

North Texas Chapter Seminar and Luncheon (in Tyler, TX)

WEDNESDAY, APRIL 14, 2010

Quality Inn Conference Center
2843 W. NW Loop 323, Tyler, TX, 75702, 903-597-1301

Seminar

Essentials: What Every Appraiser Should Know

Schedule 8:00am to 11:30pm; 1:30pm to 5:00pm
Instructor Ted Whitmer, MAI, CCIM
Continuing Education Appraisal Institute / Texas ACE-7 hours
Seminar Description This seminar will enhance the everyday practice of a real estate appraiser. The one-day seminar covers real estate law and practice every appraiser should be familiar with. The seminar was developed because of common errors noted from defending appraisers in Texas Appraiser Licensing & Appraisal Board enforcement cases and consulting with attorneys and appraisers on civil and criminal cases by the author. Topics include The Texas Real Estate Licensing & Certification laws and rules and their pitfalls. Also, Uniform Standards of Professional Appraisal Practice common errors and their corrections are presented. Common sense fixes to the common errors are presented.

Luncheon

A Banker's Perspective on East Texas Real Estate Trends

Schedule 11:30am to 1:30pm
Speakers Kresha Foster, Vice President, Citizens National Bank; Mike Henderson, President, BancorpSouth; Tommy Stewart, Vice President, American State Bank
Continuing Education Appraisal Institute / Texas ACE-2 hours
Program Description Panelists will discuss current trends affecting commercial and residential real estate in the east Texas area.

Fees

	Appraisal Institute Members		Nonmembers	
	By Friday, April 9	Walkins (after April 9)	By Friday, April 9	Walkins (after April 9)
Seminar AND Luncheon	\$175.00	\$200.00	\$225.00	\$250.00
Luncheon Only	\$20.00	\$25.00	\$25.00	\$30.00

Registration

Online Registration (credit card) - Online at www.appraisalinstitute.org/education/northtexas.aspx

Alternate Registration (check) - Complete the attached form and submit it to the Chapter office:
 Email: ainorthtexas@sbcglobal.net; Fax: 972-239-6857; Mail: P. O. Box 801807, Dallas, TX 75380-1807

Registration Form - Wednesday, April 14, 2010

North Texas Chapter Seminar and Luncheon In Tyler, Texas

Essentials: What Every Appraiser Should Know (Seminar)

A Bankers' Perspective on East Texas Real Estate Trends (Luncheon)

Registration Deadline – Friday, April 9

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 _____

Select (check) program option below:

Select Program Below		Appraisal Institute Members		Nonmembers	
		By Friday, April 9	Walkins (after April 9)	By Friday, April 9	Walkins (after April 9)
	Seminar AND Luncheon	\$175.00	\$200.00	\$225.00	\$250.00
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CANCELLATIONS/NO SHOWS – No Refund

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.

Special Tuition for Chapter Members for 7-Hour National USPAP Update Courses

The North Texas Chapter is offering the *7-Hour National USPAP Update* course on Friday, April 9. As a benefit to North Texas Chapter members only, the course is being offered at a significantly discounted rate of \$75. The tuition represents the cost of course materials only, and does not include the other expenses associated with sponsoring the course.

Please register for the course no later than Friday, April 8 (<http://www.appraisalinstitute.org/education/northtexas.aspx>) to avoid a \$25 late fee. Contact the Chapter Office (ainorthtexas@sbcglobal.net or 972-233-2244) with questions.

Education Scholarships Awarded

The North Texas Chapter Scholarship Committee received numerous applications for 2010 education scholarships. After thorough review of the applications, scholarships were awarded to the following North Texas Chapter Associate Members. Congratulations to all awardees as you pursue designation!

Mary Ann Barnett
Shawne Fox
Grant Gummelt
David Hand
Corwin Haney
Mary-Clare Hill
Francis Kafor
William Knight

Nicole Knopick
Carrie Lake
Victor McConnell
Ryan McCreight
Taylor Smith
Roger Unger
Greg Zachary

Mark Your Calendar! 2010 Chapter Meeting Dates

The following are 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.

April 14 (Tyler)
May 11
September 14

October 12 (Arlington)
November 9
December 7

Online Education

Learn at your own pace anytime, anywhere.

Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want.

