

Save the Date!!
**9th Annual North Texas
Realty Symposium**

Friday, January 26, 2018

The North Texas Chapter proudly presents the 9th Annual North Texas Realty Symposium, which will be held on Friday, January 26, 2018 at The Crowne Plaza Dallas Hotel in Addison. Registration information will be provided next week.

The featured speaker is Dr. Harold Hunt, Research Economist with the Real Estate Center at Texas A&M University. Dr. Hunt will address, *Regional and National Economic Outlook and Real Estate Market Trends*. Additional presentations that will be offered include:

- *Evolution of the Student Housing Industry*
- *Trends in New Residential Development and Subdivision Construction*
- *Transportation Projects – 2018 and Beyond*
- *Too Much, Too Little, or Too Late*
- *Advanced in Green Technology, and LEED Certification*
- *Case Study: Bitter Sisters Brewery*

Thank you to our sponsors:

- Altus Group – Platinum Sponsor
- Cushman & Wakefield – Silver Sponsor

**Symposium Sponsorship
Opportunities Available for
Chapter Members/Companies**

You are invited to become a sponsor of the North Texas Chapter's 9th Annual North Texas Realty Symposium, which will be held on Friday, January 26, 2018. Detailed information about sponsorship levels and benefits is included with this newsletter. Note that some sponsorship levels provide year-round exposure with ads in the Chapter newsletters and an ad posting on the Chapter website. Please consider supporting the North Texas Chapter by becoming a sponsor!

**Help Needed for
Colleagues in Puerto Rico**

Many real estate appraisal colleagues in Puerto Rico need permanent, temporary or remote work so they can earn a living while waiting for circumstances to improve.

Patricia Staebler, SRA, an AI member in Florida, is coordinating an effort through Region X (which includes Florida and Puerto Rico) to connect displaced appraisers from Puerto Rico and other islands with employment. Patricia has compiled a document of appraisers, along with their resumes, that need work. Please contact me (Ruth Kelton - ainorthtexas@sbcglobal.net) if you would like a copy of the document. Note that, as new requests for work are received, the document will be updated.

Please Help!
**Donate to the Appraisal Institute
Relief Foundation!**

The Appraisal Institute Relief Foundation (AIRF) was incorporated in December 2005 as a charitable not-for-profit organization with a goal of providing immediate assistance to AI individuals who are victims of catastrophic disasters and emergencies. AIRF also provides assistance to individuals who have made meaningful contributions to the real estate profession and have experienced a disaster or emergency.

The AIRF has already made donations to hurricane victims in Texas and Puerto Rico, but there is much more that needs to be done to help those in need. Please consider donating! For more information about AIRF and to donate, go to www.airelief-foundation.org.

**Review North Texas Chapter
Education Program Details
and Register Online at**
www.appraisalinstitute.org/education/northtexas.aspx

Congratulations to North Texas Chapter Professionals!

Congratulations to the AI professionals that have earned the MAI, SRA and AI-GRS designations! New Candidates, Practicing Affiliates and Affiliates, welcome to the North Texas Chapter!

New Designated Members

Kristen Cahill, MAI
Paul Dwyer, MAI
Carrie Emminger, SRA
Jason Secrest, MAI

New Candidates

Leesha Creech
Michael Gentilini
Erik Hill
Stephen Michael Lechtenberg
Andrea Roberts
John Sexton
Jourdan Sullivan
Adem Sumer

New Practicing Affiliates

Gerald Elwood Brown, Jr.
McKinley Coward, III
Spencer Forrest
William R. French
Lowell Lewis
Allison Mays
Karen Reynolds
Alexander Ruiz
McKinley Topp

Affiliate

Natalie Parra

Stay Tuned for YAPs Announcements!

Stay tuned for upcoming Young Appraisal Professionals' (YAPs) events/activities! They represent a great opportunity to meet and socialize with peers, and receive help with AI designation requirements and state certification requirements.

