

North Texas Chapter Luncheon Meeting

Tuesday, May 11, 2010

Current Economic Conditions in the Dallas/Fort Worth Region

presented by:

**Duane Dankesreiter, Vice President of Business Information and Research
Dallas Regional Chamber**

Election of 2011 Chapter Leadership

Location:

Prestonwood Country Club, 15909 Preston Road, Dallas, TX, 75248

Schedule:

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

Registration/Lunch Buffet – 11:15 a.m. (Meeting begins promptly at 11:30 a.m.)

Lunch Meeting - 11:30 a.m. to 1:30 p.m.

Continuing Education:

Appraisal Institute–2 hours approved; TALCB–2 hours accepted

New Luncheon Fees:

Appraisal Institute Members:

\$25.00 Reservations by Friday, May 7

\$35.00 Reservations/Walkins after Friday, May 7

Appraisal Institute Nonmembers:

\$30.00 Reservations by Friday, May 7

\$40.00 Reservations/Walkins after Friday, May 7

Cancellations – Full refund less a \$5.00 processing fee

No Shows – Will be billed the full fee

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

Registration:

Payment by credit card - Online at www.appraisalinstitute.org/education/northtexas.aspx

Alternate Registration (check) - Complete the attached form and submit it to the Chapter office

Registration Deadline is Friday, May 7

TUESDAY, MAY 11, 2010

**NORTH TEXAS CHAPTER LUNCHEON MEETING
REGISTRATION FORM**

Registration Deadline is Friday, May 7

Registration - Complete the form below and submit it to the Chapter office:

Email: ainorthtexas@sbcglobal.net; Fax: 972-239-6857; Mail: P. O. Box 801807, Dallas, TX 75380-1807

Check your membership category(ies)

MAI SRPA SRA

General Associate Residential Associate Affiliate

Nonmember Prospective New Member

NAME _____ EMAIL _____
LAST FIRST MIDDLE

APPRAISAL INSTITUTE MEMBER # _____ Appraiser State (s) & Number(s) _____

COMPANY _____ ADDRESS _____

BUSINESS PHONE _____ HOME PHONE _____ FAX _____

FEES

	By Friday, May 7	Walkins (after May 7)
Appraisal Institute Members	\$25.00	\$35.00
Nonmembers	\$30.00	\$40.00

CANCELLATIONS - Full refund less a \$5.00 processing fee.

NO SHOWS - Will be billed the full fee.

METHOD OF PAYMENT

Check (payable to Appraisal Institute, North Texas Chapter) Visa MasterCard Am. Express

Amount Enclosed or to Charge \$ _____

Card No. _____ Exp Date _____

Cardholder's Printed Name _____ Signature _____

Cardholder's Billing Address, Street or PO Box _____ Zip _____

Not a Member of the Appraisal Institute?

Join today at <http://www.appraisalinstitute.org/join>
and start enjoying all the benefits that membership can offer.

Slate for 2011 Chapter Positions Appraisal Institute, North Texas Chapter

Term: January 1 – December 31, 2011

The Appraisal Institute North Texas Chapter Nominating Committee has met to consider candidates for 2011 Chapter elected positions. The following represents the North Texas Chapter Nominating Committee's final slate of nominees for 2011 Chapter offices.

President	James Justice, MAI	
Vice President	Allen Gardiner, SRA	
Secretary	Greg Stephens, SRA	
Treasurer	Jeff Briggs, MAI	
Director	Julius Blatt, MAI	Three Year Term
Director	Ben Langford, MAI	Three Year Term
Director	Jim Rohrig, MAI	Three Year Term
Director	Jordan Sale	Three Year Term
Regional Representative	Christi Glendinning, MAI	Two Year Term
Regional Representative	Mark O'Briant, MAI	Two Year Term
Regional Representative	Greg Zachary	Two Year Term
Alternate	Liz Allen-Knight, MAI	One Year Term
Alternate	George Naeter, MAI	One Year Term
Alternate	Sandra Poe, MAI	One Year Term
Alternate	Cheryl Rowland, SRPA, SRA	One Year Term
Alternate	Greg Stephens, SRA	One Year Term
Alternate	Joe Bill Thompson, MAI	One Year Term
Alternate	Robbie Wilson	One Year Term

The Nominating Committee unanimously recommends these Officers, Directors, Regional Representatives, and Alternate Regional Representatives, and these candidates have all agreed to accept their respective positions if the Chapter Members elect them in May.

