

# ***THE APPRAISERS' APPRISER***

## **SOUTH FLORIDA CHAPTER OF THE APPRAISAL INSTITUTE**

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VOLUME XXVI, NUMBER 1

EDITOR: Wayne B. Lewis

January 2009



### **2009 Officers & Directors**

President: Ann Marie McCarthy, MAI  
Vice President: Donald J. Sarley, SRA  
Secretary: Armando F. del Valle, SRA  
Treasurer: James J. Walsh, MAI

### **Directors thru 2009**

Edward N. Ames, MAI  
 Michael J. Brady  
 Richard A. Klein, MAI  
 Charlie Minor, MAI (Past President)

### **Directors thru 2010**

Val K. Chiasson, MAI  
 Susan M. Edge  
 Lance R. Zabatta, MAI

### **Directors thru 2011**

Albert J. Armada, MAI  
 Frank J. Cardo, MAI

### **Region X Representatives 2009**

Ann Marie McCarthy, MAI  
 (2009 Chapter President)  
 Joel B. Greenberg, SRPA, SRA  
 Donald J. Sarley, SRA  
 Claudia S. Vance, MAI

### **Region X Representatives 2010**

C. Kevin Bokoske, MAI  
 Robert J. Gore, SRA  
 David C. Yates, MAI

### **Region X Rep. 2009 Alternates**

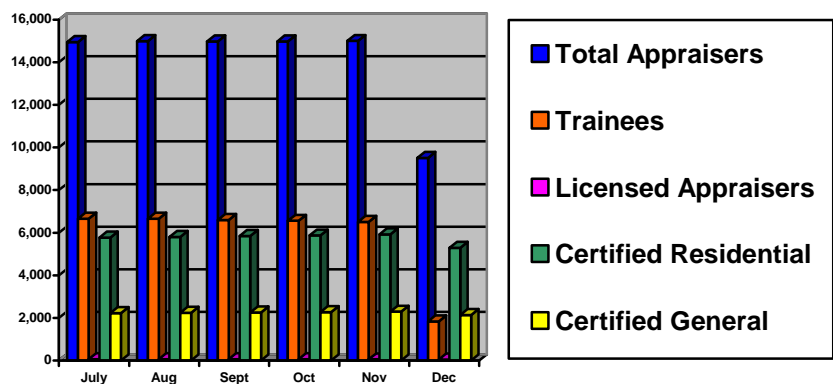
Albert J. Armada, MAI  
 Michael J. Brady  
 J. Lynn Carlson, MAI  
 Val K. Chiasson, MAI  
 Armando F. del Valle, SRA  
 Cynthia A. Gardner  
 William K. Griffith, SRA  
 Richard A. Klein, MAI  
 Andrew H. Magenheimer, MAI  
 Mark L. Pelletier, SRA

## **President's Message**

Welcome to 2009, such as it is!! With the deepening recession many of us have had to look inward and be thankful for the things we have. Many of those things are a result of the last several years of unprecedented profits. Of course, as we all know, the markets are cyclical and this too, shall pass. In the meantime, your chapter leadership is working hard to find both alternative income sources and expense economies in order to run "lean and mean".

While most of the chapters are feeling the pinch as a result of the economy and online education, we continue to prosper, in large part due to our outstanding Education Chair, Claudia Vance, and Executive Directors, Judy Curtis and Debra McClave. The word change has been overused of late, but certainly you'd agree that, especially in our industry, change is upon us. Consider the following chart which depicts the newest state certification numbers. Most striking is the drop in trainees of over 70%. Some attrition was expected but I doubt anyone expected these numbers.

## **Appraiser Licenses**



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## **President's Message - Continued**

It is our responsibility, as your chapter leadership, to make plans which will allow us to continue to compete and succeed. To that end, we will be engaging in a strategic planning process to identify our strengths, weaknesses, and ways in which we can increase member benefits at the chapter level. One of our first steps will be to survey the membership to determine what's working and what could work better. It's been years since we've heard from the membership in such a major way. We'll be asking you which programs, venues and services are most important to you and we'll be looking for suggestions for new member benefits and meeting formats. Please participate in the survey as important decisions will be made based on the results of this survey.