Education Scholarships Awarded

Congratulations to the following individuals, who are the recipients of 2017 Education Scholarships from the North Texas Chapter! Non-designated individuals affiliated with the Chapter are encouraged to participate in the scholarship program.

**Kade Frink
Richard McBride
Andy McLain
Chris Stone
Jourdan Sullivan
Ryan Wegman
Alex Yakulis**

Additional Opportunities for Chapter Scholarships

The North Texas Chapter Board of Directors is committed to helping Candidates and Practicing Affiliates meet education requirements and earn Appraisal Institute designations. Non-designated individuals now have three options to receive education scholarships. Following are the categories and requirements:

Attend

- Attend six (6) Chapter meetings within a two-year period.
- When the requirement is met, receive a free North Texas Chapter education program.

Win

- A drawing will be held at each Chapter meeting of non-designated individuals in attendance at the meeting.
- The person whose name is drawn will receive a \$500.00 scholarship to be used toward an MAI, SRA, AI-GRS or AI-RRS designation track course that is sponsored by the North Texas Chapter or the National office (classroom and online offerings).

Apply

- Complete and submit a North Texas Chapter Scholarship Application.
- Eligible individual(s) will receive a scholarship in an amount up to \$500.00 for use toward an MAI, SRA, AI-GRS or AI-RRS designation track course that is sponsored by the North Texas Chapter or the National office (classroom and online offerings).

Feel free to contact the Chapter office with any questions (ainorthtexas@sbcglobal.net).

Candidate Column

2018 General Demo Capstone Program Schedule

The dates of the 2018 *General Demonstration Report-Capstone Programs* are listed below.

- February 19-25, 2018 – Orlando, FL
- February 19-25, 2018 - Synchronous
- April 23-29, 2018 – Chicago, IL
- September 10-16, 2018 – Denver, CO
- September 10-16, 2018 - Synchronous

The Capstone Program is one of several options that general Candidates for Designation may choose to complete the demonstration of knowledge requirement for their MAI designation. For information about all options, go to <http://www.appraisalinstitute.org/demomai/>. Note that students must have passed the *Advanced Market Analysis & Highest and Best Use* examination or AI approved equivalent, and must have completed the *General Demonstration Appraisal Report Writing Seminar* within the past five years.

Feel free to contact the National Programs Department (nationalprograms@appraisalinstitute.org or 312-335-4207) with any questions.

Did You Know?

Insurance Coverage for AI Professionals

The Appraisal Institute has partnered with trusted programs to help you safeguard your practice and offer a wide selection of protection plans.

Errors & Omissions Coverage:

To help safeguard your practice, obtain errors and omissions insurance through AI's endorsed program with LIA Administrators & Insurance Services. Go to <https://www.appraisalinstitute.org/designatedcandidateaffiliate/ai-affiliation/e-and-o-insurance/> for program details.

Appraisal Institute Insurance Trust:

Life, Disability and Other Protection Plans. The Appraisal Institute Insurance Trust (formerly REAGIT) works exclusively on behalf of AI professionals to provide robust protection for every stage of life. A wide selection of protection plans and medical insurance services are available as an AI benefit, including Term Life, 10-Year Level Term Life, Disability Income, Professional Overhead Expense, Medical Supplement, Dental, Hospital Indemnity and Long-Term Care. Go to <https://www.appraisalinstitute.org/designatedcandidateaffiliate/ai-affiliation/reagit-the-real-estate-appraisers-group-insurance-trust/> for more details.

Awards Presented at December Holiday Party

Two awards are presented annually to Chapter members – the Volunteer of the Year Award and the Lifetime Service Award. The selections are made by the Board of Directors after serious consideration of qualified individuals.

The **Volunteer of the Year Award** was presented to **Jim Underhill, MAI** for significant contributions to the Appraisal Institute and the Chapter. Jim served as President of the North Texas Chapter in 2010. Prior to his service as President, he served as Vice President, Secretary, Treasurer and as a member of the Board of Directors. He also held numerous positions on Chapter committees, including Education, Finance and Programs. Since his year as President, Jim has continued his dedication to the Chapter as a member of the Education, Nominating and Symposium Committees.