[Check out the current course listing now!](#)

New AI Member Benefit: Communities of Practice

The Appraisal Institute has unveiled two Communities of Practice, a new online member benefit now available to all Appraisal Institute members. The Technology Community and Sustainable Buildings Community are open with additional Communities coming soon, according to Senior Marketing Manager Yoon Hernandez.

AI Communities serve as a convenient online meeting place for AI members with shared interests. While in Communities, members can exchange news and share information with colleagues, check the 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 participate, log in to "My Appraisal Institute" at www.appraisalinstitute.org/MyAppraisalInstitute and click the "My Communities" link on the left sidebar. 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.

Questions about Communities can be directed to communities@appraisalinstitute.org.

Chapter Members' Generosity Helps Needy

The Chapter conducted a food drive in December to benefit the North Texas Food Bank. With so many people in need, the North Texas Chapter Members generously gave food and money.

The Chapter's goal was to collect 630 pounds of food. A total of 1,637 pounds of food was collected, and \$381 in monetary contributions was received. Thank you to all members who participated in the food drive. Your generosity helped so many families.

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 (ainorthtexas@sbcglobal.net or 972-233-2244) with any questions.

Paperless Sweepstakes Winners Receive Free 2010 AI Dues

Three Appraisal Institute members have received free 2010 AI national dues for opting out of paper dues statements and choosing to pay their dues online.

The winners were Gerard O'Connor, SRA, Long Island Chapter; Alan K. Wood, North Texas Chapter; and Jane M. Diven, Washington, D.C., Metropolitan Area Chapter.

Members can receive paperless dues statements by logging in to "My Appraisal Institute" (www.appraisalinstitute.org/myappraisalinstitute) and clicking the green "Go Paperless: Pay Dues Online!" button.

NEW! "Scope of Work" Audio Book for Appraisers on the Go

The Appraisal Institute has just released its first-ever audio book, "Scope of Work." In the audio book, Appraisal Institute Senior Manager of Ethics and Standards Counseling, Stephanie Coleman, MAI, SRA, discusses how appraisers can tailor their work to meet the requirements of USPAP and address the specific circumstances and needs of their clients. The audio book reflects 2010 USPAP updates. Appraisers can get the information they need in their car, at the gym and on the job!

The audio book is available for download for \$20 for non-members, \$15 for members; or on a CD for \$35 for non-members, \$30 for members. For more information and to order, visit www.appraisalinstitute.org/ScopeofWork.

Call for Papers Awards

The *Call for Papers* program was initiated in 2007 by the North Texas Chapter to promote the Appraisal Institute and its designations, and highlight the real estate expertise of the Chapter membership.

Seven entries were received in the Call for Papers competition. Winners were announced at the February Chapter meeting. Thank you to all members who participated in the program.

The 2009 first place \$3,000 winner was Jim Goodrich, MAI, SRA, who authored the paper, *Can I Use Comparables Which Have Sold After Being Foreclosed on as Evidence in a Property Tax Appeal?* The 2009 runner ups were Jim Goodrich, MAI, SRA, who authored the paper, *Evaluating Stigma in Single Family Houses*, and Max Sanders, MAI, who authored the paper, *Using REIT Dividend Yields as a Leading Indicator for Cap Rates*.

Appraisal Institute's Newest Book Provides Direction for Residential Appraisers

A book recently published by the Appraisal Institute provides up-to-date, relevant instructions for completing residential real estate appraisal forms and offers in-depth instructions on providing valuations in the current market.

"Using Residential Appraisal Report Forms: URAR, Form 2055, and the Market Conditions Form, Second Edition" provides residential appraisers with line-by-line instructions for completing Fannie Mae and Freddie Mac's Uniform Residential Appraisal Report and Exterior-Only Inspection Residential Appraisal Report. This second edition also has been updated to address the new Market Conditions Addendum to the Appraisal Report, which is now required by Fannie Mae and Freddie Mac for all mortgage origination appraisals.

Author Mark R. Rattermann, MAI, SRA, examines current economic conditions and introduces innovative techniques that can be used to measure value change in any market using available data. A 30-year practitioner and instructor, Rattermann offers dozens of real-world examples – all based on actual situations that practitioners in the field are likely to encounter. These examples focus on strategies for achieving best practice and overcoming common mistakes made in the field, providing appraisers with the tools they need to perform residential appraisal assignments with confidence and competence.

