



**Appraisal
Institute®**

*Professionals Providing
Real Estate Solutions*



**North Star
Chapter**

NorthStarAI.org

Meeting & Education News

1265 Josephine Rd., Roseville, MN ~ 651-633-0676 ~ Web site: www.northstarai.org

March/April—2009

The North Star Chapter of the Appraisal Institute Invites you to



Join our March 23, 2009 Meeting

11:30 am ~ Registration

12:00 noon ~ Luncheon—Brief Chapter Meeting

12:30—2:30 pm ~ “*Spotlight: The New Residential Market Conditions Form*” (Form 1004MC)

Seminar Instructor: Alan Hummel, SRA
Appraisal Institute Instructor

Location: Jax Cafe
1928 University Avenue NE
Minneapolis, MN 55418 612.789.7297



Fees: Luncheon Meeting and “*The New Residential Market Conditions*” Seminar
~ **No Charge** for those who have paid the Chapter Service Fee
~ **\$40.00** - Those who haven't paid the Chapter Service Fee & Guests

Reservation Deadline is Thursday, March 19, 2009

Cancellation Policy - Cancellations not called or e-mailed in by March 20th will be billed.

No Shows will be billed

- 2 Hours of Appraisal Institute CE approved
- 2 Hours—State of MN—Appraisal & Real Estate CE approval pending

Spring Celebration Meeting—March 23, 2009

“Spotlight: The New Residential Market Conditions” Form Seminar

The North Star Chapter is pleased to present a “Spotlight” seminar (developed by the Appraisal Institute) that goes over the November 14, 2008 release of the new Fannie Mae “Market Conditions Addendum to the Appraisal Report” (Form 1004MC). This new form will be required with all appraisals of one-to-four unit properties effective April 1, 2009. The focus of this presentation will be on researching, analyzing and reporting market conditions in the subject's specific market. Also included in this material will be discussion of policy differences called for by Fannie Mae Announcement 08-30.

This seminar is intended for residential appraisers, review appraisers, investors, underwriters, and lender quality control staff and will be of interest to all appraisers. Brand NEW Information for all!!!



What Every Appraiser Should Know-Part I

"It was the best of times; it was the worse of times". With these words, Charles Dickens starts his classic novel, **A Tale of Two Cities**. If I was writing an appraisal report, I could start the market analysis in the same way except that I would reverse the order.

Now, you may be wondering what drug is he taking; or, has he been on the space shuttle for the last several years. The answer is neither, although I have been known to have a wee pint of two.

Why are these the best of times? The answer is simply that in times of values falling faster than the Dow Jones 500 (another article some time), it is more important than ever for the public, government, and the financial communities to be protected by calling on true appraisal professionals, members of the Appraisal Institute, members of the North Star Chapter.

More than ever, the expertise of folks like yourselves is needed to solve problems. We did not create them (at least the vast majority of our members) but we certainly have to live with them.

Lenders, government acquisition specialists and other real estate professionals know that our members have the ethics, the educational courses and the experience to tackle any and all appraisal problems from the most mundane to the most complex.

So for those of you who have already taken the necessary steps to be truly known as a professional, I take my hat off to you. I suspect your phones are ringing off the wall. Lenders are turning to you to shed some light on the problems they are facing. They are looking for your help to resolve their problem loans as quick as possible with the minimum of loss. Remember: "If you are up to your neck in alligators; it is hard to remember that your task was to drain the swamp"

For those of you still learning, you truly do not know how fortunate you are to be a part of financial history. An old African proverb is "Smooth seas do not make skillful sailors".

Look back on the days that led up to this crisis, more important listen, watch, and learn from your peers. When the next crisis shows up; and it will (remember the days after "9-11", the late 80's, the early 80's, the mid 70's, of course I am talking AD); you will be prepared.

The institute and your chapter have abundant offerings of timely seminars and meaningful courses. The Appraisal Institute allows you a passport to some of the brightest minds in the business. There are the world respected Appraisal Journal articles, the Lum Library, numerous helpful links, etc.

You know what struck me most about Institute members? 35 years ago, I was just starting out. Whenever I was looking for advice from more experienced appraisers, these "pillars of the appraisal community" took the time of their busy day and provided timely and wise counseling. This is one of the greatest benefits of being a part of the North Star Chapter of the Appraisal Institute.

