

LUNCHEON MEETING SCHEDULED

Thursday, November 13, 2003

Mr. Jody Reese
Residential Strategies, Inc.
will present

Second & Third Quarter 2003 New Home Activity

Location: Prestonwood Country Club, 15909 Preston Road, Dallas, 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-Tuesday, November 11

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

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

Thank you Meeting Sponsors:

Chesapeake Appraisal and Settlement Services

CoStar

North Texas Commercial Data Exchange

Roddy Information Services Company

LDAC Conference Set for March 15-17, 2004

The 2004 Leadership Development & Advisory Council conference will be held March 15-17 at the Loews L'Enfant Plaza Hotel in Washington D.C. Loews is located steps away from the Smithsonian Air and Space Museum, National Gallery of Art, Holocaust Museum and Vietnam War Memorial and a short cab ride from Capitol Hill. Please contact the Chapter office if you are interested in attending the conference. Applications and hotel information for the 2004 LDAC are available on the [LDAC Web page](#).

In Memoriam

The North Texas Chapter acknowledges with sincere regret the recent passing of Robert Porcher, MAI.

The Chapter also acknowledges the passing of Jay Massey's father, and George Naeter's brother.

Thank You Comp Exam Proctors

Several North Texas Chapter members generously volunteered their time to proctor the Comprehensive Examination that was held in Dallas August 25-26. The Chapter leadership would like to extend a sincere thank you to the following individuals:

Darrel Copeland, MAI
Daryl Duncan, MAI, SRA
Kyle Hearon, MAI
Rusty Hutchison, MAI, SRA
Steve Kincheloe, MAI
Gerald McKim, MAI, SRA
Melissa Neckar-McRoberts, MAI
Lance Wetherill, MAI, SRA

Need Continuing Education Hours?

The Chapter will be sponsoring three courses in November and December. Course 400, offered in November and December, provides three-way continuing education credit. Course 420, which is offered in December, is approved for Appraisal Institute and state continuing education credit. Course details are listed below.

7-Hour National USPAP Update (Course 400)

Dates: Friday, November 14
and
Thursday, December 11
CE Credit: AI – 7 hours
ACE – 7 hours
MCE – 8 hours/8 legal hours

Tuition-

Member: \$145.00 (\$152.25 VISA/MC)
Nonmember: \$195.00 (\$204.75 VISA/MC)

This one-day update course focuses on the recent changes to the *Uniform Standards of Professional Appraisal Practice*. The material was developed for and copyrighted by The Appraisal Foundation. The material helps clarify concepts such as scope of work and when USPAP applies. In addition, the course addresses some commonly misunderstood aspects of USPAP and cites common USPAP errors and deficiencies found in appraisals. The course is designed to help appraisers in all areas of appraisal practice who seek updated information about USPAP and increased competency in applying it.

Business Practices and Ethics (Course 420)

Date: Friday, December 12
CE Credit: AI – 7 hours (8 with exam)
ACE – 7 hours (8 with exam)

Tuition -

Member: \$145.00 (\$152.25 VISA/MC)
Nonmember: \$195.00 (\$204.75 VISA/MC)

In Course 420, formerly *Standards of Professional Practice, Part B*, you'll learn how the Appraisal Institute's Code of Professional Ethics can empower you to practice your profession in accordance with the Appraisal Institute's guiding values and principles, and why this is important to you as a practicing appraiser. Participants will become familiar with the definitions and canons of the Code of Professional Ethics and how the code relates to the *Uniform Standards of Professional Appraisal Practice* and the Appraisal Institute's Certification Standard.

Contact the Chapter office to register, or register online at www.ainorthtexas.org.

Appraiser Licensing Requirements May Increase

WASHINGTON, D.C. (appraisalfoundation.org) – The Appraiser Qualifications Board (AQB), an independent Board of The Appraisal Foundation with congressional authority to develop the minimum criteria for real property appraisers, has released an exposure draft that proposes an increase in the minimum qualification criteria for state licensed and certified appraisers.