The 180-page, illustrated softcover book (ISBN: 978-1-935328-06-3) costs \$50 (\$40 for Appraisal Institute members) plus shipping and handling. To order, go to: www.appraisalinstitute.org/URAR.

Marketplace

POSITIONS AVAILABLE

Collateral Appraiser 2 - Bank Review Appraiser

Responsible for the most complex evaluations, appraisals and appraisal reviews and consultations to loan officers. Candidate must be self motivated and disciplined with the ability to work autonomously without supervision. Orders/manages/reviews commercial real estate appraisal reports, ensuring that reports are in compliance with federal regulatory and bank policy guidelines. Position may also require writing of internal appraisals. Candidate must have a working knowledge of real estate markets and property developments and excellent written and verbal communication skills.

Basic qualifications - 4+ year's collateral appraisal experience required. Minimum qualifications - Strong technical and analytical skills including establishing market values and property rating. Excellent verbal, written and interpersonal communications skills; self-motivated with a high level of initiative and accountability. Ability to meet deadlines. Exceptional customer service orientation. Proficient in MS Office, Word, Outlook and Excel and Argus. Position requires a 4-year college degree. Minimum 4 years of commercial appraisal experience including work as a fee appraiser. Individual must possess the highest level of state certification available in their domiciled state and must be well versed with USPAP and FIRREA requirements. Position may be based in Dallas or Houston. *To apply for this position, please go to Wellsfargo.com, choose Careers at the bottom and under Job Links select Search for Jobs in the US, Input Requisition #3344219.*

Collateral Appraiser 3 - Bank Review Appraiser

Responsible for the most complex appraisals, appraisal reviews, and consultations to loan officers. Candidate must be self motivated and disciplined with the ability to work autonomously without supervision. Orders/manages/reviews commercial real estate appraisal reports, ensuring that reports are in compliance with federal regulatory and bank policy. Position may also require writing of internal appraisals. Candidate must have a working knowledge of real estate markets and property developments. May oversee less experienced appraisers.

Basic qualifications - 6+ year's collateral appraisal experience. Minimum qualifications - Strong technical and analytical skills including establishing market values and property rating. Excellent verbal, written and interpersonal communications skills; self-motivated with a high level of initiative and accountability. Ability to meet deadlines. Exceptional customer service orientation. Proficient in MS Office, Word, Outlook and Excel and Argus. Position requires a 4-year college degree and MAI designation is preferred; advanced MAI candidates will be considered. Minimum 6 years of commercial appraisal experience including work as a fee appraiser. Individual must possess the highest level of state certification available in their domiciled state and must be well versed with USPAP and FIRREA requirements. Position may be based in Dallas or Houston. Telecommuting may be an option. *To apply for*

this position, please go to Wellsfargo.com, choose Careers at the bottom and under Job Links select Search for Jobs in the US, Input Requisition #3344220.

Review Appraisers

Be part of the housing solution with an excellent opportunity to gain experience in high demand skills with an established financial services firm. Our client in Dallas, TX is seeking Appraisers to work on a project, on-site that has the potential to last a year or more. The position offers hands-on training, competitive hourly rates, holiday pay, vacation and 401K (subject to minimum time requirements). Conversion to full-time may be possible for some positions. We offer a monthly performance bonus and subsistence assistance (in lieu of relocation and living expense reimbursement).

Job Duties include:

- Conduct retrospective valuation reviews of appraisal reports used by seller/servicers to support lending decisions and determine if they meet guidelines, the USPAP and other professional appraisal standards.
- Perform desk review of appraisals.
- Conduct research and analysis on Fannie Mae collateral utilizing expertise, internal/external property valuation tools and resources.
- Determine appropriate actions to take in accordance with department and company policies
 - Document conclusions in the Quality Assurance System (QAS) with an accurate assessment of the valuation review.
- If warranted, compose a letter used to communicate inadequacies to the lender that were identified through the review process.
- Manage and prioritize caseload of pending and active appraisal reviews.
- Maintain review productivity in line with the department's benchmarks.
- Respond to valuation questions and disseminate Fannie Mae valuation guidelines and requirements with internal/external customers.