Business is a zero sum game. If someone is losing, someone is winning. All everyone needs to do is be on the right side of the equation.

Good luck, good health, and good success to all in the coming days.

See you at Jax's.

Bill Ruff
North Star Chapter President, 2009

ARE YOU INTERESTED IN SERVING ON A 2009 COMMITTEE??

Our President, Bill Ruff, MAI, would like to find "committed" people who are interested in participating in the operations of the Chapter. This is one of his main goals for the year. He would like each of you to be given the opportunity to volunteer for positions on the Chapter Committees. If you are interested, please complete the form below, indicating your preference and then sign and return to:

North Star Chapter Office
1265 Josephine Road, Roseville, MN 55113
Phone: 651/633.0676, Fax: 651/633.5956
E-mail: maribellec@aol.com

Bill would also be happy to hear from you if you would send him an e-mail: ruffwm@wellsfargo.com

Name: _____

Company: _____

Address: _____

City/State/Zip: _____

Phone: () _____ Fax: () _____

Designation(s): MAI _____ SRA _____ SRPA _____ RM _____ Associate _____ Affiliate _____

ADMISSIONS COMMITTEE: MEMBERSHIP ADMISSIONS, DEVELOPMENT AND RETENTION
GENERAL (3-YEAR TERM) _____ RESIDENTIAL (3-YEAR TERM) _____

ASSOCIATE GUIDANCE COMMITTEE
GENERAL (3-YEAR TERM) _____ RESIDENTIAL (3-YEAR TERM) _____

EDUCATION COMMITTEE
GENERAL (3-YEAR TERM) _____ RESIDENTIAL (3-YEAR TERM) _____

BYLAWS _____ FINANCE _____

GOVERNMENT RELATIONS _____ HOSPITALITY MEMBER SERVICES _____

PROGRAM COMMITTEE _____ PUBLIC RELATIONS _____

RESEARCH COMMITTEE _____ WEB-SITE COMMITTEE _____

Please see reverse side for Committee Descriptions

We hope you will consider becoming involved in the operations of the Chapter! We have newly Designated Members, many new Associates and Affiliates and we would like to have continuity, new ideas, thoughts and enthusiasm to help our overworked and highly Competent Committee Chairs!

CHAPTER COMMITTEES

If you desire additional information on committee activities, the name and telephone number of the current chair is listed.

Membership Admissions, Development and Retention: The Chapter Membership Admissions, Development, and Retention Committee shall develop, implement, and oversee the Chapter membership recruitment, development, and retention program. The Chapter Membership Admissions, Development, and Retention Committee shall also identify members for service on the Experience Review Panel. An Associate Member and an Affiliate Member are needed!

2009 Chair: *Dwight Dahlen, MAI, SRA—651-224-1381*

General Member: *Dan Boris, MAI, SRA—612-347-9314* Residential Member: *Debra Blindman-Frank—763-377-7457*

General/Residential Associate Guidance: To advise and assist those Associate/Affiliate Members affiliated with the Chapter in meeting the designation requirements of the Appraisal Institute. To help organize Associate Workshops throughout the year and contributes articles to the newsletter.

2009 General Chair: *Scott Neu, MAI - 612-347-9330* Residential Chair: *Tony Robey, SRA—651-234-7588*

Education - General/Residential: The Education Committee shall formulate and submit to the Chapter BOD a general program for educational activities at the Chapter level for the year and to take all steps necessary to prepare and conduct Chapter Educational programs. The committee considers the needs of the members and associates and makes these recommendations to the Board.

2009 General Coordinator: *Kurt Ophus, MAI—612-336-4223*

General Member: *Jeff Johnson, MAI—612-339-7700* Residential Member: *Rich DuBay, SRPA, SRA—651-255-1445*

Bylaws Committee: Maintains the Chapter Bylaws and policies, drafting chapter bylaw amendments/updates as needed and makes recommendations regarding the national bylaws and regulations.

2009 Bylaws Chair: *Julie Bjorklund—612-781-0605*

Finance Committee: Prepares proposed budget for the succeeding operating year, submits recommendations concerning proposed changes in the Chapter budget for the current year, and reviews the general financial condition of the Chapter and submits reports concerning such condition to the Chapter Board of Directors.

