

North Texas Chapter to Offer New Course: Residential and Commercial Valuation of Solar September 12-13, 2013

As the US continues to search for energy alternatives, properties improved with solar PV (photovoltaic) are becoming more common, creating demand for appraisers trained in properly valuing solar PV. Encountering a solar photovoltaic (PV) system could present a valuation problem that you may not be prepared to solve. As an appraiser appraising green properties, it is inevitable that you will encounter solar PV. Even for those who don't specialize in green properties, the likelihood that you will encounter solar PV in your practice is increasing. This hands-on course introduces you to solar terminology, and through real-life examples and case studies, on both residential and commercial properties, shows you how to solve solar-related valuation problems. This course will focus on solar PV most commonly encountered in commercial and residential appraisal/consulting assignments. It will not focus on utility-scale solar (solar farms), solar thermal, or other forms of on-site renewable energy generation.

Upon completion of the course, participants should be able to:

- Comprehend the solar PV language.
- Identify and understand the documents and data necessary to value PV solar systems.
- Describe, understand, and analyze solar PV components and their relevance to market valuation.
- Develop a credible value opinion using tools, worksheets, and resources provided in the course.
- Recognize potential valuation problems, including USPAP and lender underwriter concerns.

The course is approved for the following continuing education credits:

- Appraisal Institute - 14 hours + 1 exam hour
- AI Advanced Continuing Education (ACE) requirement - completing this course satisfies the Appraisal Institute's ACE requirement for ALL Designated Members, Candidates and Practicing Affiliates.
- The course is also approved for 1.25 hours of Appraisal Institute CE credit for every hour taken.

- TALCB (Texas Appraiser Licensing and Certification Board) - to be submitted

Information about the course location, schedule and other details, as well as online registration can be accessed at www.appraisalinstitute.org/education/northtexas.aspx.

Congratulations Newly Designated Members!

Tim Bentley, SRA
Julie Grisham, MAI
Timothy Mayfield, MAI
Ronald Owens, Jr., MAI
Lane Smutz, MAI

Welcome New Candidates for Designation!

Jason Secrest
Alexander Yakulis

Welcome New Practicing Affiliates!

Lauren Davis
James Faulkner
Kathleen Gallagher
Levi Hermes
Rafael Hernandez
Chris Knight
Michael Mattair
Brian Tomich

Welcome New Affiliates!

Andrew Patterson

2013 North Texas Chapter Fall Education Schedule

A complete schedule of 2013 courses and seminars is included in this newsletter. Detailed information is at www.appraisalinstitute.org/education/northtexas.aspx.

The following programs will be held during the second half of 2013:

- *Residential and Commercial Valuation of Solar* (September 12-13)
- *General Appraiser Market Analysis and Highest & Best Use* (September 19-22)
- *7-Hour National USPAP Update* (September 27)
- *Advanced Concepts & Case Studies* (October 1-6)
- *General Appraiser Report Writing & Case Studies* (October 17-20)
- *Basic Appraisal Principles* (October 28-31)
- *Basic Appraisal Procedures* (November 2-5)
- *15-Hour National USPAP* (November 6-7)

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

Chapter Education Scholarships Awarded

The North Texas Chapter is committed to supporting Candidates in their efforts to earn the MAI and SRA designations. The Education Scholarship Program is one way the Chapter is helping.

The Scholarship Committee is proud to announce the recipients of 2013 scholarships:

Cynthia Britain
Shawne Fox Dore
Ryan McCreight

The Scholarship Committee and Board of Directors expanded the 2013 Education Scholarship Awards Criteria to include MAI and SRA designation track classroom and online courses that are sponsored by the North Texas Chapter and the National office.

Contact Ruth Kelton (ainorthtexas@sbcglobal.net) for an application.

Congratulations to 2014 Chapter Leaders!

The Chapter membership elected the following individuals at the May 14 Chapter meeting to serve in leadership positions in 2014. Congratulations to these AI professionals for their willingness to serve in the respective positions!

