

Appraisal Institute's 75th Anniversary Conference Las Vegas, NV

The Appraisal Institute's 75th Anniversary Conference will be held July 15–22, 2007 at Caesars Palace, one of the most prestigious resorts in Las Vegas. The following seminars, which total 30 hours of continuing education credit, will be offered during the conference:

- *A Professional's Guide for Conservation Easement Appraisals* (July 15)
- *Real Estate Investing and Development: A Valuation Perspective* (July 15)
- *The Client Perspective on the Appraisal Profession* (July 16)
- *Rates and Ratios: Making Sense of GIMs, OARs, and DCF* (July 16)
- *The Real Estate Economy: What's in Store for 2008?* (July 17)
- *Making Sense of the Changing Landscape of Valuation: Cool Tools–Cool Trends* (July 17)

Additional programs and functions that will be offered include the following:

- 2½-day Exhibitor Show
- Associate Guidance Seminar
- Experience Training Seminar
- Golf tournament
- Regional meetings (including the Education Network and Chapter Leadership meetings)
- 75th Anniversary Celebration Dinner
- Education Trust Fund Auction
- National meetings

Attendance is expected to exceed 1,000 appraisers, lenders, brokers, and users of appraisal services. Note that several programs are close to selling out. For Conference information and to register, go to the Appraisal Institute's 75th Anniversary Web page at www.appraisalinstitute.org/75thanniversary/default.asp.

Upcoming Chapter Education Programs

The following courses and seminars are scheduled in August, September, and October. Detailed information and online registration, as well as education program information for November and December can be found on the North Texas Chapter's web site at <http://www.ainorthtexas.org/education2/>. Contact the Chapter office (ainorthtexas@sbcglobal.net or 972-233-2244 with any questions.

Report Writing and Valuation Analysis Course

Aug. 5-11 – Southfork Hotel, Plano

Instructors – Andrew Hansz, PhD, Dan Swango, MAI, SRA
CE Credits – AI/ACE-26 hours/14 exam hours; QE-40 hours

7-Hour National USPAP Update Course

Aug. 24 – University of Phoenix Bldg., Dallas Campus

Instructor – James Jacobs, SRA

CE Credits – AI/ACE-7 hours; MCE-8 hours/0 legal hours

Liability Management for Residential Appraisers Seminar

Sept. 17 – University of Phoenix Bldg., Dallas Campus

Instructor – James Jacobs, SRA

CE Credits – AI/ACE-7 hours; MCE-8 hours/0 legal hours

Reviewing Residential Appraisal Reports Seminar

Sept. 18 – University of Phoenix Bldg., Dallas Campus

Instructor – Gregory Stephens, SRA

CE Credits – AI/ACE-7 hours; MCE-to be submitted

Basic Appraisal Principles Course

Sept. 24-27 – Southfork Hotel, Plano

Instructors – Andrew Hansz, PhD, George Naeter, MAI

CE Credits – AI/ACE/QE-28 hours/2 exam hours

Basic Appraisal Procedures Course

Sept. 28-Oct. 1 – Southfork Hotel, Plano

Instructors – James Justice, MAI, George Naeter, MAI

CE Credits – AI/ACE/QE-28 hours/2 exam hours

15-Hour National USPAP Course

Oct. 2-3 – Southfork Hotel, Plano

Instructor – Lance Coyle, MAI

CE Credits – AI/ACE/QE-14 hours/1 exam hour

Education Scholarships Awarded

The North Texas Chapter Scholarship Committee received many applications for 2007 education scholarships. After review of the applicants and qualifications, scholarships were awarded to the following North Texas Chapter Associate Members. Congratulations to all awardees as you pursue designation!

Logan Churchwell
Blake Davis
Gavin Mogan

Matthew Newton
Brett Wilkerson

Mark Your Calendar! Fall Chapter Meeting Dates

The following are North Texas Chapter's remaining meeting dates for the year. **PLEASE NOTE THAT THE SEPTEMBER AND NOVEMBER MEETINGS ARE SCHEDULED ON THE SECOND TUESDAY OF THE MONTH.** All meetings will be held at Prestonwood Country Club, 15909 Preston Road in Dallas.

Tuesday, September 11
Thursday, October 11
Tuesday, November 13

2008 Chapter Leadership Elected

The North Texas Chapter membership elected the following members to office at the May 10 Chapter meeting. They officially take office on January 1, 2008.