The proposed changes include:

- increases in the qualifying education requirements for licensed residential, certified residential, and certified general appraisers to 150 hours, 200 hours and 300 hours respectively;
- an appendix with a required core curriculum and a guide-note section with suggested course curriculum content;
- college-level education requirements for certified residential and certified general appraisers;
- removal of limitations on state licensing-certification examination re-takes; and
- clarification on distance education requirements.

The AQB is requesting public comment on the document by October 22, 2003. Copies are available on the foundation website at www.appraisalfoundation.org. Comments may be made in writing to: The Appraisal Foundation, Attn: AQB Comments, 1029 Vermont Avenue, NW, Suite 900, Washington, DC 20005. Comments also may be submitted via fax to 202.347.7727 or by email to comments@appraisalfoundation.org.

Real Estate Center Online News (RECON)

Sept. 23, 2003

Copyright 2003. All rights reserved.

Material herein is published according to the fair-use doctrine of U.S. copyright laws related to non-profit, educational institutions. Items attributed to sources other than the Real Estate Center at Texas A&M University should not be reprinted without checking with the original source

Mark Your Calendar!

DECEMBER 11
Annual Holiday Party and
Installation of 2004 Officers
(Location-Park City Club)

HO-RA

by Jack Poe, MAI

Marines have a special saying that has evolved from their esprit de corps. "HO-RA" intones camaraderie, fellowship, partisanship, devotion, loyalty; enthusiasm and spirit - all in a two syllable word. Members of the Appraisal Institute are beginning to experience esprit de corps as our battles over the budget, agenda, education and legislative issues are often hard won.

Twenty years ago the primary purposes of the Appraisal Institute was to police its members and uphold the integrity of its designations since no one else regulated the behavior of appraisers. Over the last twenty years the landscape has changed and members are evolving into a more inclusive body whose primary purpose is education and affecting legislation. This evolution is inevitable since state licensing and enforcement actions eliminated the need for many of the policing functions of member committees. As a result, members of the Appraisal Institute have become far less critical of one another and we are morphing into a dignified group of well educated professionals with high regard for the credentials we possess.

Appraisal Institute members will continue to be compelled to set a higher standard, and it will be even more incumbent on members to promote the value of designations. One way to promote your designation is to refer other members to prospects that you cannot service. My personal experience with referrals is that if you refer another member the payback is tenfold because the prospect remembers your modest advice and the colleague remembers the kind act. Another way to promote the value of designation is to prominently display your credentials and remind clients of the "designated difference"

So the next time you greet another member of the Appraisal Institute, take pride in the achievements of past leaders and what they have created. Let your common esprit de corps be known by saying HO-RA - because we are the proud members of the Appraisal Institute.

Jack Poe, MAI was designated in 1987, earned his Master of Science Real Estate Appraisal in 2001, served as President of the North Texas Chapter of the Appraisal Institute in 2002 and will serve as a Demonstration Report Grader, Chair of the Communications Committee and Vice Chair of the Public Affairs Committee in 2004.

Calendar of Events

November

- 13 Board of Directors Meeting/
Chapter Luncheon Meeting-
Prestonwood Country Club
- 14 *7-Hour USPAP Update* (Course 400)-
GDAR
- 13-18 Fall National Meetings-Chicago, IL

December

- 11 Chapter Holiday Party/Installation
Banquet-Park City Club
- 11 *7-Hour USPAP Update* (Course 400)-
GDAR
- 12 *Business Practices & Ethics* (Course 420)
GDAR

As a member of the North Texas Chapter, if you are in attendance at the November 13 meeting and your name is drawn, you will win \$700!

North Texas Chapter

2003 Officers

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

2003 Committee Chairs

Education.....Marc Farmer, MAI
Finance Shannon Fawcett, MAI, SRA
Guidance..... Kevin Carson, MAI
Legislative Affairs/FACT..... George Naeter, MAI
Membership Development/Retention ...Mitchell Todd, MAI
Newsletter Jack Poe, MAI
Programs K. Lynn Naugher, MAI
Public Relations.....Jimmy Jackson, MAI
Social and Charity Events.....Tracy Law, MAI
TelephoneJohn Hirschy, MAI, SRA
Web Site Richard Baker, MAI

Chapter Office

Executive DirectorRuth A. Kelton
AssistantNancy Young
972/233-2244
972/239-6857 (fax)
www.ainorthtexas.org (web site)
ainorthtexas@worldlogon.com (e-mail)

Information on Courses 400, 410 & 420

Many members have questions regarding meeting USPAP requirements in 2003 and the Appraisal Institute's Code of Ethics requirement. The following information is intended to clarify the requirements and, hopefully, provide answers to your questions.