Qualifications are:

- 10+ years experience with appraisal review or valuation of single family, 2-4 family, condominium, cooperative, land trusts, leasehold and factory-built properties.
- Demonstrated ability to calculate loan-to-value ratios, utilize market extraction, and derive gross rent multipliers is required; preferred to have experience of developing cap rates and discounted cash flow analysis.
- Excellent analytical and communication skills, including written, and familiarity with Microsoft Office Suite (i.e. Word, Excel).
- Strong organizational skills, attention to detail, ability to work under time constraints, good interpersonal skills, and high degree of initiative.

Contact Adam Rosner, Financial Recruiter, Justin Bradley, 1725 I Street, NW #300; Washington, DC 20006; P: 703-752-3767; F: 202-457-8500; www.justinbradley.com.

Certified Real Estate Appraisers

Ratliff Associates, DFW recruiters of Accounting and IT professionals, is immediately seeking 50+ Appraisers as part of a subcontract for Fannie Mae. Appraisers assigned to these two year or longer engagements will perform valuation reviews of appraisal reports for single family dwellings, especially those pending resale. The engagement may also include review of 2 to 4 family, condominium, cooperative, land trusts, leasehold and factory-built properties. The Appraisers will initially perform valuations of residential properties for resale. These properties may be in disrepair and therefore require real market valuation adjustments to account for plumbing, wiring, etc. issues. Appraisers will subsequently review appraisal reports used by seller/services submitting lending decisions to Fannie Mae to determine if they meet Fannie Mae guidelines and USPAP standards. Estimated DURATION is two to four years. The work will be conducted on site at Fannie Mae North Dallas location five days a week, 40 hours per week.

Responsibilities – (a) perform retrospective valuation reviews of appraisal reports used by seller/servicers to determine if they meet Fannie Mae and Uniform Standards of Professional Appraisal Practice; (b) conduct research and analysis on Fannie Mae collateral; (c) document conclusions and accurate assessments of the valuation reviews in the Quality Assurance System (QAS); (d) conduct necessary correspondence with lenders; (e) manage and prioritize caseload of pending and active appraisal reviews; (f) maintain current knowledge of Fannie Mae guidelines and respond to internal/external valuation questions

Requirements – (a) minimum SEVEN years recent Appraisal experience REQUIRED. Regretfully this is not negotiable; (b) certification required but a "recent" lapse in certification will be acceptable; (c) demonstrated ability to calculate loan-to-value ratios, utilize market extractions and derive gross rent multipliers is needed; experience developing cap rates and discounted cash flow analysis a plus but not required; (d) working knowledge of Fannie Mae valuation guidelines, USPAP, AVM/APS and other valuation tools, as well as general knowledge of the Selling and Servicing guides, Desktop Underwriter, Excel; (e) excellent written and verbal communication skills to communicate findings and recommendations; (f) professional appearance and demeanor a must

Compensation – Targeted hourly rate is minimum \$40hr and up. Negotiable based upon experience and past earnings history. An appraiser TEST will be given to all candidates selected for consideration.

Candidates must able to commute to North Dallas on a daily basis and be Permanent Residents or US Citizens as no sponsorship or relocation will be provided. *Qualified candidates please submit your resume to connie@ratliffassociates.com. Inquiries welcome at 214.570.8483.*

Review Appraiser

Mortgage Alternatives is a professional recruiting firm specializing in the mortgage industry in Dallas and Houston. We are currently assisting a client in Dallas with a number of openings for Review Appraisers. These openings are for a six to nine month project beginning; *openings are immediate. The salary is flexible, depending on experience.* For further information, please email your resume to jshugart@proalt.com or jgierspeck@proalt.com.

Review Appraiser is responsible for conducting retrospective valuation reviews of appraisal reports used by seller/servicers to support lending decisions and determine if they meet Fannie Mae guidelines, the Uniform Standards of Professional Appraisal Practice (USPAP) and other professional appraisal standards.

