

**Appraisal Institute, North Texas Chapter
Luncheon and Program
11:30 a.m. to 1:30 p.m.**

Thursday, September 8, 2005

Mr. Duane Dankesreiter
Manager of Research and Technical Services, North Central Texas Council of Governments (NCTCOG)
will present

Demographics of North Central Texas

and

Mr. Robert M. White, Jr., CRE
Founder and President, Real Capital Analytics, Inc.
will present

***Capital Market Trends,
A National and Local Perspective***

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.

Luncheon and/or Program Cost: \$20.00 per person (No Shows Will Be Billed)*

Reservations Required: Deadline-Tuesday, September 6

Online Registration and Payment: www.ainorthtexas.org/education2

Call: 972-233-2244

Email: ainorthtexas@sbcglobal.net

*Appraisal Institute - Approved for 2 hours continuing education credit
TALCB - accepted 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.

Opportunities for Committee Service in 2006

The Leadership Development and Nominating Committee (LDNC) rolled out Phase I of the new Leadership Resources Registry in June 2005. The LDNC, in more ways than ever before, is committed to involving members at the grassroots. Its vision is that all members should have the opportunity to serve the organization in leadership positions and decision-making roles, whether your interest lies in serving as committee members or chairs, panel members, project team members, focus group members, content experts, or providing input on surveys and opinion polls. That opportunity is now available and requires action on your part.

To become eligible for a committee appointment for 2006 please complete Phase I of the Registry by September 2, 2005. You may enter the Registry to express your interest to serve on specific committees or you may opt to nominate another member. If you decide to nominate someone else, the Registry will automatically advise the nominee of the nomination via e-mail and ask the individual to confirm if he or she is willing to serve if appointed. Please take advantage of this opportunity now!

Your Leadership Development and Nominating Committee representatives have worked hard to bring this opportunity to everyone. We hope you will plan to take part in the 2006 Appraisal Institute governance. If you have questions or need assistance completing the Registry, please contact Dolores Grabowski at dgrabowski@appraisalinstitute.org.

North Texas Chapter Members, have you updated your Chapter web site profile lately?

Simply decide on a personal ID and password (not to exceed more than seven letters and/or numbers), and notify Ruth Kelton (ainorthtexas@sbcglobal.net or 972-233-2244) of your selection. The web site will be updated to allow you freedom to access your record at any time.

91-Hour Licensure Package Available

The North Texas Chapter is sponsoring a 91-Hour Education Licensure Package in September. The package meets the Texas Appraiser Licensing and Certification Board's education requirements for state licensed real estate appraisers. Courses included in the package are *Basic Appraisal Principles*, *Basic Appraisal Procedures*, *15-Hour National USPAP*, and *Residential Market Analysis and Highest & Best Use*.

In addition to the benefit of taking licensure education courses in one condensed period of time, special discounted tuition is available for the package.

Additional details and registration information can be found on the North Texas Chapter's web site at www.ainorthtexas.org, or by contacting the Chapter Office at ainorthtexas@sbcglobal.net or 972-233-2244.

Site To Do Business Pricing Lowered

If you or your chapter members haven't yet signed up to become CCIM Organizational Affiliate Members, offering access to the CCIM Site To Do Business, now is the time to act. The Appraisal Institute has reduced the cost of this service to \$200 for the remainder of the year (a savings of \$150 from the \$350 yearly subscription rate).

The online Site To Do Business is a source of comprehensive commercial real estate information and applications. It offers an integrated market analysis system that combines demographic information, mapping technology, and reporting tools for use in appraisal and consulting assignments. The site includes market-analysis templates for single-family subdivision, multifamily, retail, office, and industrial properties as well as access to flood maps, aerial photography, and more. It puts critical and reliable information in one easy location—information that you'd probably have to spend time locating in a variety of sources otherwise. Enjoy all the services the site has to offer and cut down on your research time. To learn more about the service, visit <http://www.appraisalinstitute.org/membership/stdb.asp?120x90> or contact Todd Anderson in Membership Services at 312-335-4154 or e-mail tanderson@appraisalinstitute.org.