What are the courses?

- Course 400-USPAP Update (7-hour course)
- Course 410-USPAP (15-hour course)
- Course 420-Business Practices and Ethics (available as a classroom offering or online)

What are the requirements for Appraisal Institute designated members?

- Course 400 + Course/exam 420 OR
- Course/exam 410 + Course/exam 420

What are the requirements for Appraisal Institute Associate members?

- Course/exam 410 + Course/exam 420 (meets initial requirement)
- Course 400 OR Course/exam 410 + Course/exam 420

What are the requirements for Texas State certified and licensed appraisers?

- Course/exam 410 (qualifying credit)
- Course 400 OR Course 410 (continuing education credit)

Why isn't there an exam for Course 400?

- There is no exam for Course 400 in 2003, however, there will be an exam in 2004.

Feel free to contact Ruth Kelton (972-233-2244 or ainorthtexas@worldlogon.com) with any questions.

Announcements

Data Needed – I need data on newish (YOC 1998+) 2-4 family properties in the D/FW metroplex. If you know where they are being built, please e-mail me with locations. Sales and listing data would be a bonus. Thanks. Wayne Burgdorf, MAI, SRA, phone 817-467-6483 x203; fax 817-468-8283; e-mail Wayne@1404mayfield.com.

Marketplace

POSITIONS AVAILABLE

Commercial real estate appraiser needed.

Hunsicker Appraisal Company, Inc., in business in Dallas since 1967, seeks independent contract appraiser. Will consider a variety of experience levels for the right person. FAX or email resumes to 214.521.8722 or info@hunsicker.org

Appraiser II/III needed-Texas General Land Office/Veterans Land Board. Individual will perform appraisals on routine non-complex to moderately complex properties. Knowledge and skills required include: (1) knowledge of basic appraisal and capitalization principles, techniques, and procedures, and of real estate markets and mortgage banking practices; (2) proficiency in Word, Excel and Access; (3) ability to train others; (4) ability to appraise property values, to evaluate factors affecting the market value of real estate, to perform mathematical and statistical calculations, to prepare concise reports, and to interpret legal real estate documents; and (5) Appraiser III must be licensed by the TALCB as State Certified General.

Qualifications: Graduation from a 4-year college/university w/major course work in real estate, finance, agricultural economics, appraising, or a related field, plus 6 months full-time experience in appraisal work for Appraiser II; or 2 years full-time experience in appraisal work for Appraiser III. One additional year of full-time qualifying experience may be substituted for each 30 semester hours of the required college. For additional information or for a state application, please contact Ralph Osio at Rosio@glo.state.tx.us.

POSITION WANTED

Highly Capable and Competent Appraisal Administrative Professional seeking a full time permanent salaried position with a progressive Appraisal or Consulting company. Extensive experience working behind executives in several fields; most recently commercial appraisals and real estate. Extensive knowledge and experience in the Transaction Coordination of legal real estate documents. Computer literate with good general office skills experienced in handling high levels of responsibility. Experience in Commercial Appraisal Research in setting up appraisal files, handling appraisal maps, information databases and binding appraisal reports competently. Self-starter with a high level of initiative. Knowledgeable in business marketing aspects. Work well under pressure, extremely organized with efficient work habits. Adapt easily, learn very quickly and keep a positive attitude in the workplace. Please contact me by my email address: PagePeg@aol.com.

Membership Appreciation Bonuses

The Appraisal Institute has organized a campaign to recognize members who that contributed to the Chapter and the association as a whole.

All members will receive a \$5 coupon inviting them to take advantage of a discount on the following two books until December 31, 2003.