On February 13<sup>th</sup> our chapter will hold its quarterly meeting and annual installation meeting. Jim Amarin, MAI, SRA President of the Appraisal Institute will be installing the chapter officers, directors and regional representatives, and ***I encourage you all to attend.*** The installation and cocktail party are complimentary to members and Jim will be updating us on the State of the Appraisal Institute and the industry in general. We can ask him about his recent meeting with representatives from Fannie Mae, Freddie Mac, the Federal Housing Finance Agency, and the National Association of Homebuilders. All of the current national officers are extremely approachable and responsive and Jim provides updates on AI activity on his Facebook page. The Appraisal Institute website has also been redesigned and is a great resource and wealth of information. The new "communities of practice" service was recently rolled out to the national committees and the board and I expect that our chapter will have a presence there shortly, so stay tuned.

There are a number of exciting changes happening at the chapter, including a new location, but we can't do it without member participation, so please give us your thoughts on the survey and consider volunteering for a committee.

I wish you all a healthy and prosperous New Year and I look forward to seeing you at the Quarterly Meeting and Installation party on February 13<sup>th</sup>!!

**Ann Marie McCarthy, MAI**  
2009 Chapter President  
[amhmai@aol.com](mailto:amhmai@aol.com)

# ***THE APPRAISERS' APPRISER***

## **Education**

2008 was a banner year for education for our South Florida Chapter. We presented courses and seminars for both qualifying education credit and continuing education credit. Thanks to our members, and other appraisers in our community, for recognizing the high quality of our offerings and attending them. Special appreciation goes to our Executive Directors, Judy Curtis and Debra McClave for organizing, marketing, and managing education for our chapter. Due to their expert ability in this field, no class was canceled for lack of attendance which was not the case for many other chapters. We are truly fortunate to have Judy and Debbie with our chapter.

We are all aware of the drastic changes in the real estate market during the past year. From the appraisal career perspective, at the highest point in August 2007, there were 11,248 registered trainees. By December 2007, the number dropped to 6,852 because many trainees did not complete the post licensing requirement. At the end of the renewal cycle in December 2008, there were only 1,836 trainees. This number is not expected to increase because of economic conditions and the increase in needed qualifying courses to become a Trainee and to continue on to be a State Certified Appraiser. This circumstance will affect individual businesses, the profession in general, and education. There are fewer appraisers that need credits. The drop in the number of State Certified Appraisers is small. With all of this in mind, the 2009 educational offerings are focused on providing appraisers with information on current topics to increase their business and on presenting courses for our Associates to become designated. Since there is no market for new people coming into the valuation field, we are not presenting the basic courses to become a trainee. Our chapter needs you to continue to attend our offerings, which is critical for us to remain a viable entity.

All designated members of the Appraisal Institute who hold "practicing" status and whose continuing education cycle began on January 1, 2007 or later must satisfy an **Appraisal Curriculum Overview** requirement once in every continuing education cycle. The overview is designed to inform designated appraisers of the changes in the curriculum to currently become designated and for people to evaluate their own need for more training. A full description of the course is on the AI website. For SRA/ RM's the course is one day; for MAI/ SRPA/ SREA's the course is two days. The South Florida Chapter will present both days this fall, than annually after that.

Our 1<sup>st</sup> quarterly meeting luncheon and seminar will be held on Friday, February 13, 2009, at the Westin Hotel Fort Lauderdale from 11:45 AM to 4:30 PM. This meeting will start with lunch followed by the seminar, ***Public Sector Appraising: An Overview.***

### **Public Sector Appraising: An Overview**

3-hours continuing education, Appraisal Institute and FREAB 0008543

This seminar is designed for residential and general appraisers who wish to improve their knowledge and abilities in the appraisal of public-sector, non-mortgage related assignments. Appraisers with limited experience can use this seminar early in their career to develop a proper understanding of non-mortgage appraisal assignments and to decide if they want to diversify their careers into federal, state, county, and municipality appraisal assignments, or tax appeals. Experienced appraisers can utilize the seminar as an introduction or review into appraisal assignments they may have previously been unaware of or were not familiar with. The seminar will introduce examples of public sector appraising, clients, property types, and assignments; overview of easement appraisals, conservation easements and the larger parcel concept; overview of historic façade easements; outline of airport appraisals; overview of sea port appraisals; example of underground pipeline appraisals; ad valorem tax appraisals; and appraiser opportunities.

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The developer and facilitator of the seminar, C. Kevin Bokoske, MAI, works for Broward County, and has previous experience as a fee appraiser in Connecticut and as manager of a large tax assessor's office in Tennessee. Kevin is also an instructor for the Appraisal Institute.