**The Chapter's email address has changed to
ainorthtexas@sbcglobal.net.
Please make this change in your address book.**

Add New URAR and Industrial Titles to Your Bookshelf

Using Residential Appraisal Report Forms: URAR 2005 (Form 1004) and Exterior Inspection (Form 2055) by Mark Rattermann, MAI, SRA, will be available in August. The new book addresses the reasons behind the changes to the forms and their ramifications and provides up-to-date, relevant instruction on completing both the Uniform Residential Appraisal Report (Form 1004) and Exterior-Only Inspection Residential Appraisal Report (Form 2055). Designed for individual or classroom use, this new guide to the single-unit residential appraisal report forms can be used as a reference by experienced appraisers and as a training manual for novices. The 155-page spiral bound book follows the layout of the forms with line-by-line instructions for completion and includes dozens of real-world examples that provide context for the instructions. The examples focus on strategies for achieving best practice and overcoming common mistakes made in the field, providing practitioners with the tools they need to perform every residential appraisal assignment with confidence and competence.

Through October 31, 2005, members can purchase a single copy of *Using Residential Appraisal Report Forms*: at the introductory member price of \$24. The regular member price is \$30, and nonmembers can purchase the book for \$35. Request Stock number: 0701M.

With the release of *Appraising Industrial Properties*, a significant addition to appraisal literature, representing the combined efforts of more than a dozen valuation experts and specialists, is now available. Real estate professionals have not seen a new reference work on the challenges of valuing industrial property since 1984. The new text is a comprehensive survey of the different factors an appraiser must consider when valuing industrial real estate. Topics of special significance to the valuation of industrial property covered in this text include highest and best use considerations; environmental issues relating to industrial processes; legal issues such as zoning and eminent domain; real estate taxation; and the impact of government assistance such as tax abatement and free enterprise zones on the competitive market. The increasing specialization of industrial real estate presents appraisers with a whole new range of considerations in the valuation process. *Appraising Industrial Properties* will help readers make sense of the new terrain and navigate a successful course through the challenges created by the evolution of industry in the 21st century.

Members can acquire a single copy of *Appraising Industrial Properties* at the introductory member price of \$36 through August 31, 2005. The regular price is \$45 for members and \$50 for nonmembers. Stock number 0690M.

Two URAR Seminars Scheduled in the Fall

New Fannie Mae 1004 Form

The new seminar, *The Professional's Guide to the Uniform Residential Appraisal Report*, has been scheduled in Dallas on the following dates:

September 30

November 4

The seminar will offer attendees the opportunity to learn the reasons behind the revisions and how the Uniform Standards of Professional Appraisal Practice's Supplemental Standard rule applies. During the seminar, attendees will also receive a line-by-line overview of the basic differences between the old and the revised URAR forms and insights into the revised limiting conditions and appraiser's certification. In addition, the seminar will address important liability issues. New appraisers will also come away with a better understanding of secondary market guidelines. From the intended user's perspective, appraisers will also learn the role the form plays in the overall assignment, and gain a host of new tips on how to communicate their analysis in the most efficient way possible.

You may register for the seminar at the North Texas Chapter's web site at www.ainorthtexas.org, or by contacting the Chapter Office at ainorthtexas@sbcglobal.net or 972-233-2244.

Mark Your Calendar! 2005 Chapter Meetings

Thursday, September 8 – Prestonwood Country Club

Tuesday, October 11 – Diamond Club, Ameritrust Ballpark (joint meeting with Appraisal Institute, Central Texas Chapter and International Right-of-Way Association, Chapter 36)

Thursday, November 10 – Prestonwood Country Club

Tuesday, December 13 (Holiday Party/Installation) – Park City Club

Please note that the September and November meetings will be held on **Thursdays**, and the October and December meetings will be held on **Tuesdays**.