- **NEW! Convenience Stores and Retail Fuel Properties; Essential Appraisal Issues** - Appreciation discount price: \$25 (regular member price: \$30)
- **Residential Sales Comparison Approach: Deriving, Documenting, and Defending Your Value Opinion** - Appreciation discount price: \$20 (regular member price: \$25)

In October, several new membership benefit partnerships will be released:

- eTrac is multi-faceted software that allows complete virtual management of an appraisal business (www.myetrac.com). It receives, tracks, notifies and connects clients, staff and appraisers in real time 24/7. eTrac is offering Appraisal Institute members a 15 percent discount on their software package.
- JurisPro is an online directory for attorneys to search for expert witnesses to retain on cases (www.JurisPro.com). Users set up a profile that includes a biography, a picture, an option to record the user's voice, as well as a Web page, background and a CV, which resembles a full resume. JurisPro will offer our members a 10 percent discount to set up a profile.
- Cushman & Wakefield (www.cushmanwakefield.com) will offer Appraisal Institute members a 25 percent discount on its *MarketBeat Snapshot* publication, which highlights market and submarket property statistics in the subscriber's chosen location.
- The Appraisal Institute has teamed up with the Institute of Real Estate Management to offer our members a 20 percent discount on IREM's Income/Expense Analysis research reports. These reports provide quality income and expense data for private-sector office buildings, multifamily properties, community associations, federally assisted properties and shopping centers in the top metropolitan markets in the United States and Canada. For more information visit www.irem.org/appraisal.

For more information on any of the opportunities listed above, contact Wendy Woodburn, Manager, Membership Services at woodburn@appraisalinstitute.org.

2003 Education Schedule Appraisal Institute, North Texas Chapter

Date	Course/Seminar	Instructor(s)	Location	Continuing Education Credits	Tuition
November 14	7 Hour National USPAP Update (400) MCE Approved	G. Naeter, MAI	Greater Dallas Association of Realtors	AI-7 hours ACE-7 hours MCE-8 hours/8 legal hours	\$145-members \$195-nonmembers
December 11	7 Hour National USPAP Update (400) MCE Approved	T. Kirby, MAI, SRA	Greater Dallas Association of Realtors	AI-7 hours ACE-7 hours MCE-8 hours/8 legal hours	\$145-members \$195-nonmembers
December 12	Business Practices & Ethics (420)	T. Kirby, MAI, SRA	Greater Dallas Association of Realtors	AI-7 hours ACE-7 hours	\$145-members \$195-nonmembers



*Appraisal Institute, North Texas Chapter
P. O. Box 801807, Dallas, Texas 75380-1807
972-233-2244 (phone); 972-239-6857 (fax);
www.appraisers.net/ai-northtexas (web site)
ainorthtexas@worldlogon.com (e-mail)*