**Following are the offerings for the first quarter of 2008; please note the approvals for each.**

## **Introduction to FHA Appraising: What Appraisers Need to Know About HUD Policies, Procedures and Roster Eligibility – FAU, Boca Raton**

**February 20, 2009**

Instructor: Craig Harrington, SRA

7-hours continuing education, Appraisal Institute and FREAB 008441

***Congress recently mandated that FHA appraisers demonstrate verifiable education on FHA appraisal requirements.***

With constant changes in Federal Housing Administration policy and requirements, the recent elimination of the FHA exam, and FHA and Fannie Mae appraising becoming increasingly similar to one another, appraisers need to keep abreast of the latest information on the FHA appraisal process. In Introduction to FHA Appraising: What Appraisers Need to Know About HUD Policies, Procedures and Roster Eligibility, both experienced FHA appraisers and those new to FHA appraising will gain a high level of understanding and knowledge regarding FHA appraisal policy without having to read through myriad documents from the U.S. Department of Housing and Urban Development (HUD). While participants will learn from the expertise of accomplished Appraisal Institute instructors, they also will receive a resource CD and other course materials containing essential FHA components and detailing the requisite policies and procedures of FHA appraisal. Information presented in this 7-hour seminar applies to **ALL** areas of residential appraising and will benefit any residential appraiser.

## **General Appraiser Site Valuation and Cost Approach – FAU, Boca Raton**

**February 23 - 26, 2009**

Instructors: Ken Foltz, MAI, SRA and Dan Hrabko, MAI

30-hours Qualifying and Post Licensing, FREAB 0008052 and 17-hours continuing education, 0007936

General Appraiser Site Valuation and Cost Approach is a practical, hands-on course that concerns two basic aspects of real estate appraisal: land/site valuation and the development of the cost approach. Extensive use of problems and case studies will give you practice in applying site valuation and cost approach methods. By successfully completing the course and exam, you will have met most states' education requirements in the content area identified as general appraiser site valuation and cost approach.

## **An Introduction to Valuing Green Buildings – FAU, Boca Raton**

**March 6, 2009**

Instructor: Alan Simmons, SRPA

7-hours continuing education, Appraisal Institute and FREAB 008171

***Approved by the U.S. Green Building Council Education Provider Program***

Year by year our nation grows more conscious of the environment and alternative means of energy and with this cognizance comes an increase in the construction of green buildings. Get the latest information on a market expected to value between \$19 billion and \$38 billion by 2010. In Introduction to Valuing Green

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Building, students will explore cost-benefit analysis, analyze the relevance of green features in the market, evaluate construction costs, and become familiar with design principles. Discover how green buildings are valued for investment purposes as you discuss case studies of recently completed commercial properties.

## **15-Hour National USPAP – FAU, Boca Raton**

**March 9 – 10, 2009**

Instructor: Jan Ramsay, SRA

15-hours Qualifying and Post Licensing with successful completion of the exam, FREAB 0006897

Using the National USPAP Course material developed by the sponsoring organizations of The Appraisal Foundation, this two-day course covers basic rules for ethical behavior and competent performance. The course is designed to comply with USPAP requirements for state certified appraisers and it highlights the role of the appraiser and the implied impartiality often associated with this role. Participants will learn how requirements of the Uniform Standards of Professional Appraisal Practice affect their appraisal businesses.

NOTE: The Appraiser Qualifications Board (AQB) of The Appraisal Foundation has issued a statement that indicates effective 01/01/2005 an appraiser must successfully complete the 7-hour USPAP update program every two years to meet the state's USPAP continuing education requirement.

## **Advanced Income Capitalization (510) - Courtyard by Marriott, Fort Lauderdale**

**March 16 – 21, 2009**

Instructors: Joseph Magdziarz, MAI, SRA and Robert Dunham, MAI, SRA

30-hours Qualifying and Post Licensing Education, FREAB 0006889 and 17-hours continuing education, 0006888

### ***Note: Required MAI Designation Course***

In this course advanced applications of the income capitalization approach are investigated and explored. Discounted cash flow (DCF) analysis provides the framework for much of the discussion of investment analysis concepts, emphasizing an understanding of the relationships among the various components of DCF. Financial leverage, risk analysis, and ways to support a discount rate are highlighted.