President	K. Lynn Naugher, MAI	
Vice President	James Jacobs, SRA	
Secretary	James Underhill, MAI	
Treasurer	James Justice, MAI	
Directors	Richard Baker, MAI	1 year term
	Mark Bond, MAI, SRA	3 year term
	Brenda Cottone, SRA	3 year term
	Bob Derse, MAI	3 year term
	Paul Williams, SRPA	3 year term
Regional Representatives		
	James Cullar, Jr., SRPA, SRA	2 year term
	Jack Poe, MAI	2 year term
Alternate Regional Representatives		
	Roger Davis, MAI	1 year term
	Andrew Essington, MAI	1 year term
	Jerry Gage, SRA	1 year term
	David Ramirez, SRA	1 year term
	John Scarborough, SRA	1 year term

Comprehensive Examination Scheduled in Dallas August 27-28, 2007

The August 27-28 Comprehensive Exam will be held at the MetroTex Association of Realtors, 8201 N. Stemmons Freeway in Dallas. The application deadline is July 15. An application and Guide can be downloaded at http://www.appraisalinstitute.org/membership/members_downloads/guidebook.pdf

Did You Know... Membership Benefits

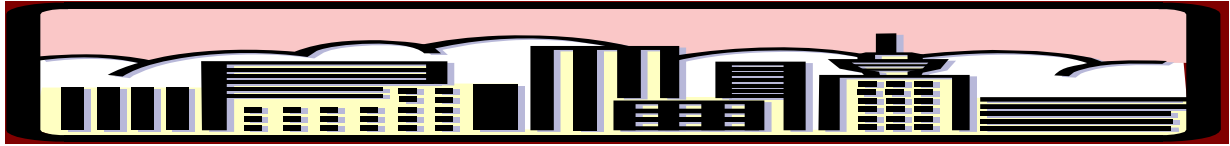
Networking: Info Exchange

Working on an unusual assignment where comps are elusive? Try posting a request in InfoExchange. InfoExchange offers members the opportunity to request information from others who have appraised similar properties. For listings, visit www.appraisalinstitute.org/resources/info_ex.asp. To submit inquiries, complete a submission form at www.appraisalinstitute.org/resources/info_ex_submitad.asp. Members can search the past 10 years of InfoExchange in the archives of the Lum Library, to obtain information about appraisers who have sought similar appraisal data in the past.

Conservation Easement Certificate Program in Development

The Appraisal Institute is excited to announce our first-ever certificate program! Working with our partners, the American Society of Farm Managers and Rural Appraisers (ASFMRA), the American Society of Appraisers (ASA), and the Land Trust Alliance, we have brought together leading experts to develop a certificate program that will build your skills in the highly scrutinized area of conservation easements valuation—a full 30-hour course that will pay dividends in building your knowledge through lecture, case studies, tax-law analysis, and much more. Watch for more information to come at www.appraisalinstitute.org.

North Texas Chapter Appraisal Institute “Call for Papers”



Designated members of the North Texas Chapter Appraisal Institute are encouraged to submit papers of public interest demonstrating that the Appraisal Institute is forward looking in real estate issues.

Submission Deadline: June 30, 2007 (*contact Ruth Kelton for an extension*)

The goal of the project is to promote the Appraisal Institute as the Voice of Knowledge and highlight the Real Estate expertise of our membership. Both the author and Chapter members benefit from the process of writing for publication and the resulting promotion of their chosen profession as the Experts in Real Estate.

Monetary Prize (\$4000 1st place/ \$ 2500 2nd place/ \$1000 3rd place).
Selected papers may be published on North Texas Web sites.
Papers presented to media and journals for possible publication.
Possible use for Appraisal Institute National PR campaign.
Possible interviews in conjunction with Press Releases by AI and other groups.

Process:

All submitted papers are to be reviewed by a “Review Panel”. All reviews are conducted anonymously; that is, without identifying the author(s) to the reviewers. Reviewers will be from real estate, writing, journalism, and education disciplines. The question to be answered by the Reviewers is: Who has presented the “Best Paper,” defined as a well written, newsworthy paper that will best voice the knowledge of the Appraisal Institute and promote the MAI, SRA, SRPA designations? Every effort will be made to notify the author of the acceptance or rejection of a manuscript at the earliest possible date.

Papers may be accepted outright or accepted on condition that the author makes specific revisions. Making such revisions does not guarantee publication. Articles will not be accepted that advertise, publicize or promote the author or the author’s firm or products. Upon publication, the Appraisal Institute holds copyright on all original works, which allows the organization to post on its Web site and authorizes use for classrooms and other reprint requests. Once accepted, the editorial staff may make revisions as needed for AI conformance.

Example topics that will demonstrate Real Estate expertise:

- In what geographic area would you invest?
- What trends in development are the most promising for the future?
- What are the pitfalls of Real Estate Investment Flipping as promoted on TV paid advertising?
- Is Real Estate a safe “alternative” investment?
- Appraising is listed as one of top ten jobs; what do you need to know?
- How do you maximize your dollars in residential rehab?
- How will mass transit affect Real Estate values in the future?
- How will trends toward life style centers affect traditional retail Real Estate?
- How will high gas prices affect Real Estate values? Working from home/shopping on line?
- What property types are currently experiencing the greatest price increase?
- What market areas are experiencing rapid growth and price increase?
- Has the use of automated appraisals helped the consumer?
- Is Real Estate still a good alternative investment?
- If you won the lottery today, where in the Real Estate sector would you put your money?

