

**Appraisal  
Institute®**

*Professionals Providing  
Real Estate Solutions*

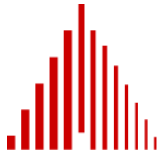
**North Star Chapter  
1265 Josephine Road  
Roseville, MN 55113**

**12th Annual**

## **Real Estate Trends Seminar**

**May 26, 2010**

**North Star  
Chapter of the**



**Appraisal  
Institute®**

*Professionals Providing  
Real Estate Solutions*

# **12th Annual Real Estate Trends Seminar**

**May 26, 2010**

Continuing Education and Conference Center  
St. Paul campus, University of Minnesota  
1890 Buford Avenue, St. Paul, MN 55108

### **8 Continuing Education Credits**

Appraisal Institute CE approved.

MN Appraisal and Real Estate CE, Assessor CEU's applied for.  
This program was developed by the North Star Chapter who is solely responsible for the content.

#### **Schedule at a Glance**

8:00 am Registration  
8:35 am Residential Session Rm 135 A/C  
8:35 am Commercial Session Rm 135 B/D  
1:05 pm General Session Rm 135 A/B/C/D

#### **Morning Residential Session-Room 135 A/C**

- 8:35 am **"Short Sales/Dealing with Lenders"**  
**Lynn Hooper—Customer Driven Realty**  
Learn the difference between an Appraisal and an REO Evaluation. What are FHA livable standards? What is the difference between individual & bulk portfolio evals? What is an "REO driven area?" Understand who represents the various interested parties to a short sale & how to avoid or deal with conflicts. Learn how to prepare an appraisal for funding approval of the "short sale".
- 9:52 am **"BPOs and AMCs" - Tony Pistilli—US Bank & Alan Hummel, SRA—Forsythe Appraisals**  
What is a BPO?; Current uses for BPO's; State Laws affecting BPO's and Appraisal alternatives to BPO's; What is an AMC?; Current MN law regarding AMC's and Pending Legislation; AI Model AMC Legislation and working with AMC's—current trends in the industry.
- 11:10 am **"Condominiums & Other Common Interest Communities" - Brad Dunham—Edina Realty Mark Radke & Dave Eide - Felhaber Law Firm**  
A look at the Condominium and Common Interest Community (CIC) as they are today. What is a troubled CIC? What are the factors affecting valuation?

#### **Morning Commercial Session—Rm 135 B/D**

- 8:35 am **"Capital Markets—2010"**  
**Murray Kornberg, Director, CBRE/Capital Markets**  
This seminar will be of value to real estate professionals that are involved in analyzing and understanding commercial real estate transactions. Commercial trends and the impact of financing on these trends will be discussed along with prospects for the coming months.

- 9:52 am **"Office Market Update—2010"**  
**Nils Snyder and Greg Moltumyr with Welsh Companies**

Where is the current market & what can we expect in 2010? How is the current office market different from other market down turns? What are the drivers for future absorption? How are current employers dealing with their space needs? Does it make sense to lease or own? Who are the growth companies that will lead us out of recession?

- 11:10 am **"Nursing Homes/Assisted Living/Appraisal Market" John Mehrkens—Presbyterian Homes**  
Update on the market for Senior Housing and Assisted Living in MN. What are the implications of State regulations for Nursing Home values & appraisals? Get an overview of history, market conditions, financing options & regulatory requirements.

#### **Combined Afternoon Session-Room 135**

- 1:05 pm **"IAAO Standard 6, Ratio Studies, Price vs. Value, Fee Simple/Leased Fee Distinction"**  
**Thomas Hamilton, PhD—University of St. Thomas**  
Measuring assessment performance—Sales Ratio Studies, Spreading & implications of misapplication; Sale Price vs. Market Value - When do they merge/diverge? Implications of Leased Fee/Fee Simple & financing leverage.
- 2:22 pm **"Wind Farms/Alternative/Green Energy"**  
**Brent Bergland - Mortenson Construction**  
Who is developing wind energy? What implications are there for replacing conventional coal and nuclear power plants? What is involved in site selection and regulatory control? How much does alternative energy cost and how much power can it produce?
- 3:40 pm **"Changes in Development & Demographic Trends" - Todd Graham - Metropolitan Council**  
Demographic trends; Market trends; Real Estate Market Implications; the developed core of the Twin Cities; more intense scenarios competes with greenfields development outside the core—suburban development; the future of the Metro Council's forecasting program.

*This seminar offers an update of local real estate trends and issues that will appeal to appraisers and real estate professionals. It provides both residential and commercial topics concurrently in the morning and a general session of timely topics in the afternoon. Each session will be 1 hour, 5-10 minutes in length with a 10-minute break between each session and a 45-minute lunch break.*

# 12th Annual ~ Real Estate Trends Seminar

## May 26, 2010

### Location

All sessions will be held at the Continuing Education and Conference Center (formerly the Earle Brown Center), 1890 Buford Avenue, on the St. Paul campus of the University of Minnesota. A map and parking directions will be sent with your confirmation.