This course may be used to fulfill the 30-hour Elective topic requirement toward certification in states where approved for QE credit. NOTE: This course is not a substitute for the prerequisite General Appraiser Income Approach, Parts 1 & 2 courses.

Our Chapter is diligently working to bring our members the best and most relevant education to remain experts in real estate valuation. Please support our Chapter by attending our educational offerings.

**Claudia Vance, MAI**

Education Chair

[vanceval@att.net](mailto:vanceval@att.net)

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## 2009 Education Schedule

Date	Offering	Instructor
February 13, 2009 Friday	<b>QUARTERLY MEETING</b> The Westin Hotel, Fort Lauderdale <b>Public Sector Appraising</b> 3-Credit Hours/0008543	C. Kevin Bokoske, MAI
February 20, 2009 Friday	<b>Introduction to FHA Appraising</b> Florida Atlantic University, Student Activities, Boca Raton 7-Credit Hours/0008441	Craig Harrington, SRA
February 23-26, 2009 Monday - Thursday	<b>General Appraiser Site Valuation &amp; Cost Approach</b> Florida Atlantic University, Student Activities, Boca Raton 30-Hour Course	Kenneth Foltz, MAI, SRA Dan Hrabko, MAI
March 6, 2009 Friday	<b>An Introduction to Valuing Green Buildings</b> Florida Atlantic University, Student Activities, Boca Raton 7-Credit Hours/0008171	Alan Simmons, SRPA
March 9-10, 2009 Monday & Tuesday	<b>15-Hour National USPAP Course</b> Florida Atlantic University, Student Activities, Boca Raton	Janice Ramsay, SRA
March 16-21, 2009 Monday - Saturday	<b>Advanced Income Capitalization</b> MAI Designation Course 510 Courtyard by Marriott Ft. Lauderdale North, Cypress Creek	Joseph Magdziarz, MAI, SRA Robert Dunham, MAI, SRA
April 3, 2009	<b>QUARTERLY MEETING</b> Boca Country Club, Boca Raton <b>Inspecting the Residential "Green House"</b> 3-Credit Hours/0008277	Sandra Adomatis, SRA
April 29-May 5, 2009 Wednesday-Tuesday (No Class on Sunday)	<b>Advanced Residential Applications and Case Studies, Part 1 and Advanced Residential Report Writing, Part 2</b> (45-Hour SRA Demo Alternative) Courtyard by Marriott Ft. Lauderdale North, Cypress Creek	Janice Ramsay, SRA Sandra Adomatis, SRA
August 28, 2009	<b>QUARTERLY MEETING</b> Hotel TBD Real Estate Economy 3-Hour Seminar	Panel/Robert Love, MAI, SRA
Aug. 31- Sept. 1, 2009 Monday & Tuesday	<b>Real Estate Finance Statistics and Valuation Modeling</b> Florida Int'l University, Graham Center, Room 140, Miami 15-Hour Course	Vincent Dowling, MAI, SRA
October 5 - 6, 2009  October 7 - 8, 2009	<b><u>Part of the New Litigation Certificate Program</u></b> <b>Litigation Appraising: Specialized Topics and Applications</b>  <b>The Appraiser as an Expert Witness: Preparation and Testimony</b> Florida Atlantic University, Student Activities, Boca Raton	John Underwood, MAI, SRA  John Underwood, MAI, SRA

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## **2009 Education Schedule - Continued**

October 8 - 14, 2009 Thursday-Wednesday (No Class on Sunday)	<b>Advanced Applications</b> MAI Designation Course 550 Courtyard by Marriott Ft. Lauderdale North, Cypress Creek	Kerry Jorgensen, MAI
October 2009	<b>Appraiser Curriculum Overview 1 day and 2 day</b>	
November 6, 2009	<b>QUARTERLY MEETING</b> Hotel TBD 3-Hour Seminar	
November 9-12, 2009 Monday - Thursday	<b>General Appraiser Sales Comparison &amp; Income Approaches</b> Florida Atlantic University, Student Activities, Boca Raton 30-Hour Course	Kenneth Foltz, MAI, SRA Dan Hrabko, MAI
November 16-19, 2009 Monday - Thursday	<b>Residential Sales Comparison &amp; Income Approaches</b> 30-Hour Course Florida Atlantic University, Student Activities, Boca Raton	Gary Scott, SRPA, SRA Timothy Andersen, MAI
December 2009	<b>7-Hour National USPAP Update</b> (If 2009 USPAP Update is available)	
December 4, 2009 Friday	<b>Business Practices &amp; Ethics</b> 7-Credit Hours/0008397 Courtyard by Marriott Ft. Lauderdale North, Cypress Creek	Vincent Dowling, MAI, SRA

