

## Congratulations to North Texas Chapter Professionals!

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

### New Designated Members

Brandon Brooks, MAI      William P. O'Bryan, MAI

### New Candidates

Lauren Bobalik      Cynthia Britain  
Andrew Drais      Stuart Adam Miller

### New Practicing Affiliates

Ben Bowling      Mary Hyatt  
Christopher Leazure      Kellye Thomas

## Do You Want to Serve on a National Committee?

It's easy! If you are interested in serving on a national committee in 2020, please complete the Leadership Resource Registry no later than 5:00pm CT on Thursday, August 1, 2019.

In order to be considered for national committees, you must express your interests in the Registry. To access the Registry, click on this link, <https://www.appraisalinstitute.org/about/about-the-appraisal-institute/ai-volunteer-opportunities/>, then logon to the AI Website.

Even if you submitted your interests last year in the Registry and there are no changes to your preferences, you need to log back into the Registry and check a box to have your interests moved into the 2020 Registry.

Contact Rachael Georges [rgeorges@appraisalinstitute.org](mailto:rgeorges@appraisalinstitute.org) with any questions.

## Chapter Education Scholarships Available

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:

- 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).

Detailed information about the scholarship opportunities is attached. Feel free to contact the Chapter office with any questions ([ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net)).

## Stay Tuned for Future YAPs Events!

Stay tuned for announcements of the 2019 Young Appraisal Professionals' (YAPs) events! The YAP events represent a great opportunity to meet and socialize with peers and receive help with AI designation requirements and state certification requirements.

# ***Appraisal Institute Insurance Trust***

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## December 2018 Meeting Report

Thank you to everyone who attended the December 4 Chapter meeting. A total of 104 individuals participated, 96 of whom were North Texas Chapter professionals. All attendees who are affiliated with the North Texas Chapter will receive complimentary admission to one North Texas Chapter sponsored 7-Hour National USPAP Update course in 2019 or 2020.

The drive to raise money for the North Texas Food Bank (NTFB) was very successful. A total of \$4,970.00 was raised in donations! Thank you to everyone that contributed for your generosity!

We were honored to have Jeff Sherman, MAI, AI-GRS, Appraisal Institute Vice President, attend as our special guest. In addition, Robert Clements, Corporate Engagement Manager/Major Gifts Officer with the NRFB, gave a presentation about the Food Bank.

Congratulations to the following members, who were presented with their Designation certificates:

- Michael Keane, MAI
- Andy McLain, MAI

Certificates of Appreciation were presented to numerous Chapter professionals who donated their time and talents to serve on the Board of Directors, on committees or as Regional Representatives/Alternates. Their contributions to the betterment of the North Texas Chapter are sincerely appreciated.

The following special awards were presented:

### **Lifetime Service Award – Wilson K. Mason**

Wilson has made significant contributions to the Appraisal Institute at the National, Regional, and the Chapter levels over a period of many years. Among the many positions he held over the years, Wilson served as North Texas Chapter President, Vice President, Secretary, Treasurer, Region VIII Chair, Region VIII Director and Chair of the National Committee of Region Chairs. Wilson was presented with a recognition plaque and a \$500.00 award.

### **Volunteer of the Year – Jim Justice, MAI**

Jim has made significant contributions to the Chapter and the Appraisal Institute for many years. Among the many positions he has held, Jim served as North Texas Chapter President, Vice President, Secretary, Treasurer, Nominating Committee Chair, Finance Committee Chair, Region VIII Representative and AI instructor. Jim was unable to attend the meeting, but a recognition plaque and a \$500.00 award were prepared for him.

### **Gene Rhodes, MAI Education Scholarship Recipient – Jourdan Sullivan**

The intent of this scholarship is to recognize a Candidate who demonstrated the most dedication to the Chapter through volunteerism during 2018. Throughout the year, Jourdan actively participated on the YAP Committee and served as the Chapter's Social Media Subcommittee Chair.