President.....Jeff Briggs, MAI
Vice President.....Bill Morris, MAI
Secretary.....Arleen Cassidy, MAI
Treasurer.....Jim Rohrig, MAI
Directors.....Deverick Jordan, MAI
Mark Lowery, MAI
Glenda Lenart-Michaels, MAI
John Scarborough, SRA
Regional Representatives.....Julius Blatt, MAI
Jack Poe, MAI
Cheryl Rowland, SRPA, SRA
Alternate Regional Representatives.....Blair Abney, MAI
Mark Bond, MAI, SRA
Arleen Cassidy, MAI
Ann Kostishak, MAI
Mac MacRae, MAI
Gene Rhodes, MAI
Chris Roach, MAI
FACT Representative.....Joe Milkes, MAI
FACT Alternate.....Mike Atwood, MAI, SRA

Mark Your Calendar! 2013 Chapter Meeting Dates

September 10
October 8 (Arlington)
November 12
December 3 (Holiday Party/Installation Banquet)

Not Affiliated With the Appraisal Institute?

Join today at <http://www.appraisalinstitute.org/join>
and start enjoying numerous benefits.

Candidate Column

DISCUSSION FORUM

A discussion forum has been created for Candidates on the Chapter's website, and can be accessed at <http://ainorthtexas.org/discussions/>. Use the "Candidates for Designation Discussions" to share your experiences with other Candidates. The Chapter is continually seeking methods to support Candidates. We welcome feedback to improve the discussion forum or any other service the Chapter provides to Candidates.

ADVANCED CONCEPTS & CASE STUDIES COURSE

The Chapter is sponsoring the *Advanced Concepts & Case Studies* course October 1-6 in Dallas. Detailed course information along with online registration is available at www.appraisalinstitute.org/education/northtexas.aspx.

COMPREHENSIVE EXAM AND CERTIFIED GENERAL EXAM PREP COURSES

Gary DeWeese, MAI, an instructor of advanced appraisal courses for more than 17 years, is offering a series of live, online webinars to help individuals preparing for the exams.

- Income Capitalization Approach: Friday and Saturday, August 9-10, 2013
- Sales Comparison Approach - Friday, August 16, 2013
- Cost Approach and Highest and Best Use - Saturday, August 17, 2013

For more information and to register, go to www.garydeweese.com. If you have questions, contact Gary at garydeweese@comcast.net or 925-216-8751.

2014 CAPSTONE PROGRAM LOCATIONS

The *General Demonstration Report-Capstone Program* will be held in Oklahoma City, OK November 17-23, 2014. This is an excellent opportunity for you to complete the demonstration of knowledge requirement for the MAI designation. Although there are many options available to you to complete the requirement, this program was designed to offer an option that accelerates the completion of the report.

Due to the fact that the Capstone Program is very popular and the classes fill up extremely quickly, you are strongly advised to register as soon as possible!

Please note that BEFORE general Candidates can register for the Capstone Program, the following prerequisites must have been completed:

- The *Advanced Market Analysis and Highest & Best Use* course or AI approved equivalent.
- The *General Demonstration Report Workshop* OR the *General Demonstration Appraisal Report Writing Seminar*.

If you would like to take the Capstone Program earlier, there are several other offerings scheduled in 2014:

- February 17-23 - Albuquerque, NM
- February 17-23 - Orlando, FL
- April 28-May 4 - Charlotte, NC
- April 28-May 4 - San Diego, CA
- July 14-20 - Newark, NJ
- July 14-20 - Portland, OR
- September 15-21 - Chicago, IL
- November 17-23 - Louisville, KY

Feel free to contact the Education Department (education@appraisalinstitute.org) with any questions.

Annual Meeting to be Held in Indianapolis, IN

The 2013 Appraisal Institute Annual Meeting will be held July 23-25 in Indianapolis, IN. This will be a first-class event that will join valuation and real estate professionals from across the country and around the world. Join fellow professionals for education, exhibits, networking, awards and fun.

Details about the meeting schedule, education sessions, fees, registration information, sponsors and exhibitors, hotel and travel information and social opportunities for individuals or families in Indianapolis can be reviewed at <http://www.appraisalinstitute.org/aiconnect/>.