For further information, please contact Judy Curtis or Debra McClave

South Florida Chapter of the Appraisal Institute  
1500 West Cypress Creek Road, Suite 103  
Ft. Lauderdale, FL 33309

Phone 954-229-0499  
Fax 954-229-0498

Email [sfchap@bellsouth.net](mailto:sfchap@bellsouth.net)

Website [www.southflorida-ai.org](http://www.southflorida-ai.org)

Register Online  
[www.appraisalinstitute.org/education/SouthFlorida.aspx](http://www.appraisalinstitute.org/education/SouthFlorida.aspx)

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## **Join the Ranks of Designated Appraisers**



**Bill Rush, SRA and Bob Scherer, MAI**

## **Associate Guidance**

With the election behind us and most of 2009 in front of us, there are still a lot of unknowns in the economy. But one thing is for sure, in down markets, the users of appraisal reports will demand more thoughtful and thorough analysis. What better way to keep pace in these unknown times, then to improve your education and continue on the path to designation. Your local chapter of the Appraisal Institute wants to remind you that now is a great time to become designated and there is a long roster of mentors ready, willing and able to assist with all phases of the demonstration report and comprehensive exam.

In addition, local education offerings and mentoring, the Appraisal Institute provides the following national support network for all interested prospective members, affiliates and associate members:

Associate and Prospective Member Service Center,  
T 312-335-4111

E-mail: Associate Member Queries;

[associate@appraisalinstitute.org](mailto:associate@appraisalinstitute.org)

Affiliate Member Queries; [affiliate@appraisalinstitute.org](mailto:affiliate@appraisalinstitute.org)

Prospective Member Queries;

[prospective@appraisalinstitute.org](mailto:prospective@appraisalinstitute.org)

The Associate and Prospective Member Service Center can provide assistance to associate, affiliate, and prospective members in areas such as:

- Counseling for membership requirements
- Setting up designation path outlines for associates seeking a designation
- Explaining requirements to obtain a designation
- Clarifying membership categories to prospective members
- Updating contact information
- Assisting in dues payments
- Guidance with the 2008 AQB changes and state regulations

With the support of the entire organization, the service centers will be able to take the Appraisal Institute membership experience to the next level.

For any additional information, please contact me or Debbie or Judy at the South Florida Chapter, [sfchap@bellsouth.net](mailto:sfchap@bellsouth.net).

**Stuart Lieberman, MAI**

Associate Guidance Chair

[stuart.lieberman@cbre.com](mailto:stuart.lieberman@cbre.com)

# ***THE APPRAISERS' APPRISER***

## **2009 Officers, Directors & Regional Reps**

**President:** Ann Marie McCarthy, MAI  
**Vice President:** Donald J. Sarley, SRA  
**Secretary:** Armando F. del Valle, SRA  
**Treasurer:** James J. Walsh, MAI

**Directors thru 2009** Edward N. Ames, MAI  
Michael J. Brady  
Richard A. Klein, MAI  
Charlie E. Minor, MAI  
(Past Chapter President)

**Directors thru 2010** Val K. Chiasson, MAI  
Susan M. Edge  
Lance R. Zabatta, MAI

**Directors thru 2011** Albert J. Armada, MAI  
Frank J. Cardo, MAI

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Donald J. Sarley, SRA  
Claudia S. Vance, MAI  
Ann Marie McCarthy, MAI  
(2009 Chapter President)

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Robert J. Gore, SRA  
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Val K. Chiasson, MAI  
Cynthia A. Gardner  
William K. Griffith, SRA  
Richard A. Klein, MAI  
Andrew H. Magenheimer, MAI  
Mark L. Pelletier, SRA

## **Associates Leadership**

Michael J. Brady  
[mjbrady167@aol.com](mailto:mjbrady167@aol.com)

## **By-Laws**

Carlton W. Cole, MAI  
[carlton842@aol.com](mailto:carlton842@aol.com)

## **Education**

Claudia S. Vance, MAI  
[vanceval@att.net](mailto:vanceval@att.net)

