (800) MCE Approved	J. Amarin, MAI	University of Phoenix- (D/FW Campus)	AI-15 hours/1 exam hour ACE-15 hours/1 exam hour MCE-17 hours/0 legal hours	\$150-members \$325-nonmembers
October 17	Analyzing Commercial Lease Clauses Seminar MCE Application to be Submitted	W. T. Anglyn, MAI	University of Phoenix- (D/FW Campus)	AI-7 hours ACE-7 hours	\$145-members \$195-nonmembers
October 18	Analyzing Distressed Real Estate Seminar MCE Application to be Submitted	W. T. Anglyn, MAI	University of Phoenix- (D/FW Campus)	AI-4 hours ACE-4 hours	\$75-members \$125-nonmembers
November 14	7 Hour National USPAP Update (400) MCE Application to be Submitted	G. Naeter, MAI	Greater Dallas Association of Realtors	AI-7 hours ACE-7 hours MCE-8 hours/8 legal hours	\$145-members \$195-nonmembers

- (1) Licensure Package (Courses 110, 120, 410) – The Licensure Package is comprised of courses that meet the AQB content and education requirements to earn education hours toward Texas State Licensed Real Estate Appraiser. Contact the North Texas Chapter for Licensure Package discounted tuition rates.
- (2) 28-Hour Package – The 28-Hour Package is comprised of one course and three seminars that meet the Texas Appraiser Licensing and Certification Board's requirements for Appraiser Continuing Education (ACE). Contact the North Texas Chapter for 28-Hour Package discounted tuition rates.



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