Visibility Campaign Update

The second wave of radio ads will run September 5 through October 2. The radio spots will be heard in the following markets:

Atlanta – WSB-AM and WGST-AM
Charlotte – WBT-AM
Denver – KOA-AM
Dallas – WBAP-AM
Grand Rapids – WOOD-AM and WTKG-AM
Miami – WLYF-FM
Seattle – KIRO-AM
Washington – WTOP-AM

A 60-second radio ad promotes the value of using an Appraisal Institute designated appraiser when homeowners are thinking about renovating or selling property or when making estate or retirement planning decisions. The radio stations will also run – at no charge – 30-second tips that highlight different scenarios when it is important for homeowners to know what their property is worth.

The fall radio campaign will also feature talk-show interviews with our members in select markets. More details will be forthcoming.

Designated Members: Get Your Profile Online

As of late April, about 33 percent of designated members had posted a Member Profile with their directory listing on the Appraisal Institute's National web site. With the redesign of the Find an Appraiser pages as well as the start of the nationwide Visibility Campaign, having a Member Profile (which costs designated members nothing) is an invaluable marketing tool.

You are encouraged to complete the Member Profile Set-up form, available via the members-only section of the Appraisal Institute's web site (www.appraisalinstitute.org). Only those designated members who have completed the Member Profile questionnaire will be pulled up when Directory users search by business services and/or property types.

Announcements

Congratulations to North Texas Chapter Education Scholarship Recipients – Christopher Bailey and Gavin Mogan.

Hunsicker Appraisal Company, Inc. has limited office space available to lease to small shop appraisers. For details speak to Alison Hunsicker at 214.521.0300 ext. 4.

Did You Know... Membership Benefit

The Appraisal Institute's Lum Library (underwritten by the Appraisal Institute Education Trust) is an information clearinghouse consisting of a research library, ready-reference desk, and referral service and information/documentation delivery. The Lum Library's catalog is available via the Internet at www.appraisalinstitute.org/resources/lum.asp.

The online catalog provides citations to books held in the library's collection and also articles from The Appraisal Journal (1980 to current), Real Estate Appraiser (1980 to 1992), Valuation Insights & Perspectives (1996 to current) and major articles from Appraiser News (1991 to 1995). A sample of the services provided includes general reference, periodical articles, literature searches, online catalog, custom bibliographies, and book and videotape loans.

A recent agreement between the Appraisal Institute and the Appraisal Institute of Canada (AIC) offers reciprocal use of each other's libraries. The AIC's newly launched Web site, www.aicanada.org, includes online papers and articles.

Marketplace

The San Antonio, Texas office of IRR is currently seeking designated or non-designated commercial appraisers. Qualified candidates must have commercial appraisal experience, eminent domain a plus and be proficient with Word and Excel, Argus would be a plus. Excellent oral and written communication skills, attention to detail, well organized and a strong work ethic are a must. Competitive fee splits, health plans, a flexible and friendly work environment in a progressive city, great Fiesta Week and good climate. Great opportunity! Please forward confidential resume to Marty Glen-Integra Realty Resources San Antonio - 115 E. Travis, St., Suite 616, San Antonio, TX 78205 - Fax: 210225-6800.

Hunsicker Appraisal Company, Inc. has a need for an additional commercial real estate appraiser. Interested independent contractors should speak with Alison Hunsicker at 214.521.0300 ext 4.

Advanced Valuation Systems, Inc. is seeking a senior level commercial appraiser. The job entails review, counseling and production. Travel will be involved (about one day per week on average). Individual should have good report writing skills, communication skills and be a team player. Individual should be designated or an advanced candidate. Individual should have a working knowledge of Argus, WordPerfect, Word, Excel and Lotus. Please call John Trabold at 972-490-4554 for further details.