## National Scholarships Available

The Appraisal Institute Education and Relief Foundation (AIERF) offers a variety of scholarships for individuals taking designation education toward the MAI, SRA, AI-GRS or AI-RRS designations. You may be eligible for a scholarship that will cover the cost of a course. Please consider applying for one of the scholarships listed below at <https://ai erf.org/scholarships/>.

- AIERF AI Course Scholarship
  - Application deadline is October 1
- AIERF Minorities & Women AI Course Scholarship
  - Application deadline is October 1

## Rohrig Honored as a Volunteer of Distinction

**Jim Rohrig, MAI** was honored as a "Volunteer of Distinction" for the second quarter of 2018. Jim is the Chapter's 2018 Nominating Committee Chair, and has served on the Education Committee since 2017, the Symposium Committee since 2014 and on the Board of Directors since 2011. He previously served as President in 2017, Finance Committee member from 2013-2017, Vice President in 2016, Programs Committee member and Regional Representative from 2015-2016, Secretary in 2015, Candidate Guidance Committee member from 2013-2015 and Treasurer and Finance Committee Chair in 2014.

The news release can be viewed at [https://www.appraisal institute.org/assets/1/7/VOD\\_Rohrig.pdf](https://www.appraisal institute.org/assets/1/7/VOD_Rohrig.pdf).

## 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. Maximize this benefit by updating your profile and contact information.

# WHAT'S NEXT IN VALUATION & ADVISORY

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[cushmanwakefield.com](http://cushmanwakefield.com)

## Congratulations to 2020 Chapter Leadership

Congratulations to the following members who have been elected to North Texas Chapter leadership positions for the year 2020!

### Officers

President..... Mark Lowery, MAI, AI-GRS  
Vice President .....Tim Brennan, MAI  
Secretary.....Brandon Davis, MAI  
Treasurer..... David Ray, SRA

### Board of Directors

Director .....Andrew Essington, MAI  
Director .....Rhonda Buckley, SRA  
Director .....Chris Cauthen, MAI  
Director ..... Wade Masterson, MAI  
Director ..... Cody Nix, MAI  
Director .....Ralph Pena, MAI  
Director .....Brad Savage, MAI  
Past President .....John Scarborough, SRA  
Director .....Keith Wade, MAI  
Director .....Larry Ward, MAI  
Director ..... Sid Womack, MAI, AI-GRS

### Regional Representatives

Representative.....Tim Brennan, MAI  
Representative.....Brandon Davis, MAI  
Representative.....Mike Divin, MAI  
Representative..... Allen Gardiner, MAI, SRA  
Representative..... Jack Poe, MAI, AI-GRS  
Representative.....Greg Stephens, SRA  
Representative..... Robbie Wilson, SRA

### Alternate Regional Representatives

Alternate .....Mike Atwood, MAI, SRA  
Alternate ..... Mary Ann Barnett, MAI  
Alternate .....Julius Blatt, MAI  
Alternate .....Bryan Humphries, MAI  
Alternate ..... Clint Hurley, MAI  
Alternate ..... Ziggy Jewell  
Alternate .....Tracy Law, MAI  
Alternate .....David Ray, SRA  
Alternate .....Jim Rohrig, MAI  
Alternate .....Greg Zachary

### FACT Representatives

Representative..... Allen Gardiner, MAI, SRA  
Representative..... David Montesana, MAI

### FACT Alternates

Alternate .....Mike Divin, MAI  
Alternate ..... Robbie Wilson, SRA

## AI Benefits New UPS Discount realquantum

**New UPS Discount** - It's now easier than ever to save on domestic and international shipments with **NEW** and improved **UPS flat rate pricing**.

### AI Professionals-Only Savings include:

**45%** on Domestic Next Day/Deferred  
**25%** on Ground Commercial / Residential  
**50%** on International Export & **40%** on Import  
UPS Smart Pickup® service is **free**  
**Up to 50%** on additional services

Rely on UPS's expertise, technologies, and global network of carriers and facilities coordinate to give you tracking visibility, inventory control, and optimal shipping speeds for your business. Depend on UPS for the details, so you can concentrate on your core business and customer satisfaction.