Send papers as an e-mail attachment in PDF format to Ruth Kelton at ainorthtexas@sbcglobal.net. Title the e-mail “ Call for Papers.”

Two copies should be sent, one with name, mailing and e-mail address and one without.

Papers must not have been previously published, must be original work, and be limited to approximately 900 words.

Paper should be titled and pages numbered.

Confidentiality and copyright requirements will be consistent with the National Appraisal Institute.

Questions: e-mail shannon.a.fawcett@citigroup.com

New Trend Report Available

The first quarter 2007 Trend Report is now available on the Lum Library's online catalog. The Trend Report presents a quantitative and qualitative look at trends affecting the real estate appraisal industry through literature searches of the FirstSearch database. The complete Trend Report is accessible through the Lum Library's online catalog in the Members Only section of the Appraisal Institute's Web site at www.appraisalinstitute.org/resources/lum.asp. This issue premieres four new subject areas. Frank Lucco, SRA, recommended that we include information about construction defects and disclosure in real estate, and Nancy Bannon, managing editor of *The Appraisal Journal*, suggested that information be provided about sustainability and green building. If you have a recommendation for a topic to track, please contact the Lum Library at ailibrary@appraisalinstitute.org or 312-335-4467. The Y.T. and Louise Lee Lum Library is underwritten by the Appraisal Institute Education Trust fund. Its online catalog contains more than 40 years of *The Appraisal Journal* and *The Real Estate Appraiser* articles, as well as all *Valuation Insights & Perspectives* articles, for members to search anytime.

North Texas Chapter Leadership

2007 Officers

President.....Mark O'Briant, MAI
Vice President.....K. Lynn Naugher, MAI
Secretary.....James E. Jacobs, SRA
Treasurer.....Jim Underhill, MAI

2007 Committee Chairs

Client Advisory.....Marc Farmer, MAI
Data Exchange.....Jay M. Massey, MAI, SRA
Education.....Jeff Briggs, MAI
Finance.....Jim Underhill, MAI
Government Relations/FACT...Greg Stephens, SRA
Guidance.....Joe Milkes, MAI
Membership Development/
Retention.....Mitchell Todd, MAI
Newsletter.....John Scarborough, SRA
Programs.....K. Lynn Naugher, MAI
Public Relations.....Jack Poe, MAI
Telephone.....Ann Kostishak, MAI
Web Site.....Richard Baker, MAI

Chapter Office

Executive Director.....Ruth A. Kelton
Assistant.....Nancy Young
972-233-2244; 972-239-6857 (fax)
www.ainorthtexas.org (web site)
ainorthtexas@sbcglobal.net (e-mail)

2007 Calendar of Events

August

- 5-11 *Report Writing and Valuation Analysis Course*—
Southfork Hotel, Plano
24 *7-Hour National USPAP Update Course*—
University of Phoenix Bldg./Dallas Campus

September

- 11 Board of Directors and Chapter Meetings—
Prestonwood Country Club
17 *Liability Management for Residential Appraisers Seminar*—Univ. of Phoenix Bldg./Dallas Campus
18 *Reviewing Residential Appraisal Reports Seminar*—Univ. of Phoenix Bldg./Dallas Campus
24-27 *Basic Appraisal Principles Course*—
Southfork Hotel, Plano
28-10/1 *Basic Appraisal Procedures Course*—
Southfork Hotel, Plano

October

- 2-3 *15-Hour National USPAP Course*—
Southfork Hotel, Plano
11 Board of Directors and Chapter Meetings—
Prestonwood Country Club

New CEO Joins the Appraisal Institute

Frederick H. Grubbe accepted the position of Chief Executive Officer of the Appraisal Institute on June 1, 2007. Mr. Grubbe comes to us with more than 20 years of experience in nonprofit and government-related organizations. For the past six years he has served as president and chief executive officer of the National Fraternal Congress of America where he was responsible for overseeing business and membership operations. In addition, he has held high-level positions with the Million Dollar Round Table, the U.S. Office of Consumer Affairs, and the National Highway Traffic Safety Administration of the U.S. Department of Transportation. He served from 1989 to 1991 as White House liaison and Special Assistant to Samuel Skinner, the Secretary of Transportation. We look forward to Mr. Grubbe bringing his background and experience into play as he assumes responsibility for overseeing the continued growth and prestige of the Appraisal Institute.

Visit the Chapter's education registration page at

www.appraisalinstitute.org/education/northtexas.aspx

to register for 2007 courses and seminars.