- Perform desk review of appraisals
- Conduct research and analysis on Fannie Mae collateral utilizing expertise, internal/external property valuation tools and resources
- Determine appropriate actions to take in accordance with department and company policies
- Document conclusions in the Quality Assurance System (QAS) with an accurate assessment of the valuation review
- If warranted, compose a letter used to communicate inadequacies to the lender that were identified through the review process
- Manage and prioritize caseload of pending and active appraisal reviews
- Maintain review productivity in line with the department's benchmarks
- Respond to valuation questions and disseminate Fannie Mae valuation guidelines and requirements with internal/external customers
- Maintain thorough and up-to-date knowledge of all Fannie Mae guidelines, products and systems, as well as USPAP, that are pertinent to the loan review process
- Support company housing goals and other corporate goals

Required Experience:

- Minimum of seven to ten years experience with appraisal review or valuation of single family, 2-4 family, condominium, cooperative, land trusts, leasehold and factory-built properties.
- Demonstrated ability to calculate loan-to-value ratios, utilize market extraction, and derive gross rent multipliers is required; preferred to have experience of developing cap rates and discounted cash flow analysis.
- Must be able to support department objectives with minimal supervision. Must be responsible for work that requires advance level of skills and knowledge in a field of specialization.
- Demonstrated organizational, analytical and research skills as well as the ability to conceptualize issues and develop complex processes, procedures or solutions.

- Ability to work with others in an integrated way to achieve individual objectives as well as organizational results.
- Excellent analytical and communication skills, including written, and familiarity with Microsoft Office Suite (i.e. Word, Excel).
- Strong organizational skills, attention to detail, ability to work under time constraints, good interpersonal skills, and high degree of initiative.
- Working knowledge of Fannie Mae valuation guidelines, USPAP, AVM/APS and other valuation tools, as well as a general knowledge of the Selling and Servicing guides, Desktop Underwriter, Fannie Mae's products and the underwriting process.

Commercial Appraisal Production Manager/ Word Processor

Commercial appraisal production manager/word processor position at a large established Real Estate Appraisal Company with diversified residential and commercial production.

- Current office manager retired after 17 years of service. Very low employee turnover office.
- Computer skills and proofreading skill are a job skill requirement.
- Desirable applicant would be proficient in Word, Excel, and other basic office software programs.
- Excellent company benefits in a healthy work environment.
- Work stress free in a building that is corporate owned.

Contact Jimmy Jackson, MAI, Jackson Claborn, Inc., jimmyj@jacksonclaborn.com or 972-732-0051 x-224.

APPRAISER AVAILABLE

Experienced MAI (recently relocated to DFW) with national market experience is seeking a review appraiser or appraisal management position. Recent experience includes appraisal review of CRE across the U.S., managing a group of loan analysts responsible for a \$14B commercial loan portfolio, CMBS portfolio analysis, risk analysis, company acquisitions, work with special servicing and asset management groups, and market analysis. Please contact Larry Papkin, MAI, CCIM at (319) 432-1489 or LarryPapkin@hotmail.com for further information.

Announcements

The Appraisal Institute rolled out a new member benefit on its Web site: access to regularly updated media coverage about the appraisal profession. Located in the "My Appraisal Institute" section, members can now see news stories from media outlets across the country – newspapers, magazines, radio stations and television stations – affecting the Appraisal Institute. Additionally, the new section, called AI in the News, features access to press releases the Appraisal Institute has sent out.

Visit www.appraisalinstitute.org/membership/Login.aspx to see the new format. Only members will see the news updates.

RE: Downsizing?

For lease: one-person, private, window office; furnished; within small suite of offices occupied by commercial real estate company. High-capacity black and white and color laserjet printers, high-capacity copier. High speed internet; wireless (we'll set up your computer); subtenant required to drop personal business phone lines. Steelcase file storage cabinets. Postage machine - monthly individual postage charge based upon usage. Kitchenette w/sink, microwave, and refrigerator; daily coffee provided. Building access card, key to suite provided. Occupants: Commercial RE appraiser/consultant/broker and researcher; Commercial RE broker. Location: northeast Dallas within IH-635 Loop, immediately east of US-75 Central, near Presbyterian Hospital. Excellent east/west, north/south transportation routes. Very well-maintained and managed, 14-story, suburban office building; 8th floor suite. Open parking in structured garage, abundance of surface parking; 24-hour on-site security. Originally, Paragon Building. \$750/month, "turn-key" except for phone lines. Inquiries: call or email to address below.