**realquantum** – Commercial appraisal report software and comps database that will help increase individual and team productivity up to 50% within 60 days! Created by appraisers for appraisers, realquantum is the only commercial real estate appraisal report software and comps database that is 100% on the web. Key features:

### Cloud-Based

The entire application runs in a web browser, accessible anywhere you have an internet connection.

### Rapid Access

Integrate reports and comps database. No syncing. No plug-ins.

### Reports

Rules-based report creation that supports best practices, helping you stay USPAP-compliant.

### Automatic

A typical report has about 4 errors. In realquantum, calculations are automatic, and updated in real time. No Excel spreadsheet formulas or templates to break. No entering the same data in multiple places. Typical realquantum reports have zero errors.

### Mobile App

Take pictures and jot notes during site inspections. Everything is uploaded to the assignment automatically, typically saving a tedious hour of manual uploading on every assignment.

Sign up and get a special offer just for AI Professionals – 3 Additional Months Free (<https://info.realquantum.com/ai-affinity-program>)! When you sign up for the realquantum Appraisal Institute Affinity program, your subscription price runs for 15 months rather than the regular 12-month term.





## FAST FACTS

### COMPANY INFORMATION

- Valbridge is the largest, independent, national, commercial real estate valuation and advisory services firm in North America.
  - Total number of MAIs (200+ on staff)
  - Total number of office locations (74 across the U.S.)
  - Total number of staff (675+ strong)
- Valbridge covers the entire U.S. from coast to coast.
- Valbridge services all property types, including special-purpose properties, single property or portfolio, multi-market, and other bulk-property engagements.
- Valbridge provides independent valuation services. We are not owned by a brokerage firm or investment company.
- Every Valbridge office is led by a senior managing director who holds the MAI designation of the AI.
- Valbridge is owned by our local office leaders
- VPA wholly owned software company with first in class database
- Custom designed templates / reports to meet various client needs

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- Currently hiring MAI's, experienced certified appraisers, and licensed trainees.
  - Competitive compensation package w/benefits (health insurance, 401-K, Continuing Education)
  - Opportunity for advancement as national firm grows
  - Send resumes/interest to [mdivin@valbridge.com](mailto:mdivin@valbridge.com)
- 

Valbridge Property Advisors | Dallas

High Point Center

12225 Greenville Avenue, Suite 490, Dallas, TX 75243 ·Phone: (214) 446-1611

Point of Contact: Michael Divin, MAI (Senior Managing Director) or Tim Brennan, MAI (Managing Director)

[www.valbridge.com](http://www.valbridge.com)

# 2019 North Texas Chapter Education Schedule

Online registration and program details are available at  
[www.appraisalinstitute.org/education/northtexas.aspx](http://www.appraisalinstitute.org/education/northtexas.aspx).

Date(s)	Course/Seminar
September 11-14	General Appraiser Sales Comparison Approach
September 15-18	General Appraiser Site Valuation & Cost Approach
September 20	Staying Out of Trouble Seminar
October 1-5	Quantitative Analysis
October 16-19	Basic Appraisal Principles (ALP)
October 21-24	Basic Appraisal Procedures (ALP)
October 25-26	15-Hour National USPAP (ALP)
October 16-26	2019 Appraisal Licensure Package (ALP) (Basic Appraisal Principles, Basic Appraisal Procedures, 15-Hour National USPAP)
November 1	How Tenants Create or Destroy Value: Leasehold Valuation and its Impact on Value Seminar
December 13	7-Hour National USPAP Update

## Thank you to the 10<sup>th</sup> Annual North Texas Realty Symposium Sponsors

### Gold

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### Bronze

Lowery Property Advisors

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The Multifamily Advisory

### Friends

Anonymous  
Henry S. Miller Consulting, LLC

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## Marketplace

Independent Contractor position doing appraisal review  
and/or appraisal. Dallas-Fort Worth metro area location. My  
resume is available at the website below.