Jim has also served Region VIII in his capacity as Regional Representative or Alternate Regional Representative since 2009. In addition, he served as the Region VIII Member of the National Government Relations Committee from 2015-2016, and on the Collateral Underwriter Implementation Subcommittee and State Coalitions Exchange Subcommittee in 2015.

The **Lifetime Service Award** was presented to **Gene Rhodes, MAI** for significant contributions to the Appraisal Institute at the National, Regional and/or the Chapter levels over a period of at least 15 years or more. Gene served as President of the North Texas Chapter in 1987. Prior to his service as President, he served as Vice President, Secretary, Treasurer and as a member of the Board of Directors. He also held numerous positions on Chapter committees. Gene continued his dedication to the Chapter by serving on the Telephone Committee in 2006 and 2007, on the Scholarship Committee in 2013 and on the Nominating Committee in 2002 and 2014. He also served Region VIII in his capacity as Alternate Regional Representative in 2000 and 2014.

In addition to the positions he has held at the Chapter and Region levels, Gene has authored two articles that were published in the *The Appraisal Journal*. In 1981, the article, *Inflation Discounting – How Appraisers Can Deal with Discounting* was published. In the Fall 2014 issue, the article, *Qualitative Analyses in the Sales Comparison Approach Revisited* was published. Gene was awarded the Armstrong/Kahn Award in 2014 for that article. The Armstrong/Kahn Award is presented by *The Appraisal Journal's* Editorial Board for the most outstanding original article published in the Journal during the previous year.

Congratulations to Jim and Gene! The recognition of their many hours of service and contributions to the Chapter, the members, the Appraisal Institute and the profession is well-deserved.

2018 North Texas Chapter Education Schedule

Online registration and program details are available at
www.appraisalinstitute.org/education/northtexas.aspx.

Date(s)	Course/Seminar	CE Hours
February 6-10	Advanced Market Analysis and Highest & Best Use	AI Points: Attend-275 – Attend/Pass-375 35 hours (30 classroom, 3-hour exam, 2-hour pre-class online session)
March 1	Business Practices and Ethics	AI – 35 points ACE – 4 hours
March 2	7-Hour National USPAP Update	AI – 35 points ACE – 7 hours MCE – 8 hours / 0 legal hours
March 6-10	Review Theory-General	AI Points: Attend-275 – Attend/Pass-375 33 hours (30 classroom, 3-hour exam)
April 4-7	General Appraiser Income Approach, Part 1	AI Points: Attend-150 (G) or 175 (R) – Attend/Pass-200 (G) or 225 (R) QE – 30 hours / ACE – 27 hours
April 8-11	General Appraiser Income Approach, Part 2	AI Points: Attend-150 (G) or 175 (R) – Attend/Pass-200 (G) or 225 (R) QE – 30 hours / ACE – 27 hours
May 2-5	General Appraiser Market Analysis and Highest & Best Use	AI Points: Attend-150 (G) or 175 (R) – Attend/Pass-200 (G) or 225 (R) QE – 30 hours / ACE – 28 hours
September 5-8	General Appraiser Sales Comparison Approach	AI Points: Attend-150 (G) or 175 (R) – Attend/Pass-200 (G) or 225 (R) QE – 30 hours / ACE – 30 hours
September 9-12	General Appraiser Site Valuation & Cost Approach	AI Points: Attend-150 (G) or 175 (R) – Attend/Pass-200 (G) or 225 (R) QE – 30 hours / ACE – 28 hours
October 1-6	Advanced Concepts & Case Studies	AI Points: Attend-275 – Attend/Pass-375 40 hours (35 classroom, 3-hour exam, 2-hour pre-class online session) QE – 38 hours / ACE – 35 hours
October 10-13	Basic Appraisal Principles	AI Points: Attend-150 – Attend/Pass-200 QE – 30 hours / ACE – 28 hours
October 15-18	Basic Appraisal Procedures	AI Points: Attend-150 – Attend/Pass-200 QE – 30 hours / ACE – 30 hours
October 19-20	15-Hour National USPAP	AI Points: Attend-70 – Attend/Pass-75 QE – 15 hours
November 1-2	Uniform Appraisal Standards for Federal Land Acquisitions	AI Points: Attend-150 – Attend/Pass-200 ACE – 14 hours

Update Your "Find an Appraiser" Profile

One of the best member benefits available to AI professionals is the [Find An Appraiser](#) function. It also represents a potential source of business. **Find an Appraiser** was accessed nearly **28,000** times in the past month.