The election will be conducted at the Tuesday, May 11 Chapter meeting. Refer to the Chapter Bylaws if you are interested in providing any additional nominations. Contact Jim Jacobs, SRA (903-870-6011 or jejacobs10@gmail.com) or Ruth Kelton (972-233-2244 or ainorthtexas@sbcglobal.net) with any questions.

Appraisal Institute, North Texas Chapter
2010 Nominating Committee
James E. Jacobs, SRA, Chair
Marc Farmer, MAI
Charles Kelly, MAI
James Rohrig, MAI (resigned from Nominating Committee)
Wes Snyder, MAI

Call For Papers Program

The North Texas Chapter implemented the Call for Papers program three years ago. One of the goals of the program is to demonstrate to the local business community that our organization consists of professionals who demonstrate critical and forward thinking.

The program recognizes submissions and rewards the author with a monetary prize for authoring a paper that focuses on some aspect of the real estate market that would be of interest to a wide readership in the north Texas area. It is not meant to produce papers on subjects that are narrowly targeted to an appraiser readership.

Papers should be no more than 1,000 words and will become the property of the Appraisal Institute. Winning entries will be considered for submission in the mainstream press.

Designated and Associate members are encouraged to participate in the program. The prize money, set aside for a winning entry, could be up to \$5,000. The papers are judged blind, and the judges look for original thought and wide appeal of the subject matter.

The deadline for submissions is October 30, 2010. Please contact the Chapter Office with any questions.

The Member Referral Program is Back!

You are invited to participate in the Appraisal Institute's member referral program! When existing members refer new members to the Appraisal Institute, they can receive up to 20 percent off their 2011 national dues. Members earn a 5 percent discount for every member that joins in their name, getting credit for up to four new members. The deadline for referrals is Sept. 30, 2010.

Participation is simple! Download the member referral cards and give them to potential new members. Every time a new member enters the existing member's name as the referring member on the membership application form, the existing members receives 5 percent off their 2011 national dues.

For more information and to download the referral cards, visit www.appraisalinstitute.org/referral.

2010 North Texas Chapter Education Schedule

The North Texas Chapter is offering a full slate of courses and seminars to help appraisers enter the appraisal profession, earn the MAI and SRA designations, and meet continuing education requirements. A complete schedule of courses and seminars is included in this newsletter. Program details and registration information can be found at www.appraisalinstitute.org/education/northtexas.aspx.

Contact the Chapter Office (972-233-2244 or ainorthtexas@sbcglobal.net) with any questions.

Expanded Member Benefit! Four New Communities of Practice Launched

The Appraisal Institute has launched four new Communities of Practice to facilitate online member discussions. In addition to the technology and sustainable buildings communities, members may now engage in discussions on international valuation, tax valuation, eminent domain and modular/systems-built and manufactured housing communities.

AI Communities is an online member benefit available to all Appraisal Institute members. While in the AI Communities, members can exchange news and share information with colleagues, check the AI Communities' calendar to stay abreast of upcoming events, participate in online discussion boards, suggest a poll to community facilitators and chat online with other members.

To experience AI Communities, log in at www.appraisalinstitute.org/MyAppraisalInstitute and click the "Explore AI Communities" button in the right column. After clicking "I accept" on the Terms of Use page, members will be able to download the full tutorial and enter the AI Communities site.

For questions and more information, contact communities@appraisalinstitute.org.

New Book on Appraisal Review Process Published

A new book, published by the Appraisal Institute, provides practical instruction on the appraisal review process and helps promote greater understanding between reviewers and appraisers.

“Appraising the Appraisal: The Art of Appraisal Review,” second edition, is written by Richard C. Sorenson, MAI. He describes common deficiencies in appraisal reports and offers tips for preparing careful and constructive appraisal reviews that can be applied by appraisers, lenders and other professionals.

The guide includes updated information on scope of work and data verification, real-world examples that highlight the qualities of both effective and ineffective appraisal reports, a new case study, handy checklists and sample review forms.