Jay M. Massey, CRE, CCIM, MAI

The Jay Massey Company

7557 Rambler Road, Suite 868, Dallas, Texas 75231

Office (214) 368- 5400, ext 1; Fax (214) 368-3900

jaymassey@jaymasseyco.com



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<http://twitter.com/ainorthtexas>

North Texas Chapter Leadership

2010 Officers

President.....James Underhill, MAI
Vice President.....James Justice, MAI
Secretary.....Allen Gardiner, SRA
Treasurer.....Greg Stephens, SRA

2010 Committee Chairs

Associate MemberGreg Zachary
Education.....Andrew Essington, MAI
FinanceGreg Stephens, SRA
Government Relations.....Greg Stephens, SRA
Bill Morris, MAI
NewsletterJohn Scarborough, SRA
Nominating.....James Jacobs, SRA
ProgramsAllen Gardiner, SRA
James Justice, MAI
Public Relations.....Peter Malin, MAI
ResidentialJames Jacobs, SRA
Web SiteRichard Baker, MAI

Chapter Office

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

**Visit the Chapter's web site at
www.appraisalinstitute.org
for information about upcoming
meetings and education programs,
the Chapter's membership directory
and newsletters, online discussions,
employment forum, resources, and
information about the valuation process.**

2010 Calendar of Events

APRIL

- 8 *Business Practices and Ethics* – Holiday Inn Select North Dallas, Dallas
9 *7-Hour National USPAP Update* – Holiday Inn Select North Dallas, Dallas
9-10 *Region VIII Meeting* – Embassy Suites Hotel, Austin
12 *Quality Assurance in Residential Appraisals* seminar – Holiday Inn Select North Dallas, Dallas
14 *Chapter Meeting* – Quality Inn Conference Center, Tyler
18-19 *National Board of Directors Meeting*, Naples, FL
19-22 *General Appraiser Market Analysis and Highest & Best Use* – Southfork Hotel, Plano
23-26 *General Appraiser Report Writing & Case Studies* – Southfork Hotel, Plano

MAY

- 3-4 *Residential Market Analysis and Highest & Best Use* – Holiday Inn Select North Dallas, Dallas
5-8 *Residential Sales Comparison & Income Approaches* – Holiday Inn Select North Dallas, Dallas
5-7 *Leadership Development & Advisory Council (LDAC)*, Washington, DC
11 *Board of Directors and Chapter Meetings* – Prestonwood Country Club
17-22 *Advanced Income Capitalization* – Holiday Inn Select North Dallas, Dallas
21 *Hotel Appraising – New Techniques for Today's Uncertain Times Seminar* – Holiday Inn Select North Dallas, Dallas
24-25 *Real Estate Finance, Statistics and Valuation Modeling* – Southfork Hotel, Plano

JUNE

- 7-8 *Residential Site Valuation and Cost Approach* – Holiday Inn Select North Dallas, Dallas
9-10 *Residential Report Writing and Case Studies* – Holiday Inn Select North Dallas, Dallas
14-17 *General Appraiser Income Approach, Part 1* – Southfork Hotel, Plano
18-21 *General Appraiser Income Approach, Part 2* – Southfork Hotel, Plano
19-22 *Basic Appraisal Procedures* – Holiday Inn Select North Dallas, Dallas