2009 Finance Chair: *Steve Shaykett, MAI—Chapter Treasurer—605-332-3553*

Government Relations Committee: Promotes the Appraisal Institute's policies and programs regarding legislation and regulations which are of interest and importance to appraisers. Also keeps us apprised of State policies and programs.

2009 Government Affairs Chair: *Wendy Walker, MAI - 612-825-9001* and Co-Chair: *Leigh Lenzmeier - 320-251-0653.*

Hospitality Member Services Committee: Acts as a welcoming body for the North Star Chapter and helps with check-in at dinner meetings. Assists in maintaining the badges. Take photographs of speakers and others as needed.

2009 Hospitality Chair: *Darren Browen—612—746-1114*

Web Site Committee: To assist with the Chapter web-site, making sure the Membership Directory, Educational Offerings, and content is current and articles of concern and interest are posted.

2009 Web Site Chair: *Ryan Bessler—612-349-9275* and *Joe Mako, MAI - 952-261-9424*

Program Committee: The Program Committee shall be responsible for the preparation and presentation of the regular meetings, choice of speakers, panels, topics and special projects. One of the biggest jobs of the Program Committee is finding speakers and topics for the highly successful "Trends" Seminar. The Committee shall also insure that approval of certification credit is obtained for those programs which meet the CE requirements of the Appraisal Institute and the State of Minnesota.

2009 Program Chair: *Wendy Walker, MAI - 612-825-9001*

Public Relations Committee: Responsible for editing the Chapter newsletter and for advertising and promotion including Yellow Page Advertising and the Membership Directories. Also responsible for preparing news releases about chapter activities and feature articles about appraisers and appraising for local papers, contacting local civic organizations to offer appraisal information programs, publish professional advertisements locally as permitted by the national Appraisal Institute, and distribute local membership directories. Develop Chapter relations with other organizations, including appraisal organizations...various public bodies when the actions of such public bodies may affect the Chapter, the Appraisal Institute, or its members and affiliates.

2009 Public Relations Chair: *Ev Strand, MAI - 612-340-1236*

Research Committee: Responsible for the preparation and distribution of research data such as sales (market date), construction costs, mortgage availability, land values, vacancy ratios, & other data as may be deemed important by the committee & to coordinate activity with the Program committee.

Committee Chair Needed.

We hope that you will take a few minutes to look over the above committees. If you are interested & still have questions, we urge you to call the Committee Chair. We need your help, ideas, resources..WE NEED YOU!!!

PLEASE CONSIDER THIS REQUEST!

Dates to remember.....March and April, 2009

Just a reminder...

The Appraisal Institute curriculum meets the new 2008 core requirements for real property appraisal education mandated by the Appraiser Qualifications Board. All courses listed below are offered in classroom settings.

******These courses meet the MN Core Curriculum Requirements - QE 2008 Courses

Educational Offerings - Courses & Seminars/Chapter Meetings

- March 9-10** ****15-Hour National USPAP Course (Note: QE 2008 Course)**
15 Hours PL/QE/CE with Exam
Instructor: Rich DuBay, SRPA, SRA
- March 12** **Associate Guidance Workshop—FREE - Associates/Affiliates**
Workshop **Continuing Education & Conference Center—U of MN**
8:00 am - Registration, 8:30 - 11:30 am - Seminar
 Informative Seminar for those considering or working on Designations
 Presentations on the Comp Exam, Demo and Experience Review
- March 23** **Spotlight: The New Residential Market Conditions Form**
Chapter **This form will be required beginning April 1, 2009**
Meeting **Jax Café, 1928 University Ave. NE, Minneapolis, MN 55418**
Instructor: Alan Hummel, SRA—2 Hrs. Appraisal & Real Estate CE
Registration: 11:30 am—Luncheon: 12:00 pm—Seminar: 12:30-2:30
No fee if Chapter Service Fee Paid, \$40.00 Out-state Members & Guests
- March 23-28** ****Advanced Income Capitalization (Note: QE 2008 Course)**
40 Hours PL/QE/CE with Exam, 36 Hours CE—No Exam
Instructor: James Vernor, PhD, MAI
- April 2** **7 - Hour National USPAP Update Course**
7 Hours Appraisal and Real Estate CE
Instructor: Craig Harrington, SRA
 Please remember to check your license renewal dates. This course fulfills the Minnesota requirement for 7 Hours of Instruction on USPAP required for appraisers each licensing cycle (*Minnesota Statutes 82B.19*)
- April 6-7** ****Residential Report Writing and Case Studies**
15 Hours PL/QE/CE with Exam, 14 Hours CE - no Exam
Instructor: Alan Blankenship, PhD
- April 20 - 23** **** General Market Analysis & Highest & Best Use**
30 Hours PL/QE/CE with Exam, 28 Hours CE - no Exam
Instructor: Vincent Dowling, MAI, SRA
Note: QE 2008 Course