2004 Education Schedule Appraisal Institute, North Texas Chapter

Date	Course/Seminar	Instructor(s)	Location	Continuing Education Credits	Tuition
February 6-7	USPAP (410) MCE Approved	James E. Jacobs, 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	\$199-members \$199-nonmembers
Feb. 29-March 6	Appraisal Principles (110) <i>(1) Licensure Package</i>	M. Lance Coyle, MAI George Naeter, MAI	Southfork Hotel Plano, TX	AI-36 hours/3 exam hours ACE-36 hours/3 exam hours	\$450-members \$525-nonmembers
March 7-13	Appraisal Procedures (120) <i>(1) Licensure Package</i>	M. Lance Coyle, MAI Tom R. Kirby, MAI, SRA	Southfork Hotel Plano, TX	AI-36 hours/3 exam hours ACE-36 hours/3 exam hours	\$450-members \$525-nonmembers
March 15-16	USPAP (410) MCE Approved <i>(1) Licensure Package</i>	Gregory E. Stephens, SRA	Southfork Hotel Plano, TX	AI-15 hours/1 exam hour ACE-15 hours/1 exam hour MCE-15 hours/6 legal hours	\$199-members \$199-nonmembers
April 23-24	USPAP (410) MCE Approved	James E. Jacobs, 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	\$199-members \$199-nonmembers
May 3	USPAP Update 2004 (400) MCE Approved	George N. Naeter, MAI	University of Phoenix (D/FW Campus)	AI-7 hours/1 exam hour ACE-7 hours/1 exam hour MCE-8 hours/8 legal hours	\$145-members \$195-nonmembers
May 4	Appraisal Review: Single-Family Residential Seminar MCE Approved	Kathy J. Coon, SRA	University of Phoenix (D/FW Campus)	AI-7 hours ACE-7 hours MCE-8 hours/1 legal hour	\$145-members \$195-nonmembers
May 10-11	The Appraiser as an Expert Witness: Preparation & Testimony (700) MCE to be Submitted	John Underwood, Jr., MAI, SRA	University of Phoenix (D/FW Campus)	AI-15 hours/1 exam hour ACE-15 hours/1 exam hour	\$300-members \$375-nonmembers
June 10-11	USPAP (410) MCE Approved	James E. Jacobs, 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	\$199-members \$199-nonmembers
August 8-14	Advanced Sales Comparison and Cost Approaches (530)	E. Nelson Bowes, MAI Larry T. Wright, MAI, SRA	Southfork Hotel Plano, TX	AI-36 hours/4 exam hours ACE-36 hours/4 exam hours	\$600-members \$675-nonmembers
September 13	USPAP Update 2004 (400) MCE Approved	George N. Naeter, MAI	University of Phoenix- (D/FW Campus)	AI-7 hours/1 exam hour ACE-7 hours/1 exam hour MCE-8 hours/8 legal hours	\$145-members \$195-nonmembers
September 14	Subdivision Analysis Seminar MCE Application to be Submitted	Marc Farmer, MAI	University of Phoenix- (D/FW Campus)	AI-7 hours ACE-7 hours	\$145-members \$195-nonmembers
September 20-21	Litigation Appraising: Specialized Topics and Applications (705) MCE Application to be Submitted	John Underwood, Jr., MAI, SRA	Greater Dallas Association of Realtors	AI-15 hours/1 exam hour ACE-15 hours/1 exam hour	\$300-members \$375-nonmembers
October 12-13	Evaluating Commercial Construction Seminar MCE Application to be Submitted	James C. Canestaro	University of Phoenix (D/FW Campus)	AI-16 hours ACE 16 hours	\$250-members \$300-nonmembers
October 15	Evaluating Residential Construction Seminar MCE Application to be Submitted	James C. Canestaro	University of Phoenix (D/FW Campus)	AI-8 hours ACE-8 hours	\$145-members \$195-nonmembers
November 15	USPAP Update 2004 (400) MCE Approved	Gregory E. Stephens, SRA	Greater Dallas Association of Realtors	AI-7 hours/1 exam hour ACE-7 hours/1 exam hour MCE-8 hours/8 legal hours	\$145-members \$195-nonmembers
November 16	Business Practices and Ethics (420)	Gregory E. Stephens, SRA	Greater Dallas Association of Realtors	AI-7 hours/1 exam hour ACE-7 hours/1 exam hour	\$145-members \$195-nonmembers

2004 Education Schedule
Appraisal Institute, North Texas Chapter

Date	Course/Seminar	Instructor(s)	Location	Continuing Education Credits	Tuition
December 2	Appraisal Review: General Seminar MCE Approved	Vincent M. Dowling, MAI, SRA	Greater Dallas Association of Realtors	AI-7 hours ACE-7 hours MCE-8 hours/1 legal hour	\$145-members \$195-nonmembers
December 3	Supporting Capitalization Rates Seminar MCE Application to be Submitted	Vincent M. Dowling, MAI, SRA	Greater Dallas Association of Realtors	AI-7 hours ACE-7 hours	\$145-members \$195-nonmembers

- (1) Licensure Package – The 28-Hour Package is comprised of three courses that meet the Texas Appraiser Licensing and Certification Board’s 90-hour education requirement for State Licensed Real Estate Appraisers. Contact the North Texas Chapter for Licensure Package discounted tuition rates.



Appraisal Institute, North Texas Chapter
P. O. Box 801807, Dallas, Texas 75380-1807
972-233-2244 (phone); 972-239-6857 (fax);
www.ainorthtexas.org (web site)
ainorthtexas@worldlogon.com (e-mail)