Ason Okuruwa, PhD, MAI, AI-GRS  
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Website: [www.BedrockRealPropertyServices.com](http://www.BedrockRealPropertyServices.com)  
Phone: 712-309-6591

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## Mark Your Calendar! 2019 Chapter Meeting Dates

September 10  
October 8  
November 12  
December 3 (Holiday Luncheon/Installation)

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PROFESSIONAL REPORTS



# 2019 Leadership North Texas Chapter

## Officers

President.....John Scarborough, SRA  
Vice President ..... Mark Lowery, MAI, AI-GRS  
Secretary.....Michael Cook, MAI, SRA  
Treasurer.....Tim Brennan, MAI

## Board of Directors

Director .....Chris Cauthen, MAI  
Director .....Mac Bottum, MAI  
Director ..... Tony Lenamon, MAI  
Director ..... Wade Masterson, MAI  
Director ..... Cody Nix, MAI  
Director ..... David Ray, SRA  
Past President ..... Chris Roach, MAI  
Director ..... Keith Wade, MAI  
Director ..... Larry Ward, MAI  
Director ..... Sid Womack, MAI, AI-GRS  
Director ..... Greg Zachary

## Committees

Candidate Guidance ..... Mary Ann Barnett, MAI  
Education Co-Chairs ..... Wade Masterson, MAI  
..... Jack Poe, MAI, AI-GRS  
Finance ..... Tim Brennan, MAI  
FACT/Government Relations  
Representative ..... Mike Atwood, MAI, SRA  
Representative ..... Allen Gardiner, MAI, SRA  
Alternate..... Ron Box, SRA  
Alternate..... Mike Divin, MAI  
FACT Officer ..... Greg Stephens, SRA  
Intern Co-Chairs ..... Troy Alley, MAI  
..... Tim Brennan, MAI  
Nominating..... Chris Roach, MAI  
Programs ..... Michael Cook, MAI, SRA  
..... Mark Lowery, MAI, AI-GRS  
Public Relations..... Chris Roach, MAI  
Residential Co-Chairs..... Ron Box, SRA  
..... Matthew Hyatt  
Scholarship..... David Marshall, SRA  
..... Keith Wade, MAI  
..... Alex Yakulis  
Symposium ..... Greg Stephens, SRA  
..... Alex Yakulis  
Young Appraiser Professionals ..... Aimee Morgan  
..... Brad Savage, MAI

## Chapter Office

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Executive Director  
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[www.ainorthtexas.org](http://www.ainorthtexas.org) (web site)

# 2019 Calendar of Events

## July

22-24 .....AI Annual Conference, Denver, CO

## September

10 ..... Board of Directors and Chapter Meetings  
11-14 ..... General Appraiser Sales Comparison Approach  
15-18 ..... General Appraiser Site Valuation & Cost Approach  
20 ..... Staying Out of Trouble Seminar

## October

1-5 ..... Quantitative Analysis  
8..... Chapter Meeting  
16-19 ..... Basic Appraisal Principles  
21-24 ..... Basic Appraisal Procedures  
25-26 ..... 15-Hour National USPAP

## November

1..... How Tenants Create or Destroy Value:  
Leasehold Valuation and its Impact on Value  
Seminar  
12 ..... Board of Directors and Chapter Meetings

## December

3..... Holiday Luncheon/Installation of 2020 Chapter  
Leadership  
13 ..... 7-Hour National USPAP Update

## Online Education

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## Follow the North Texas Chapter on Social Media:

Instagram: @ainorthtexas

Facebook: [www.facebook.com/Appraisal-Institute-North-Texas-Chapter-248306395743726/](https://www.facebook.com/Appraisal-Institute-North-Texas-Chapter-248306395743726/)

LinkedIn: <https://www.linkedin.com/company/appraisal-institute-north-texas-chapter/>