2005 Education Schedule Appraisal Institute, North Texas Chapter

Date	Course/Seminar	Instructor(s)	Location	Continuing Education Credits	Tuition
June 6	The Professional's Guide to the URAR Seminar **NEW FANNIE MAE 1004 FORM** <i>(MCE Application to be Submitted)</i>	James E. Jacobs, SRA	MetroTex Association of Realtors – Dallas	AI-7 hours ACE-7 hours	\$125-members \$125-nonmembers
June 20	The Professional's Guide to the URAR Seminar **NEW FANNIE MAE 1004 FORM** <i>(MCE Application to be Submitted)</i>	James E. Jacobs, SRA	MetroTex Association of Realtors - Dallas	AI-7 hours ACE-7 hours	\$125-members \$125-nonmembers
June 27	The Professional's Guide to the URAR Seminar **NEW FANNIE MAE 1004 FORM** <i>(MCE Application to be Submitted)</i>	James E. Jacobs, SRA	Univ. of Phoenix Bldg. (D/FW Campus)	AI-7 hours ACE-7 hours	\$125-members \$125-nonmembers
Sept. 14-17	Basic Appraisal Principles Course (91-HOUR LICENSURE PACKAGE)	Lance Coyle, MAI George N. Naeter, MAI	Southfork Hotel Plano, Texas	AI-28 hours/2 exam hours ACE-28 hours/2 exam hours	\$390-members \$440-nonmembers
Sept. 19-22	Basic Appraisal Procedures Course (91-HOUR LICENSURE PACKAGE)	Lance Coyle, MAI George N. Naeter, MAI	Southfork Hotel Plano, Texas	AI-28 hours/2 exam hours ACE-28 hours/2 exam hours	\$390-members \$440-nonmembers
Sept. 23-24	15-Hour National USPAP Course (410) MCE Approved (91-HOUR LICENSURE PACKAGE)	James E. Jacobs, SRA	Southfork Hotel Plano, Texas	AI-15 hours/1 exam hour ACE-15 hours/1 exam hour MCE-15 hours/6 legal hours	\$199-members \$199-nonmembers
Sept. 26-27	Residential Market Analysis and Highest & Best Use <i>(MCE Application to be Submitted)</i> (91-HOUR LICENSURE PACKAGE)	George N. Naeter, MAI	Southfork Hotel Plano, Texas	AI-14 hours/1 exam hour ACE-14 hours/1 exam hour	\$250-members \$300-nonmembers
See above dates	91-HOUR LICENSURE PACKAGE (Basic Appraisal Principles, Basic Appraisal Procedures, 15-Hour National USPAP, & Residential Market Analysis and Highest & Best Use (Sept. offerings))	See above instructors	Southfork Hotel Plano, Texas	AI-85 hours/6 exam hours ACE-85 hours/6 exam hours MCE-15 hours/6 legal hours	\$1,149-members \$1,299-nonmembers
September 30	The Professional's Guide to the URAR Seminar **NEW FANNIE MAE 1004 FORM** MCE Approved	James E. Jacobs, SRA	MetroTex Association of Realtors - Dallas	AI-7 hours ACE-7 hours MCE-8 hours/0 legal hours	\$125-members \$125-nonmembers
October 17	7-Hour National USPAP Update Course (400) MCE Approved (28-HOUR PACKAGE #A)	Gregory E. Stephens, SRA	Univ. of Phoenix Bldg. (D/FW Campus)	AI-7 hours ACE-7 hours MCE-8 hours/0 legal hours	\$145-members \$195-nonmembers
October 18	Appraisal Review: Single-Family Residential Seminar MCE Approved (28-HOUR PACKAGE #A)	Gregory E. Stephens, SRA	Univ. of Phoenix Bldg. (D/FW Campus)	AI-7 hours ACE-7 hours MCE-8 hours/1 legal hour	\$145-members \$195-nonmembers
November 17	Analyzing Operating Expenses Seminar <i>(MCE Application to be Submitted)</i> (28-HOUR PACKAGE #A)	Marc Farmer, MAI	Univ. of Phoenix Bldg. (D/FW Campus)	AI-7 hours ACE-7 hours	\$145-members \$195-nonmembers
November 18	Scope of Work: Expanding Your Range of Services Seminar MCE Approved (28-HOUR PACKAGE #A)	James E. Jacobs, SRA	Univ. of Phoenix Bldg. (D/FW Campus)	AI-7 hours ACE-7 hours MCE-8 hours/0 legal hours	\$145-members \$195-nonmembers
See Oct. & Nov. dates	28-HOUR PACKAGE #A (October and November courses and seminars)	See above instructors	Univ. of Phoenix Bldg. (D/FW Campus)	AI-28 hours ACE-28 hours MCE-16 hours/1 legal hour	\$540-members \$740-nonmembers