In Memoriam

The North Texas Chapter acknowledges with sincere regret the passing of the following individuals:

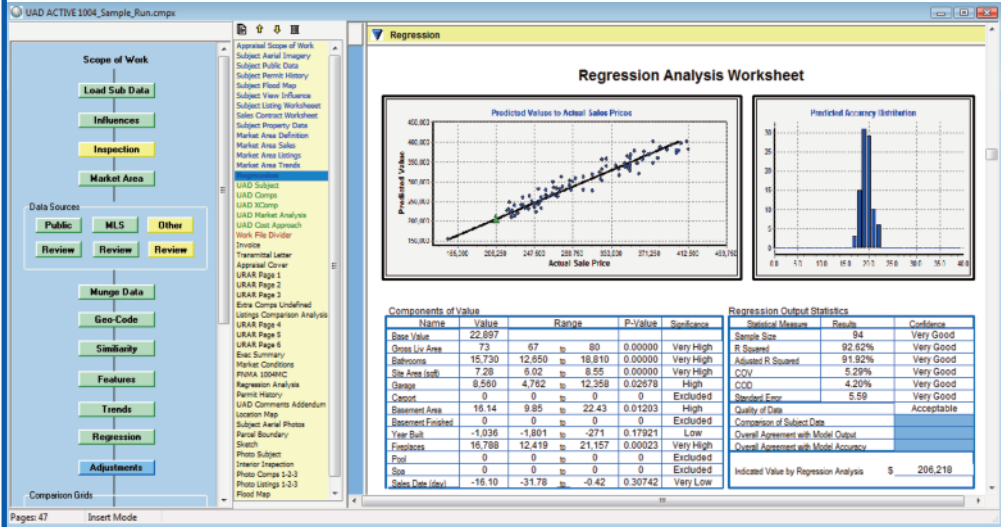
MaryLou Ellis
the mother of Emma Rhodes, MAI

Carl Lane, SRA

Jan Whatley, MAI

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Thank You Chapter Instructors

The North Texas Chapter is very fortunate to have many Appraisal Institute instructors in the Chapter. The instructors, listed below, have dedicated countless hours of personal time toward the extensive training required to become qualified. Once qualified, they spend a considerable amount of time preparing for each class they teach. The commitment each of them has made toward the betterment of the appraisal profession is very much appreciated!

Michael Atwood, MAI, SRA
Lance Coyle, MAI, SRA
Steve Fanning, MAI
Marc Farmer, MAI
James Jacobs, SRA
James Justice, MAI
Ed Litoff, Jr., MAI
Jay Massey, MAI, SRA
George Naeter, MAI
Greg Stephens, SRA

Members in the News

Greg Stephens, SRA

The 2013 Valuation Visionary Award was presented to Greg Stephens, SRA, SVP of Appraisal Operations and Compliance with Metro-West Appraisal Co., LLC. The award was presented at Valuation Expo, which was held June 18-20 in Las Vegas.

The purpose of the Valuation Visionary Award is to recognize the person who has demonstrated outstanding leadership, innovation and professionalism in the valuation industry in the past year. Now in its third year, the recipient is chosen by the members of the Collateral Risk Network.

Greg has been instrumental in writing a white paper on the topic of mentoring and training the next generation. Joan Trice had this to say about Greg upon hearing the results of the vote. "Greg doesn't just write a theoretical white paper - he has an action plan to go along with it. He has done more to engage trainees than anyone else in the US. And for his commitment to the profession he has earned the respect from his peers. I think Greg was an obvious choice."

Jack P. Friedman, Ph.D., CRE, FRICS, MAI, ASA, CPA

co-authored an article titled, *Advertising and Promotion of Expert Services*, that was published in the Volume 38, Number 1, 2013 issue of Real Estate Issues, which is published by The Counselors of Real Estate.

Jack also generously donated, Dictionary of Real Estate Terms, Eighth Edition, to the Chapter. He co-authored the book with Jack C. Harris, Ph.D. and J. Bruce Lindeman, Ph.D. Feel free to contact the Chapter if you would like to check out the book.