## **Finance**

James J. Walsh  
[jim.walsh@cushwake.com](mailto:jim.walsh@cushwake.com)

## **Government Relations**

James J. Walsh, MAI  
[jim.walsh@cushwake.com](mailto:jim.walsh@cushwake.com)

## **Guidance/Mentor**

Stuart J. Lieberman, MAI  
[stuart.lieberman@cbre.com](mailto:stuart.lieberman@cbre.com)

## **House**

Frank J. Cardo, MAI  
[fcardo@andersoncarr.com](mailto:fcardo@andersoncarr.com)

## **Membership Development and Retention**

Donald J. Sarley, SRA  
[dsarley@bellsouth.net](mailto:dsarley@bellsouth.net)

## **Newsletter**

Wayne B. Lewis  
[wlewis@andersoncarr.com](mailto:wlewis@andersoncarr.com)

## **Nominating**

Charlie E. Minor, MAI  
[cminor@roeminor.com](mailto:cminor@roeminor.com)

## **Public Relations**

Val K. Chiasson, MAI  
[val@reafla.com](mailto:val@reafla.com)

## **University Relations**

Scott M. Powell, MAI  
[smpmai@smpgroup.biz](mailto:smpmai@smpgroup.biz)

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## **Membership News**

### **Newly Designated Member**

Joel B. Greenberg, SRPA, SRA

### **Designated Member Readmitted**

Frank D. Bittle, III, SRA

### **Practicing Semi-Retired Member**

Richard Avila, SRA

Janice Ramsay, SRA

### **Designated Member Transferred In**

Alan Izenberg, SRA from Metro NJ

### **New General Associate Members**

Harold Brooks

Ramses Cordoba

Mark Davis

Amy Fisher

Andres Lopez

Gene Rex

### **New Residential Associate Members**

Stephanie D'Avanzo

Henry Keel

Dorothy Leatherwood

Jennifer Miller

Elizabeth Pasternak

Barbara Ruge

Charles Siebrecht

Nicholas Wallington

### **Associate Member Transferred In**

Bruce Harris, Res. Associate from East Florida

### **Associate Member Transferred Out**

Christine Magher Hale, Res. Associate to West Coast Florida

Christopher Mikes, Res. Associate to East Florida

## **Associate Leadership**

In 2008 the chapter held two associate meetings after the quarterly meetings. The chapter board has decided to give the associate committee a budget so that meaningful programs and networking events can be presented. The meetings will be informal and we can cover a wide range of topics or just talk about any issue someone would like to discuss. These get togethers will most likely be scheduled separate from the quarterly meetings.

We need to know topics associates would like to cover or are interested in hearing about.

I have thought of some topics and I am requesting others do the same. Here are a few:

- Problems encountered while writing the demo
- Should I write a demo or attend the SRA Demo Alternative classes?
- What's happening in the sub-markets within the chapter?
- Increasing residential business with the new federal programs
- What problems are reviewers finding repeatedly?

I'm sure everyone has several suggestions as well.

**Here is where you come in.** We need at least one residential associate and one general associate to assist with the organization of the meetings. It's not a lot of work, and with several people volunteering an hour or two each quarter we can do great things.

I'll be waiting to hear from you. Take advantage of the professional association you are a member of and pay dues to. Get involved and consider submitting your name to attend LDAC this year.

### **Mike Brady**

Associate Leadership Chair

[mbrady@andersencarr.com](mailto:mbrady@andersencarr.com)

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## **Nominating Committee**

The selection of the five-member Nominating Committee will be completed at the February 13<sup>th</sup> chapter meeting. This committee is charged with preparing a slate of nominees for positions of 2010 officers, directors and regional representatives of the South Florida Chapter.

The current chapter president, Ann Marie McCarthy, MAI, will appoint one committee member and the board of directors will appoint one committee member. The chapter membership will nominate the remaining two members at the February 13<sup>th</sup> quarterly meeting.

If you are interested in serving on the nominating, please contact the chapter office at 954-229-0499 or [sfchap@bellsouth.net](mailto:sfchap@bellsouth.net).

## **Charlie Minor, MAI**

Nominating Committee Chair  
[cminor@roeminor.com](mailto:cminor@roeminor.com)

## **CE Status Reports Updated to Reflect Current Requirements**

The recently updated CE status reports for designated members now reflect the current requirements outlined in [Regulation 10](#).