The 255-page, illustrated softcover book (ISBN: 978-1-935328-08-7) costs \$50 (\$40 for Appraisal Institute members) plus shipping and handling. To order, go to www.appraisalinstitute.org/store/p-202-appraising-the-appraisal-the-art-of-appraisal-review.aspx

Marketplace

POSITIONS AVAILABLE

Fannie Mae is seeking 10 new Appraisers in their Dallas office, and they are targeting a start date of May 17th. Appraisers should have at least 10 years of residential appraising experience. The hiring decisions will be based primarily on work experience and an appraisal case study that is issued to each candidate. Contact Adam Rosner, Financial Recruiter at JustinBradley (202-349-3734 (P); 202-457-8500 (F); adam.rosner@justinbradley.com (Email); or www.justinbradley.com.

Appraisal Institute Offers Designated Members Free ExactBid Listing

Recognizing that consumers of appraisal services are increasingly looking online, the Appraisal Institute announced April 19 that it has partnered with ExactBid to offer AI's Designated members a free new business-generating service.

ExactBid is offering Designated members a free three-county listing in its Real-estate Information Management System, or RIMSCentral, a web-based commercial real estate appraisal ordering and management system.

Using RIMSCentral, MAI, SRA and SRPA members of the Appraisal Institute will become part of an online community that connects lenders, brokers, property inspectors, environmental consultants, government agencies and others with their customers, providing a secure, easy-to-use interface for bidding, awarding and managing documents and workflow.

“We are excited to welcome Appraisal Institute members into the RIMS community,” said Andrew Maisel, ExactBid's vice president of sales and marketing. “These established and respected appraisers will join the more than 12,000 professionals already using RIMSCentral to manage their engagements and grow their businesses.”

According to Maisel, last year more than 20 percent of all commercial real estate lender transactions in the U.S. were ordered through RIMSCentral.

RIMSCentral's appraiser directory and search engine can be accessed at www.rimscentral.com. The directory listing will augment the Appraisal Institute's free, online directory of its members, available at www.appraisalinstitute.org/findappraiser/.

Mark Your Calendar! 2010 Chapter Meeting Dates

The following are the remaining North Texas Chapter 2010 meeting dates. Please note that all meetings are scheduled on the second Tuesday of each month, except the December meeting. All meetings will be held at Prestonwood Country Club, located at 15909 Preston Road in Dallas, except as indicated.

September 14
October 12 (Arlington)

November 9
December 7

Hello FACT Members!

We are in need of your assistance! We are working on a brochure that details what FACT is about. This brochure will be mailed to approximately 6,000 appraisers in Texas!

What we need from you is your permission to use your name, affiliation and company as giving a testimonial for FACT. The best part is we will write the testimonial for you!

We need at least one representative from each of the organizations (AI, ASA, ASFMRA, NAIFA) – it can be yourself or a chapter member.

Thanks for your assistance!

Amy Ables ~ Executive Director
Foundation Appraisers Coalition of Texas
www.supportfact.org

Friedman Publications Available

Jack Friedman, MAI, SRA co-authored an article for the *Appraisal Journal*, "Appraisal Review in a Litigation Support Role," which was published in January 2000. The article was reprinted in the newly released second edition of *Appraising the Appraisal* by Richard C. Sorenson. That book is available from the Appraisal Institute for \$50. Contact Jack for a copy of the article.

The next issue of *Real Estate Issues* will include an article Jack co-authored with Nick Ordway: "Five Levels of Synergy Potential to Create Real Estate Value."

Barron's Educational Series just published the 8th edition of "How to Prepare for Real Estate Exams: Salesperson, Broker, Appraiser" Jack co-authored with Bruce Lindeman (\$16.99) and the 5th edition of "Keys to Investing in Real Estate" co-authored with Jack Harris. These are available on Amazon.com and most bookstores. Input the title or Jack's name as author, and they will appear.

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Off 972-669-4999
Fax 972-669-4998

Appraisal Institute Specialty Book Sale April 15-June 1

Save 20% on 22 specialty books – including recent Appraisal Institute releases! Savings are in full bloom for popular specialty books such as:

- *Shopping Center Appraisal and Analysis*
- *The Appraisal of Nursing Facilities*
- *The Valuation of Office Properties*
- *Subdivision Valuation*
- *Real Estate Damages*

View all books on sale at

http://www.appraisalinstitute.org/publications/SpringSale_2010.aspx.

Dictionary and Scope of Work Audio Book CD Package

In addition to saving big on 22 specialty books, you can save **10%*** on the regular prices of *The Dictionary of Real Estate Appraisal*, fifth edition, and the *Scope of Work Audio Book CD* when you buy this new package. Order at <http://www.appraisalinstitute.org/store/p-209-dictionary-and-scope-of-work-audio-book-cd-package.aspx>.