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			
January 15	7-Hour National USPAP Update Course	7	ACE-7	8/0 legal	\$65 ^B / \$165	\$215	LandSafe Appraisal Plano	Greg Stephens, SRA	Jan. 5
Feb. 1-6	Advanced Applications Course (550)	36/4 exam	QE-40 ACE-36	-0-	\$685	\$735	Holiday Inn Select North Dallas Hotel	Tom Kirby, MAI, SRA Larry Wright, MAI, SRA	Jan. 22
Feb. 22-25	General Appraiser Sales Comparison Approach Course	27/3 exam	QE-30 ACE-27/3 exam	-0-	\$460	\$510	Southfork Hotel Plano	Tom Kirby, MAI, SRA	Feb. 12
Feb. 26- March 1	General Appraiser Site Valuation and Cost Approach Course	28/2 exam	QE-30 ACE-28	-0-	\$460	\$510	Southfork Hotel Plano	Stephen Fanning, MAI Robert Moorman, MAI	Feb. 16
March 8	Commercial Appraisal Engagement and Review Seminar for Bankers and Appraisers	7	ACE-7	To be submitted	\$175	\$225	University of Phoenix Bldg./Dallas Campus	Joe Magdziarz, MAI, SRA	Feb. 26
March 15-18	Basic Appraisal Principles Course	28/2 exam	QE-30 ACE-28	-0-	\$460	\$510	Holiday Inn Select North Dallas Hotel	James Jacobs, SRA George Naeter, MAI	March 5
March 19-22	Basic Appraisal Procedures Course	28/2 exam	QE-30 ACE-28	-0-	\$460	\$510	Holiday Inn Select North Dallas Hotel	James Jacobs, SRA Patrick Murfee, MAI	March 9
March 23-24	15-Hour National USPAP Course	14/1 exam	QE-15 ^A	15/0 legal	\$240	\$240	Holiday Inn Select North Dallas Hotel	George Naeter, MAI	March 13
March 15-24	Spring 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 Patrick Murfee, MAI George Naeter, MAI	March 5
April 8	Business Practices and Ethics Course	7	ACE-5	8/0 legal	\$175	\$225	Holiday Inn Select North Dallas Hotel	James Jacobs, SRA	March 29
April 9	7-Hour National USPAP Update Course	7	ACE-7	8/0 legal	\$75 ^C / \$175	\$225	Holiday Inn Select North Dallas Hotel	James Jacobs, SRA	March 30
April 12	Quality Assurance in Residential Appraisals Seminar	7	ACE-7	8/0 legal	\$175	\$225	Holiday Inn Select North Dallas Hotel	Michael Brubaker, SRA	April 2
April 19-22	General Appraiser Market Analysis and Highest & Best Use Course	28/2 exam	QE-30 ACE-28	-0-	\$470	\$520	Southfork Hotel Plano	Steve Fanning, MAI Jay Massey, MAI, SRA	April 9
April 23-26	General Appraiser Report Writing & Case Studies Course	28/2 exam	QE-30 ACE-28	-0-	\$545	\$595	Southfork Hotel Plano	Dan Swango, PhD, MAI, SRA	April 13

Dates	Course/Seminar	Continuing Education Hours			Tuition		Location	Instructor(s)	Registration Deadline
		Appraisal Institute	TALCB	MCE	Members	Nonmembers			
May 3-4	Residential Market Analysis and Highest & Best Use Course	14/1 exam	QE-15 ACE-14	15/0 legal	\$320	\$370	Holiday Inn Select North Dallas Hotel	Mike Atwood, MAI, SRA	April 23
May 5-8	Residential Sales Comparison & Income Approaches Course	28/2 exam	QE-30 ACE-28	30/0 legal	\$445	\$495	Holiday Inn Select North Dallas Hotel	James Jacobs, SRA	April 25
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 Litolff, 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 Litolff, 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 Litolff, MAI	Aug. 17
Sept. 20-21	Residential Market Analysis and Highest & Best Use Course	14/1 exam	QE-15 ACE-14	15/0 legal	\$320	\$370	Southfork Hotel Plano	James Jacobs, SRA	Sept. 10
Sept. 22-25	Residential Sales Comparison & Income Approaches Course	28/2 exam	QE-30 ACE-28	30/0 legal	\$445	\$495	Southfork Hotel Plano	Mike Atwood, MAI, SRA George Naeter, MAI	Sept. 12
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.

^B Offered at \$65 course materials charge only to North Texas Chapter members. The tuition for all other Appraisal Institute members is \$165.

^C Offered at \$75 course materials charge only to North Texas Chapter members. The tuition for all other Appraisal Institute members is \$175.

Locations:

- Holiday Inn Select North Dallas, 2645 LBJ Freeway, Dallas, TX 75234, 972-243-3363. Guest room block reserved under "Appraisal Institute." Room block rate - \$79.00+tax (Mon.-Fri.); \$69.00+tax (Sat.-Sun.)
- LandSafe Appraisal, 7105 Corporate Drive, Plano, TX 75024
- Southfork Hotel, 1600 N. Central Expressway, Plano, TX 75074, 972-578-8555 or 866-665-2680, www.southforkhotel.com. Guest room block reserved under "Appraisal Institute." Room block rate - \$69.00 + tax single/double occupancy.

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