- The Appraisal Curriculum Overview requirement now appears on the report.
- For 2010 cycles and beyond, the 1.25 advanced CE credit is shown with an asterisk.
- CE status reports are now easier to read, helping members understand which requirements they have already met and which they still need to fulfill.
- Renamed "Mandatory CE" and "Voluntary CE" headings to "100-Hours Required" and "100-Hours Recommended," respectively.
- Added a link to the "[Frequently Asked Questions on Continuing Education](#)" page on the Appraisal Institute Web site.  
[http://www.appraisalinstitute.org/education/ce\\_faq.aspx](http://www.appraisalinstitute.org/education/ce_faq.aspx)
- Designated members go to your "My Appraisal Institute" page, where you may view, edit and add to your personal CE log.

If you have any questions regarding the CE reports, contact the Designated Member Service Center, [designated@appraisalinstitute.org](mailto:designated@appraisalinstitute.org) or call 312-335-4401.

## **Please Note Technical Settings for New Lum Library**

Member feedback regarding the Lum Library's new online catalog has been overwhelmingly positive. On occasion, some members have experienced technical difficulties when trying to access the catalog. If you are having access issues, please contact [ailibrary@appraisalinstitute.org](mailto:ailibrary@appraisalinstitute.org) or 312-335-4467 to verify that the system is working properly.

If there are no system errors in the online catalog, the problem may lie in the individual user's firewall settings. One member's MIS staff modified the firewall filter to allow TCP 22080, which resolved the problem and other members experiencing technical issues have found this remedy to work as well. If your IT staff needs our IP address or other settings information for troubleshooting purposes, please contact [ailibrary@appraisalinstitute.org](mailto:ailibrary@appraisalinstitute.org).

This is a new software package and we based our selection criteria on member comments and recurring issues from the previous online catalog. You are encouraged to look at the new catalog and give the library feedback. We appreciate all input in our continual efforts to tailor the system to our members' needs.

## **Member Benefit: Self-Promotion Tools**

We can help our members grow their businesses and achieve new levels of success in 2009 by encouraging you to actively market your services with our self-promotion resources. To start the year on a high note, take advantage of the marketing vehicles provided by the Appraisal Institute.

Two of the most effective (and free) self-promotion tools are the AI Web site's "Find an Appraiser" online member directory and the Career Center section, each of which consistently

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## **Self Promotion Tools – Continued**

rank among the top five most visited pages with approximately 25,000 visits per month.

To maximize your exposure in the "Find an Appraiser" directory, designated members need to complete and/or update your member profiles. Accurate profiles will increase your chances of landing your next appraisal assignment. To update your profile, designated members need to login to the "My Appraisal Institute" section of [www.appraisalinstitute.org](http://www.appraisalinstitute.org) and select "My Member Profile" on the left sidebar.

All members can create an "Appraiser Available" profile in the Career Center to help generate more leads by visiting the [Create an Appraiser Available Profile page](#).

[http://www.appraisalinstitute.org/profession/jobs\\_earch/apprsrsvlbl\\_submit\\_job\\_ad\\_agree.aspx](http://www.appraisalinstitute.org/profession/jobs_earch/apprsrsvlbl_submit_job_ad_agree.aspx)

## **AI Education Takes Immediate Steps to Address New Fannie Mae Addendum**

On November 14, 2008 Fannie Mae released a "Market Conditions Addendum to the Appraisal Report" (Form 1004MC). We are taking the following steps to ensure that our course and seminar materials include this new information:

- Supplement. A supplement which includes Fannie Mae's new form, FAQs regarding the form, and the announcement outlining the changes will be included in course and seminar materials affected by this change effective immediately. If you have offerings for any of the courses or seminars listed below, please contact your education coordinator. He or she will mail copies to you or e-mail you the document.