Did You Know?

Mini-Storage Messenger

Self Storage Industry Trade Magazine

Receive a great discount on a print and/or digital subscription to the most respected international trade magazine for self-storage operators, owners, developers, appraisers and investors. Click on [Learn more](#) to get information.

Site To Do Business Online (STDBonline)

All individuals receive HUGE discounts on STDB products, including a \$720 discount on the Professional version! For more information, [click here](#).

Insurance Coverage for Appraisal Professionals

ALIP - Errors & Omissions Coverage
To help safeguard your practice, obtain errors and omissions insurance through the Appraisers Liability Insurance Program. [Get more information here](#).

REAGIT - Life, Disability and Other Protection Plans

A wide selection of protection plans and medical insurance services are available through the Real Estate Appraisers Group Insurance Trust (REAGIT). Get [more information](#).

Marketplace

Apex Valuation is hiring Residential Certified appraisers. Please contact Mark C. Hopkins, MAI, SRA at 972-248-2567 or at mark.hopkins@apexvaluation.com.

AXIS, appraisers' favorite AMC, is now hiring. Our commitment to appraisers has set AXIS apart in the industry - we're growing quickly, and invite you to become part of the AXIS Advantage. Positions available:

- Staff Field Appraiser (Dallas/Fort Worth market)
- Quality Control Appraiser

[Click Here](#) to learn more. Please email your application to George Easton at geaston@axis-amc.com.

USAA in San Antonio, TX is looking for Real Estate Appraisers who are non-licensed. This is a one year contract, potential contract to hire. The position pays depending on experience \$30-33/hr W2. Information about the company can be found at: http://www.computerworld.com/s/article/9238592/100_Best_Places_to_Work_in_IT_2013?sf14037519=1&mm_ref=http%3A%2F%2Ft.co%2FWObYXLdMhD. For information about the position, contact Caitlin Adair with The Millennium Group, 512-466-5392 or caitlin@millgroupusa.com.

TALCB May Meeting Review

by Joseph Woller, MAI, SRA
FACT President

On May 17, 2013, the Texas Appraiser Licensing and Certification Board (TALCB) held a board meeting. The Foundation Appraiser Coalition of Texas (FACT) was well represented. The meeting addressed the usual agenda items including various reports from staff, reports from committees, proposal of rules, adoption of proposed rules, approval of agreed orders on enforcement cases, appearances regarding enforcement appeals, a legislative report and an introduction of Clayton Blaek as a new board member. TALCB enforcement was reported to have approximately 190 active cases in various stages of processing, which is a further reduction from the number reported at the February 2013 board meeting.

At the TALCB board meeting **FACT's efforts to set revisions in the enforcement process were achieved** with the adoption of revision to 22 TAC Section 153.124. Previously, upon receipt of a properly completed complaint form, a case number was assigned and it went on an appraiser's record as a complaint even if was subsequently dismissed for lack of cause. The revision to 22 TAC Section 153.124 of the Rules of TALCB revised the process such that when a properly completed recently approved **"complaint intake form"** is received, a preliminary review will be completed and, if sufficient grounds for further processing are not found, the case is dismissed without becoming a **"formal complaint"** as defined in the new rule. This revised entry level processing together with the contingent dismissals allowed by HB2375 (which FACT was instrumental in passing in the 82nd legislative session in 2011) should significantly reduce dismissal time and limit the problems caused for appraisers by unsubstantiated or frivolous complaints as in the previous process.

It was also reported at the meeting that the form utilized by the TALCB enforcement investigators in reviewing a report in the investigation process has now been made available on the TALCB web site and can be found at <http://www.talcb.state.tx.us/ComplaintsConsumer/default.asp>. This was made available to allow appraisers licensed or certified under TALCB to better understand one of the major steps in the enforcement process.



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83rd Texas Legislative Session Recap

by Joseph Woller, MAI, SRA
FACT President

In the 83rd Texas Legislative Session, 5,951 bills were filed and screened by the Foundation Appraisers Coalition of Texas (FACT) by use of key word searches and scanning the captions on all bills. As a result, approximately 30 bills were given greater attention with 4 being proactively acted upon by FACT due to potential effect on real estate appraisers in Texas.