Buy 6 or more sale books and save 40%!

The Appraisal Institute's quantity discount applies to all sale books as well so you can stock up now and maximize your Spring savings.

Don't let Spring savings pass you by. . .

The Spring Book Sale is fleeting – just like every Spring season. So take advantage of these unbelievable book deals today!

You can place orders online at http://www.appraisalinstitute.org/publications/SpringSale_2010.aspx. You can also order by phone at 800-504-7440.



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<http://twitter.com/ainorthtexas>

2010 North Texas Chapter Education Schedule

Program Details and Online Registration

www.appraisalInstitute.org/education/northtexas.aspx

Dates	Course/Seminar	Continuing Education Hours			Tuition		Location	Instructor(s)	Registration Deadline
		Appraisal Institute	TALCB	MCE	Members	Nonmembers			
May 17-22	Advanced Income Capitalization Course (510)	36/4 exam	QE-40 ACE-36	-0-	\$695	\$745	Holiday Inn Select North Dallas Hotel	Gary DeWeese, MAI Jay Massey, MAI, SRA	May 7
May 21	Hotel Appraising – New Techniques for Today’s Uncertain Times Seminar	7	ACE-7	To be submitted	\$175	\$225	Holiday Inn Select North Dallas Hotel	Stephen Rushmore, MAI	May 11
May 24-25	Real Estate Finance, Statistics, and Valuation Modeling Course	14/1 exam	QE-15 ACE-14	16/0 legal	\$320	\$370	Southfork Hotel Plano	Ted Anglyn, MAI Jay Massey, MAI, SRA	May 14
June 7-8	Residential Site Valuation and Cost Approach Course	14/1 exam	QE-15 ACE-14	15/0 legal	\$320	\$370	Holiday Inn Select North Dallas Hotel	James Jacobs, SRA James Justice, MAI	May 28
June 9-10	Residential Report Writing and Case Studies Course	14/1 exam	QE-15 ACE-14	15/0 legal	\$320	\$370	Holiday Inn Select North Dallas Hotel	James Jacobs, SRA	May 30
May 3-8 & June 7-10	Spring Residential Course Package	70/5 exam	QE-75 ACE-70	75/0 legal	\$1,325	\$1,525	Holiday Inn Select North Dallas Hotel	Mike Atwood, MAI, SRA James Jacobs, SRA James Justice, MAI	April 23
June 14-17	General Appraiser Income Approach, Part 1	27/3 exam	QE-30 ACE-27	-0-	\$470	\$520	Southfork Hotel Plano	Ed Litloff, MAI Jay Massey, MAI, SRA	June 4
June 18-21	General Appraiser Income Approach, Part 2	27/3 exam	QE-30 ACE-27	-0-	\$470	\$520	Southfork Hotel Plano	Jay Massey, MAI, SRA George Naeter, MAI	June 8
Aug. 23-26	General Appraiser Sales Comparison Approach Course	27/3 exam	QE-30 ACE-27/3 exam	-0-	\$470	\$520	Holiday Inn Select North Dallas Hotel	Ed Litloff, MAI Larry Wright, MAI, SRA	Aug. 13
Aug. 27-30	General Appraiser Site Valuation and Cost Approach Course	28/2 exam	QE-30 ACE-28	-0-	\$470	\$520	Holiday Inn Select North Dallas Hotel	Lance Coyle, MAI Ed Litloff, MAI	Aug. 17
Sept. 27-30	Basic Appraisal Principles Course	28/2 exam	QE-30 ACE-28	-0-	\$460	\$510	Holiday Inn Select North Dallas Hotel	George Naeter, MAI	Sept. 17
Oct. 1-4	Basic Appraisal Procedures Course	28/2 exam	QE-30 ACE-28	-0-	\$460	\$510	Holiday Inn Select North Dallas Hotel	James Jacobs, SRA George Naeter, MAI	Sept. 21
Oct. 5-6	15-Hour National USPAP Course	14/1 exam	QE-15 ^A	15/0 legal	\$240	\$240	Holiday Inn Select North Dallas Hotel	Greg Stephens, SRA	Sept. 25
Sept. 27- Oct. 6	Fall 2010 Appraisal Licensure Package	70/5 exam	QE-75 ACE-56 ^A	15/0 legal	\$1,100	\$1,200	Holiday Inn Select North Dallas Hotel	James Jacobs, SRA George Naeter, MAI Greg Stephens, SRA	Sept. 17