## **Seminars**

Appraisal Challenges: Declining Markets and Sales Concessions  
Appraising Environmentally Contaminated Properties  
Appraising Manufactured Housing  
REO

Condominiums, Co-ops, and PUDs  
Introduction to FHA Appraising  
Quality Assurance in Residential Appraisals  
Reviewing and Underwriting Residential Appraisal Reports  
Reviewing Residential Appraisal Reports  
The Professional's Guide to the Uniform Residential Appraisal Report  
Supporting Sales Comparison Grid  
Adjustments for Residential Properties  
Valuation of Green Residential Properties

## **Courses**

Appraisal Curriculum Overview  
Residential Report Writing and Case Studies  
Residential Sales and Income Approaches  
Residential Site Valuation and Cost Approach  
Residential Market Analysis & Highest and Best Use  
Basic Appraisal Principles  
Basic Appraisal Procedures  
Apartment Appraisal: Concepts and Applications  
Sales Comparison Valuation of Small Mixed-Use Properties

- Resource on Web site. The Market Conditions Addendum to the Appraisal Report supplement is posted on the [More Education Resources page](#) as a download for appraisers who would like this information.

<http://www.appraisalinstitute.org/education/downloads/MarketConditionsAddendum.pdf>

## **New Litigation Certificate Program**

In 2009, the Appraisal Institute will unveil a new Litigation Certificate Program. In addition to earning Continuing Education hours for completing the Condemnation Appraising: Principles and Applications course, participants will earn a Litigation Certificate as well.

To earn the Litigation Certificate and to receive recognition on the Appraisal Institute's [Certificate Registry page](#), participants must fulfill the following requirements:

1. Pass all three exams for courses The Appraiser as an Expert Witness:

# ***THE APPRAISERS' APPRISER***

## **Litigation Certificate Program – Continued**

2. Preparation and Testimony, Litigation Appraising: Specialized Topics and Applications and Condemnation Appraising: Principles and Applications.
3. Be an Appraisal Institute Designated member.
4. If participants have taken Condemnation Appraising: Basic Principles & Applications AND Condemnation Appraising: Advanced Principles & Applications, they count for the new three-day Condemnation Appraising course.
5. However, if participants have only taken Condemnation Appraising: Basic Principles & Applications OR only Condemnation Appraising: Advanced Principles & Applications, the new three-day Condemnation Appraising course will need to be taken.
6. If an Appraisal Institute designation is earned after participants have taken the courses in the Litigation Certificate Program, they will then be placed on the Certificate Registry.

## **University Relations**

Excerpts taken from a memo by Bruce Cummings

The University Relations Project Team was appointed by the Board in 2008 to formulate a plan to promote the Appraisal Institute to university/college level students who are enrolled in a real-estate or finance related course. Since last year, the project team has been in the process of gathering information and analyzing the most successful approach to promote AI to colleges and universities through the following means: breakout sessions conducted at the AI's Chapter Leadership Meetings on August 12, 2008, conference call held with AI's Diversity Committee on December 16, 2008, and a survey to be sent to members in early 2009.

Four University Relations breakout sessions were held at the Chapter Leadership Meeting last year. Scott Powell, MAI, and Dennis Key, SRA, moderated the sessions. Heather Norgaard, Marketing Specialist with the Appraisal Institute,

was also present at the sessions. Fifteen to 25 chapter members participated in each session.

Key findings include:

- Problems with college students having to take or retake appraisal classes to obtain a license.
- Students feel that they have studied and paid for four years of undergrad and just want to begin their careers rather than take more classes to become appraisers
- Many students would prefer to find work in other areas such as financial institutions, construction companies, development firms, and other real estate-related professions where the starting pay is more desirable
- Packaged, low level, basic AI classes should be offered at universities
- MAI and SRA designations should be promoted to students as the equivalent of a graduate degree
- Increase awareness of the AI within the college and university

If you would like to volunteer for the University Relations committee, please contact me.

**Scott Powell, MAI**

University Relations Chair

[smpmai@smpgroup.biz](mailto:smpmai@smpgroup.biz)

## **2009 FREAB Meeting Schedule**

All meetings are held at the Real Estate Appraisal Board in Orlando unless stated otherwise.

61J1-4.003 Continuing Education: (7) A registrant, licensee, or certificate holder, including a Board member, may earn five (5) classroom hours by attending an entire meeting where the Board considers disciplinary cases, for a maximum of seven (7) of the required thirty (30) hours; provided that, the individual is not appearing as a party to a disciplinary action and notified the Division of Real Estate, Education Section, of the intent to attend at least seven (7) days prior to the meeting.

Monday and Tuesday, February 9 & 10

Monday and Tuesday, March 30 & 31

Monday and Tuesday, June 1 & 2

Monday and Tuesday, August 3 & 4

Monday and Tuesday, October 5 & 6

Monday and Tuesday, December 7 & 8