HB3475 proposed to disallow public access to the State Comptroller's web site for information regarding hotel occupancy tax reports that has been allowed since 1973. FACT worked to defeat passage of the bill in any form and testified against it. The FACT lobbyist, Roger Miller, worked with the bill sponsor's staff to provide amendments if the bill moved forward. The work by FACT helped cause the bill to fail passage which allows continued current access to the information by appraisers and others. It failed passage.

SB1256S related to the definition of a comparable sale which, in the bill's original form, would have been restrictive for ad valorem tax purposes and would have been a statutory definition that was not compatible with appraisal practices. FACT was very active in getting the substitute bill revised to lengthen the time frame of acceptability to three years, to include a limitation to apply to residential properties only for ad valorem tax purposes only. It passed in that form.

HB585 concerned appraisal districts and their procedures and functions. Wording was found in a proposed substitute bill which would have contradicted rules of the TALCB. FACT input in conjunction with that of TALC (Texas Appraisers Licensing Commission) Commissioner Douglas Oldmixon reinstated the previous wording to parallel the TALC rule regarding appraisals for ad valorem tax purposes.

SB1342 was a detailed bill updating and restructuring of some areas of the ad valorem tax protest process. An area of significant concern to FACT within that bill was a new requirement for the State Comptroller to dictate to appraisal districts a process for adjusting comparable sales. This would have been totally unacceptable as it would be contradictory to appraiser independence and would likely result in a process contradictory to proper appraisal methods.

Almost immediately after the regular 83rd Texas Legislative Session ended, a Special Session was called to address specified matters; however, approximately 45 bills have been filed including a number that were filed in case the special session can be expanded to include those considerations. These were also scanned and none appeared to impact real estate appraisers.

2013 North Texas Chapter Leadership

Officers

President.....Greg Stephens, SRA
Vice President.....Jeff Briggs, MAI
Secretary.....Bill Morris, MAI
Treasurer..... Arleen Cassidy, MAI

Board of Directors

Director Julius Blatt, MAI
Director Michael Cook, MAI, SRA
Past President Allen Gardiner, SRA
Director Ben Langford, MAI
Director Larry Montz, MAI
Director Chuck Mullinax, MAI
Director Sandra Poe, MAI
Director David Ray, SRA
Director Chris Roach, MAI
Director Jim Rohrig, MAI
Director Jordan Sale

Committees

Candidate Guidance George Naeter, MAI
Education..... Sharon Myers
Finance Arleen Cassidy, MAI
FACT/Government Relations
 Representative James Jacobs, SRA
 Representative Joe Milkes, MAI
 Alternate..... Mike Atwood, MAI, SRA
 Alternate..... Ron Box, SRA
Nominating..... Allen Gardiner, SRA
Programs Jeff Briggs, MAI
 Bill Morris, MAI
Public Relations..... Mark O'Briant, MAI
 Subcommittees:
 Newsletter..... John Scarborough, SRA
 Web Site..... Richard Baker, MAI
Residential Ron Box, SRA
Scholarship..... Andrew Walker, SRA
 Julius Blatt, MAI
 Gene Rhodes, MAI
Symposium Arleen Cassidy, MAI

Chapter Office

Executive Director Ruth A. Kelton
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ainorthtexas@sbcglobal.net (e-mail)
www.ainorthtexas.org (web site)

2013 Calendar of Events

July

21 Region VIII Meeting (Indianapolis, IN)
22-23 Chapter Leadership Program (Indianapolis, IN)
23-25 Annual Meeting (Indianapolis, IN)

August

14-15 Advanced Residential Applications and Case Studies, Part 1 (National offering in Dallas)
16-19 Advanced Residential Report Writing, Part 2 (National offering in Dallas)

September

10 Chapter Meeting (Prestonwood Country Club)
12-13 Residential and Commercial Valuation of Solar
19-22 General Appraiser Market Analysis and Highest & Best Use
27 7-Hour National USPAP Update