Register online for all of these events: www.northstarai.org
(go to Education or Meetings/Events-you can also download & fax Registrations - 651.633.5956)

15 - Hour National USPAP Course - March 9 - 10

Instructor: Rich DuBay, SRPA, SRA

15 Hours of Appraisal PL/CE

Note: QE 2008 Course

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.

Remember: The appraiser can take the 15-hour USPAP but it will only count for hours toward his or her state's continuing education requirement; the 15-hour program will not meet the USPAP continuing education requirement of 7 Hours. Fees are: \$235.00 Appraisal Institute Members, \$300.00 Non-Members

Register online: www.northstarai.org/education (or call 651-633-0676)

Associate Guidance Workshop – March 12

Instructors: Dan Mueller, MAI and Jack Nisley, MAI, SRA

The North Star Chapter of the Appraisal Institute will be hosting an Associate Guidance Seminar on March 12, 2009 at the Continuing Education and Conference Center on the University of MN St. Paul Campus from 8:00 am – 11:30 am. (Registration at 8:00 am; Seminar - 8:30—11:30 am). All Associates and Affiliates are Invited Guests!!!

This FREE 3-hour seminar helps guide associates through the designation process. This seminar builds confidence and motivates associates to begin or complete their designation requirements. Experts on each area of the designation process – Comprehensive Exam, Demonstration Reports, and Experience Review – will give presentations on the requirements and be available for follow-up questions. It will be especially interesting to anyone with questions and concerns about becoming designated.

The Workshop is FREE!!!

Register online: www.northstarai.org/meetingsEvents.asp (or call 651-633-0676)

“Spotlight: The New Residential Market Conditions” Form - March 23 Chapter Meeting - Jax Café, 1928 University Ave. NE, Mpls., MN 55418

Registration: 11:30 am, Lunch at 12:00 pm followed by the Seminar - 12:30 - 2:30 pm

Instructor: Alan Hummel, SRA

The North Star Chapter is pleased to present a “Spotlight” seminar (developed by the Appraisal Institute) that goes over the November 14, 2008 release of the new Fannie Mae “Market Conditions Addendum to the Appraisal Report” (Form 1004MC). **This new form will be required with all appraisals of one-to-four unit properties effective April 1, 2009.**

The focus of this presentation will be on researching, analyzing and reporting market conditions in the subject's specific market. Also included in this material will be discussion of policy differences called for by Fannie Mae Announce. 08-30.

Fees: **No Charge if Chapter Service Fee is paid; \$40.00 - Those who haven't paid the Chapter Service Fee & Guests - 2 Hrs. of Appraisal and Real Estate CE applied for.**

Register online: www.northstarai.org/meetingsEvents.asp (or call 651-633-0676)

Advanced Income Capitalization (510) - March 23 - 28

Instructor: James Vernor, PhD, MAI

40 Hours PreLicensing/QE/CE Credit with Exam - 36 Hours CE without Exam

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.

Note: Required MAI Designation Course

Fees are: \$625.00 Appraisal Institute Members, \$725.00 Non-Members

Register online: www.northstarai.org/education (or call 651-633-0676)

7 - Hour National USPAP Update Course - April 2

Instructor: Craig Harrington, SRA

7 Hours Appraisal and Real Estate CE

This one-day update course, copyrighted by The Appraisal Foundation, focuses on recent changes to USPAP requirements for ethical behavior and competent performance by appraisers. The course, which clarifies several commonly misunderstood aspects of USPAP, will aid appraisers in all areas of appraisal practice seeking updated competency in USPAP, including those subject to state licensing or certification and continuing education requirements imposed by professional organizations, client groups, or employers.