### Fee

The fee for this seminar is **\$165.00** if registration is received by May 21, 2010, and **\$190.00** if received after that date. The fee includes the seminar, handouts, refreshment breaks and lunch.

### Refund Policy

Cancellations must be submitted in writing. Faxes are acceptable. If you cancel 5 days prior to the seminar date you will receive a refund minus the penalty fee of \$50.00. There will be no refund if cancellation is less than 24 hours in advance.

### ADA Compliance

If you have a disability and may require some accommodation, please notify us in writing at least two (2) weeks prior to the course, and we will arrange for reasonable accommodation.

### Hotel Accommodations

#### Radisson Hotel Roseville

2540 North Cleveland Ave  
Roseville, MN 55113  
651-636-4567 or toll free  
800-333-333

www.radisson.com/rosevillemn

\$98.00 special rate

Indicate you are attending a University of MN Course to receive the special rate. The hotels are approximately 2-3 miles from the Continuing Education and Conference Center.

#### Holiday Inn—Express

2715 Long Lake Road  
Roseville, MN 55113  
651-636-5800  
Special rate

#### Fairfield Inn

3045 Centre Point Drive  
Roseville, MN 55113  
651-636-7869  
Special rate

### For Registration Information Contact

Maribelle Cushman, North Star Chapter of the Appraisal Institute  
1265 Josephine Rd., Roseville, MN 55113 ~ Telephone: 651-633-0676  
Fax: 651-633-5956 and E-mail: maribellec@aol.com

**We are proud to offer  
the following USPAP  
Courses...**

**7 Hour National USPAP  
Update Course  
July 14, 2010**

**Business Practices & Ethics  
(5-CE Hrs)  
July 15, 2010**

MN Statute 82B.19 requires that all real estate appraisers receive at least seven hours of training in USPAP each license period.

### -Don't Miss Seminars -

**"Using Spreadsheet  
Programs in Real Estate  
Appraisals—The Basics"  
June 23, 2010**

**"Valuation by Comparison"  
Residential Analysis & Logic  
June 24, 2010**

**7 Hrs. Appraisal & Real Estate CE  
Assessors CEUs**

**Take the above two seminars  
Back-to-back and  
SAVE - \$40.00**

**Register on our website  
www.northstarai.org**

### Registration Form



### Real Estate Trends ~ 2010

Register via mail, fax, or  
online:

Mail to:

**North Star Chapter  
1265 Josephine Rd.  
Roseville, MN 55113**

Fax to:

**651-633-5956**

Online registration:

**www.northstarai.org**

The information on this form is private data, used to identify and locate you, obtain payment, and enable instructors to better know their audience. Information on this form may be shared with instructors and program co-sponsors. Please check here if you do not wish to be listed on the registrant list for distribution to conference participants.

Please don't list my name

### Schedule:

8:00 am—Registration  
8:35 am—Morning Seminars  
12:15—1:00 pm—Lunch  
1:05pm—Afternoon Seminars  
4:45 pm—Seminar Ends

Room 135—Upper Level  
Continuing Education &  
Conference Center-U of M  
1890 Buford Avenue  
St. Paul, MN 55108

Please copy and mail or fax this form

**\*\*Please indicate** (I will attend) \_\_\_\_\_ **Commercial AM Session** \_\_\_\_\_ **Residential AM Session**

Name (last) \_\_\_\_\_ (First) \_\_\_\_\_ (Middle Initial) \_\_\_\_\_

Business Address or PO Box \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Employer \_\_\_\_\_

Work Telephone \_\_\_\_\_ Fax \_\_\_\_\_ Home Phone \_\_\_\_\_

E-Mail Address \_\_\_\_\_

**Please check the one that applies:**

\_\_\_\_\_ **MAI** \_\_\_\_\_ **SRPA** \_\_\_\_\_ **SREA** \_\_\_\_\_ **SRA** \_\_\_\_\_ **RM**

\_\_\_\_\_ **Associate** \_\_\_\_\_ **Affiliate** \_\_\_\_\_ **Non-Member**

**MN Appraisal License #** \_\_\_\_\_ **MN Real Estate License #** \_\_\_\_\_

**Fee:** \_\_\_\_\_ **\$165** or \_\_\_\_\_ **\$190.00** *Late Registrants and Walk-ins*

**Method of Payment** (Please check one)

\_\_\_\_\_ I have enclosed a check or money order payable to the North Star Chapter

\_\_\_\_\_ I have enclosed a purchase order

\_\_\_\_\_ I authorize payment on my credit card: \_\_\_\_\_ VISA \_\_\_\_\_ MasterCard

Account Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Name as printed on card \_\_\_\_\_ Signature \_\_\_\_\_

Billing Address for card \_\_\_\_\_