October

1-6 Advanced Concepts and Case Studies
8 Chapter Meeting (Arlington)
17-20 General Appraiser Report Writing and Case Studies
28-31 Basic Appraisal Principles

November

2-5 Basic Appraisal Procedures
6-7 15-Hour National USPAP
12 Chapter Meeting (Prestonwood Country Club)

December

3 Chapter Meeting/Installation (Prestonwood Country Club)

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2013 North Texas Chapter Education Schedule

Program Details and Online Registration are available at www.appraisalinstitute.org/education/northtexas.aspx

Dates	Course/Seminar	Continuing Education Hours			Tuition		Location	Instructor(s)	Registration Deadline
		Appraisal Institute	TALCB	MCE	AI Price	Full Price			
Sept. 12-13	Residential and Commercial Valuation of Solar	14+1 exam	ACE-14	To Be Submitted	\$375	\$425	Night Hotel	Sandra Adomatis, SRA	Sept. 2
Sept. 19-22	General Appraiser Market Analysis and Highest & Best Use	28+2 exam	QE-30 ACE-28	-0-	\$500	\$550	Graystone Centre 12th Floor	Stephen Fanning, MAI	Sept. 9
Sept. 27	7-Hour National USPAP Update	7 hours	ACE-7	8/0 legal	\$205	\$255	Night Hotel	Greg Stephens, SRA	Sept. 17
Oct. 1-6	Advanced Concepts & Case Studies	37+3 exam	ACE-38	-0-	\$725	\$1,035	Graystone Centre 12th Floor	Larry Wright, MAI, SRA Stephen Fanning, MAI	Sept. 17
Oct. 17-20	General Appraiser Report Writing & Case Studies	28+2 exam	QE-30 ACE-28	-0-	\$510	\$560	Graystone Centre 12th Floor	Cay Lacey, MAI	Oct. 7
Oct. 28-31	Basic Appraisal Principles	28+2 exam	QE-30 ACE-28	-0-	\$495	\$545	Graystone Centre 12th Floor	George Naeter, MAI	Oct. 18
Nov. 2-5	Basic Appraisal Procedures	28+2 exam	QE-30 ACE-28	-0-	\$495	\$545	Graystone Centre 12th Floor	George Naeter, MAI	Oct. 23
Nov. 6-7	15-Hour National USPAP Course	14+1 exam	QE-15 ^A ACE-14	15/0 legal	\$275	\$325	Graystone Centre 12th Floor	Greg Stephens, SRA	Oct. 28
Oct. 28- Nov. 7	2013 Appraisal Licensure Package (Basic Appraisal Principles, Basic Appraisal Procedures, 15-Hour National USPAP)	70+5 exam	QE-75 ACE-70	15/0 legal	\$1,205	\$1,355	Graystone Centre 12th Floor	George Naeter, MAI Greg Stephens, SRA	Oct. 18

^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.

Graystone Centre, 3010 LBJ Freeway, Suite 1200, Dallas, TX 75234. Graystone Centre is located off of Bankway St. behind LA Fitness (on Forest Lane between Webb Chapel Road and Josey Lane). Free parking in garage adjacent to building. Receptionist on 12th floor will direct you to the classroom. Guest rooms can be reserved at the Courtyard Marriott, under the "Meridian Business Center" preferred rate of \$74 per night - 972-620-8000; <http://www.marriott.com/hotels/travel/dalnw-courtyard-dallas-lbj-at-josey/>. The hotel is located at 2930 Forest Lane, Dallas, 75234 - 17.8 miles east of Dallas/Fort Worth (DFW) International Airport and 10.7 miles north of Dallas Love Field Airport. Numerous restaurants within walking distance of hotel.

Night Hotel North Dallas, 2645 LBJ Freeway, Dallas, TX 75234, 972-243-3363. The Night Hotel is located on the access road on the north side of LBJ Freeway between Josey Lane and I-35E. Guest room block reserved under "Appraisal Institute." Appraisal Institute rate is \$79.00 + tax.

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