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 Course every two years to meet the USPAP continuing education requirement. This course fulfills the Minnesota requirement for 7 Hours of Instruction on USPAP required for appraisers each licensing cycle (*Minnesota Statutes 82B.19*)

Fees are: \$170.00 Appraisal Institute Members, \$190.00 Non-Members

Register online: www.northstarai.org/education (or call 651-633-0676)

****Residential Report Writing and Case Studies**** April 6 - 7

Instructor: Alan Blankenship, PhD

15 Hours PL/QE/CE with Exam 14 Hours without Exam

Note: QE 2008 Course

This course meets current AQB criteria by engaging appraisers in practical writing exercises necessary to produce convincing appraisal reports in daily practice. Course objectives are achieved through the discussion and application of residential valuation procedures, grammar rules and writing techniques, and specific writing assignments based on a residential case study. Participants will practice writing effective narrative comments for form appraisal reports and learn how to explain valuation procedures and conclusions to users of reports. The techniques applied in this course are useful in real-life situations that complicate routine assignments.

Fees are: \$300.00 Appraisal Institute Members, \$350.00 Non-Members

**** Beginning 2-25-09 those who register online for this course can enter promo code **FHADEML** to receive 10% off of this classroom course.

Register online: www.northstarai.org/education (or call 651-633-0676)

General Market Analysis & Highest and Best Use - April 20-23

Instructor: Vincent Dowling, MAI, SRA

30 Hours PL/QE/CE with Exam 28 Hours without Exam

Note: QE 2008 Course

This new course will meet current AQB criteria. It will help you apply meaningful market analysis in valuation appraisals. The course begins by presenting the fundamentals of market/marketability analysis, and then shows how this analysis provides vital information for the highest and best use decision. You will practice applying the test of feasibility and determining a property's highest and best use. In-depth market analysis applications of two property types—retail and office—will help you apply the fundamentals of the six-step market analysis process. Through lecture, discussions, problems, and frequent quizzes, you'll pick up valuable skills that you can use to increase the reliability of highest and best use analyses and the conclusions reached in the three approaches to value.

This course also replaces Highest & Best Use and General Market Analysis (course 520) as required MAI designation education.

11th Annual Real Estate Trends Seminar – May 28, 2009

~ Last Minute Registrations—Walk-Ins ~

PLEASE REMEMBER: The Chapter would like to accommodate all registrations for courses/seminars, but with the Appraisal Institute registration system—the days of just calling and signing up or walking-in may not happen. In almost all cases you will have to register or be registered through the OLRs system before the event begins. The Chapter needs to submit a final “materials available to have on-site” order 10 working days before the beginning of the course/seminar. We are charged for and not allowed to return the “extra” materials. Usually we order 2-3 extra sets of materials to have available at the site and these may have been taken by late registrants. There are no guarantees for just walking-in! If you decide to attend at a late date, please call the Chapter first!

Please remember to register early for all courses and seminars!

Facsimile Transmittal

North Star Chapter of the Appraisal Institute

Fax: 651-633-5956

Phone: 651-633-0676

1265 Josephine Road
Roseville, Minnesota 55113



Date:

Attention:

Maribelle

FAX:

651-633-5956

From:

Number of pages (including this cover):

Schedule: 11:30 am ~ Registration

12:00 pm ~ Luncheon followed by the two-hour program

Please reserve the following space(s) for me on Monday, March 23rd at Jax Cafe
1928 University Avenue NE, Minneapolis, MN 55418 - 612.789.7297
for the Luncheon and Program **“The New Residential Market Conditions Form ”**
with **Alan Hummel, SRA**

Steak will be on the menu, if you would like Jax “Pasta” Salad instead, please call Maribelle

You must register for both the Lunch and the Seminar (or one or the other)

_____ For Lunch

_____ For Seminar

Name: _____

Guest: _____

**No Charge if you have paid your Chapter Service Fee
\$40.00 Outstate Members and Guests**

Please make your reservations for the Luncheon by March 19, 2009
Cancellations not called or e-mailed in by March 20th will be billed.
NO-Shows will also be billed.

Register Online: www.northstarai.org/meetingsEvents.asp

Fax: 651/633.5956, Phone: 651.633.0676

E-mail: MaribelleC@aol.com

or mail your reservations to: Maribelle Cushman
1265 Josephine Road, Roseville, MN 55113