Find an Appraiser has been updated in recent years to include new areas of professional focus, property types, resumes, photos and geocoding so users of appraisal services can identify AI professionals geographically.

[Click here](#) to maximize this benefit with your updated profile and contact information.

Property Taxes Too High?

We Can Help!

Texas Property Tax Consultants, Inc.

John G. Hirschy, President, MAI, SRA, CCIM

Phone: 972-304-0909

Email: Info@PropertyTaxDFW.com

www.PropertyTaxDFW.com

Thank you to 2017 North Texas Realty Symposium Sponsors

Platinum Sponsor



Silver Sponsors



Texas Property Tax Consultants, Inc.
John G. Hirschy, MAI, SRA, CCIM, President

Supporter Sponsors



2017 Leadership North Texas Chapter

Officers

President.....Jim Rohrig, MAI
Vice President..... Chris Roach, MAI
Secretary..... John Scarborough, SRA
Treasurer..... Mark Lowery, MAI, AI-GRS

Board of Directors

Director Troy Alley, MAI
DirectorMac Bottum, MAI
Past President Arleen Cassidy, MAI, AI-GRS
Director Michael Cook, MAI, SRA
Director Brandon Davis, MAI
Director Tony Lenamon, MAI
Director Joe Milkes, MAI
Director Emma Rhodes, MAI
Director Joe Bill Thompson, MAI
Director Robbie Wilson, SRA
Director Greg Zachary

Committees

Candidate GuidanceBen Langford, MAI
Education..... Robbie Wilson, SRA
Finance Mark Lowery, MAI, AI-GRS
FACT/Government Relations
 Representative.....Mike Atwood, MAI, SRA
 Representative..... Allen Gardiner, SRA
 Alternate..... Ron Box, SRA
 Alternate..... David Ray, SRA
Nominating..... Arleen Cassidy, MAI, AI-GRS
Programs Chris Roach, MAI
 John Scarborough, SRA
Scholarship.....Julius Blatt, MAI
 Tony Lenamon, MAI
 Joe Milkes, MAI
Symposium Jerry Fulwiler, MAI
 Tuan Nguyen, MAI, AI-GRS
Young Appraiser ProfessionalsBrandon Davis, MAI
 Aimee Morgan

Chapter Office

Ruth A. Kelton, Executive Director
P. O. Box 801807, Dallas, TX 75380-1807
972-233-2244

ainorthtexas@sbcglobal.net (e-mail)
www.ainorthtexas.org (web site)

AI Mission Statement

Our mission is to advance professionalism and ethics, global standards, methodologies, and practices through the professional development of property economics worldwide.

2018 Calendar of Events

January

269th Annual North Texas Realty Symposium

February

6-10.....*Advanced Market Analysis and Highest & Best Use*
13Board of Directors and Chapter Meeting

March

1.....*Business Practices and Ethics*
2.....*7-Hour National USPAP Update*
6-10.....*Review Theory-General*
13Chapter Meeting

April

4-7*General Appraiser Income Approach, Part 1*
8-11.....*General Appraiser Income Approach, Part 2*
10Chapter Meeting

May

2-5*General Appraiser Market Analysis and Highest & Best Use*
8.....Board of Directors and Chapter Meeting

Mark Your Calendar! 2018 Chapter Meeting Dates

February 13

March 13

April 10

May 8

September 11

October 9

November 13

December 4 (*Holiday Party/Installation*)

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!](#)