Date	Course/Seminar	Instructor(s)	Location	Continuing Education Credits	Tuition
November 4	The Professional's Guide to the URAR Seminar **NEW FANNIE MAE 1004 FORM** MCE Approved	James E. Jacobs, SRA	Univ. of Phoenix Bldg. (D/FW Campus)	AI-7 hours ACE-7 hours MCE-8 hours/0 legal hours	\$125-members \$125-nonmembers
November 17	Analyzing Operating Expenses Seminar (MCE Application to be Submitted) (28-HOUR PACKAGE #B)	Marc Farmer, MAI	Univ. of Phoenix Bldg. (D/FW Campus)	AI-7 hours ACE-7 hours	\$145-members \$195-nonmembers
November 18	Scope of Work: Expanding Your Range of Services Seminar MCE Approved (28-HOUR PACKAGE #B)	James E. Jacobs, SRA	Univ. of Phoenix Bldg. (D/FW Campus)	AI-7 hours ACE-7 hours MCE-8 hours/0 legal hours	\$145-members \$195-nonmembers
December 12	7-Hour National USPAP Update Course (400) MCE Approved (28-HOUR PACKAGE #B)	James E. Jacobs, SRA	Univ. of Phoenix Bldg. (D/FW Campus)	AI-7 hours ACE 7 hours MCE-8 hours/0 legal hours	\$145-members \$195-nonmembers
December 13	Real Estate Finance, Value, and Investment Performance Seminar MCE Approved (28-HOUR PACKAGE #B)	J. Andrew Hansz, PhD	Univ. of Phoenix Bldg. (D/FW Campus)	AI-7 hours ACE-7 hours MCE-8 hours/0 legal hours	\$145-members \$195-nonmembers
See Nov. & Dec. dates	28-HOUR PACKAGE #B (November and December courses and seminars)	See above instructors	Univ. of Phoenix Bldg. (D/FW Campus)	AI-28 hours ACE-28 hours MCE-16 hours/1 legal hour	\$540-members \$740-nonmembers

91-HOUR LICENSURE PACKAGE – The 91-Hour Licensure Package meets the TALCB's 90-hour education requirement for State Licensed Real Estate Appraisers.

28-HOUR PACKAGES #1 & #2 – The 28-Hour Package satisfies the Texas Appraiser Licensing and Certification Board's education requirements for appraiser continuing education credit.

TEXAS REAL ESTATE COMMISSION MANDATORY CONTINUING EDUCATION (MCE) – Courses and seminars noted above have been approved by the Texas Real Estate Commission for the hours/legal hours indicated. Provider: Appraisal Institute, Region VIII – No. 0098.

TEXAS STATE BOARD OF PUBLIC ACCOUNTANCY CREDIT - We have entered into an agreement with the Texas State Board of Public Accountancy to meet the requirements of continuing education rules. This agreement does not constitute an endorsement by the Board as to the quality of the program or its contribution to the professional competence of the licensee. Sponsor ID #3724.



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@sbcbglobal.net (e-mail)