Dates	Course/Seminar	Continuing Education Hours			Tuition		Location	Instructor(s)	Registration Deadline
		Appraisal Institute	TALCB	MCE	Members	Nonmembers			
Oct. 13	Valuation by Comparison: Residential Analysis and Logic Seminar	7	ACE: 7	To be submitted	\$175	\$225	Holiday Inn Select North Dallas Hotel	James Jacobs, SRA	Oct. 3
Oct. 14	7-Hour National USPAP Update Course	7	ACE-7	8/0 legal	\$175	\$225	Holiday Inn Select North Dallas Hotel	George Naeter, MAI	Oct. 4
Oct. 15	Introduction to Valuation for Financial Reporting Seminar	7	ACE: 7	To be submitted	\$175	\$225	Holiday Inn Select North Dallas Hotel	David Binner, MAI	Oct. 5
Oct. 18-19	Residential Site Valuation and Cost Approach Course	14/ 1 exam	QE-15 ACE-14	15/0 legal	\$320	\$370	Southfork Hotel Plano	Mike Atwood, MAI, SRA	Oct. 8
Oct. 20-21	Residential Report Writing and Case Studies Course	14/ 1 exam	QE-15 ACE-14	15/0 legal	\$320	\$370	Southfork Hotel Plano	James Jacobs, SRA	Oct. 10
Sept. 20-25 & Oct. 18-21	Fall Residential Course Package	70/ 5 exam	QE-75 ACE-70	75/0 legal	\$1,325	\$1,525	Southfork Hotel Plano	Mike Atwood, MAI, SRA James Jacobs, SRA George Naeter, MAI	Sept. 10
Oct. 22-25	General Appraiser Income Approach, Part 1	27/ 3 exam	QE-30 ACE-27	-0-	\$470	\$520	Holiday Inn Select North Dallas Hotel	Stephen Fanning, MAI George Naeter, MAI	Oct. 12
Oct. 26-29	General Appraiser Income Approach, Part 2	27/ 3 exam	QE-30 ACE-27	-0-	\$470	\$520	Holiday Inn Select North Dallas Hotel	Lance Coyle, MAI Ed Litloff, MAI	Oct. 16
Nov. 1-4	General Appraiser Market Analysis and Highest & Best Use Course	28/ 2 exam	QE-30 ACE-28	-0-	\$470	\$520	Holiday Inn Select North Dallas Hotel	Stephen Fanning, MAI Larry Wright, MAI, SRA	Oct. 22
Nov. 5-8	General Appraiser Report Writing & Case Studies Course	28/ 2 exam	QE-30 ACE-28	-0-	\$545	\$595	Holiday Inn Select North Dallas Hotel	Alan Blankenship, PhD	Oct. 26
Nov. 17	The Discounted Cash Flow Model Seminar	7	ACE-7	To be submitted	\$175	\$225	Holiday Inn Select North Dallas Hotel	TBD	Nov. 7
Nov. 18-19	Real Estate Finance, Statistics, and Valuation Modeling Course	14/ 1 exam	QE-15 ACE-14	16/0 legal	\$320	\$370	Southfork Hotel Plano	Marv Wolverton, PhD, MAI	Nov. 8

^A Appraisers are required to take the 15-Hour (2-day) USPAP course for **qualifying** education credit. Appraisers taking USPAP for **continuing** education credit are **required** to take the 7-Hour (1-day) USPAP Update course **for the USPAP hours portion of their continuing education requirement**. Appraisers CANNOT take the 15-Hour USPAP to meet the 7-hour requirement. Texas appraisers are required to have 28 ce hours every 2 year cycle, and 7 of those hours must be USPAP hours.

Locations:

Holiday Inn Select North Dallas, 2645 LBJ Freeway, Dallas, TX 75234, 972-243-3363. Appraisal Institute guest room block rate - \$79.00+tax (Mon.-Fri.); \$69.00+tax (Sat.-Sun.)
Southfork Hotel, 1600 N. Central Expressway, Plano, TX 75074, 972-578-8555 or 866-665-2680, www.southforkhotel.com. Appraisal Institute guest room block rate - \$69.00 + tax

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