

North Carolina Appraiser

Fall 2008

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Presidents Message Financial Meltdown

Appraisal users are looking for a solid value in this time of turbulence.

By Hector Ingram, MAI

Well here we are in a financial melt down and the office is as busy as ever. I would like to think that this is because of our superior data and analytical skills, but I think it is more likely because we have been in business in the same town for 17 years without a major error (I hope) and that our clients are finally beginning to trust our judgment. I also believe that as investors make the flight to quality (or anywhere else they can get a low risk 7.5% per annum), some of our bank/corporate/professional clients are doing the same thing

"I believe that they are turning to the professional designated appraisers whose work they trust and whose fees they will now pay for appraisals that can be relied upon."

for their appraisal needs. This is coupled with the fact that the regulators are churning through the loan files in the banks and forking out all those horrible appraisals ordered during the giddy days of the last real estate bubble. The upshot of all this change is that appraisal users are looking for a solid value in this time of turbulence. I believe that they are turning to the professional designated appraisers whose work they trust and whose fees they will now pay for appraisals that can be relied upon. I would like to think that they will all turn to SRAs and MAIs, but I think that may be a little too optimistic. However, I do think that this is the time to show our stuff. I would urge you to call on your clients and let them know that as a member or associate of this organization; you will take their needs seriously and will work hard to get the most appropriate value for each property you appraise for them. Let them know about your advanced real estate education, your many courses and seminars for all those peculiar property types, your hours of study for the professional exams, the exacting peer review of your work and the ongoing network of other professionals with whom you share data and discuss the market. Let them know that you are the best man/woman for the job in these challenging economic times. Use the Appraisal Institute to sell yourselves and your superior work product. Good luck for the rest of 2008.

Public Relations Report We Become What We Think About Most

I wish the crystal ball on my desk would tell me when the market will finally bottom out, but it remains hazy.

By John Bosworth, MAI, SRA

2008 Committee Chair

Do you remember that uneasy atmosphere during the late 1980's where Savings and Loans were failing all over the country? Appraisers were part of the blame, but part of the solution. And as a result of these failures, the feds came to the rescue and bailed out the S & L's. Congress passed the law (Title XI of FIRREA) that eventually required us to become regulated. However, since then appraisers have seen an increase in irresponsible lending practices, wondering why no lessons were learned. And worse, some lenders became much more reckless than they were in the 80's. So if lenders are not regulated like we are, how long would this surge last? Hence, the absence of regulation where it is needed most. And finally it happened. At first, the news was scarce. A major Wall Street buyout (read: failure) here. Abundant foreclosure rates there. Now the media has developed an obsession with reporting bad economic news, and to report anything positive or upbeat is so blasé.

As real estate analysts, we understand that the lack of responsible, sound lending practices has resulted in catastrophic failures. Recently, the rate of new foreclosure has set records in most markets, and declines in property values have been documented. We can even use that paired data sets tool we learned long ago to prove it! (Continued on page 2)

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Marketing Tips

By John Bosworth, MAI, SRA, 2008 Committee Chair

And now, a quick guide to marketing yourself, the profession and the Appraisal Institute.

- Make sure you have filled out your Member Profile on the AI's website.
- Make sure you put your designation after your name in your valuation correspondence.
- Make sure you identify yourself as a Member, Associate, or Affiliate of the Appraisal Institute in your statement of qualifications.
- Make sure you send your clients a link to the new NCAI Directory; coming this fall at the new Chapter website.
- Wear your designation pin to all professional functions.

LEADERSHIP DEVELOPMENT & ADVISORY COUNCIL (LDAC) 2008

By AJ Hutson

Unlike a typical newsletter update article, I would like to begin by getting right to the point. WE NEED YOU! The following article describes the unique adventure of LDAC. Its success and longevity is entirely dependent on local chapter involvement. If you find these topics, politics, lobbying or giving back to your industry interesting, please contact me or Nancy Toombs ASAP! Today's appraisal industry issues will shape the future of this business. LDAC is a great way to be involved! Thanks to the support of our local NCAI Chapter, North Carolina was well represented at the AI's annual LDAC event. NC representatives were Claire Aufrance, Tonya Brady, Brian Bryant, MAI and AJ Hutson. Held at the Washington Court Hotel, the 2008 conference had representatives from all over the nation. LDAC has two components, discussion group sessions addressing pertinent issues in our industry and a Capitol Hill Lobby Day. The discussion group topics follow below:

TOPIC 1: What Is Your Designation Worth? (Summarized by Brian Bryant, MAI)

A question asked by many aspiring appraisers and designated members. This question has different meaning to those at different levels in the designation process. This often asked and discussed/debated question was discussed during LDAC in 2008.

For matters of discussion at LDAC, the topic was broken down into four main areas, including: (1) getting people into the profession; (2) getting people on the path to designation; (3) getting people designated; and (4) designated members.

Getting People into the profession

Attendees suggested that generally two kinds of people enter the profession – young people that come into contact with someone in our profession and middle-aged people looking for a new career. LDAC participants generally believe that the middle-aged people that join our profession have brought into

Public Relations Report (Continued from pg. 1)

While there are bad apples in every barrel, I am amused by the attempts to pull appraisers back into the focus as the ones to blame for this recent "credit crisis." Politicians are scurrying about looking to point the finger at the players who are guilty of this disaster. As a regulated industry, the finger pointing has not been aimed in our direction as much as it was during the days FIRREA was written. In fact, through the constant pressure by the Appraisal Institute, Congress has passed legislation to increase funding and enforcement powers to the scores of dysfunctional regulators. And we should be proud that our own NCAB has proven to be a leader in this arena. They are even more effective today, and are a model for others. I wish the crystal ball on my desk would tell me when the market will finally bottom out, but it remains hazy. The party just couldn't last. That five-percent-per-year-guaranteed-value increase is foolish to us now, but that sort of thing has always been foolish to us. We just shake our heads and grin. Now what? What can we do? I envision us as the wise men and women of reason, sitting around the fire in the teepee, passing the pipe around (not inhaling, of course), quietly speaking the truth. And the rest of the tribe is drawing closer, leaning towards us, eager for our wisdom. We will now take the lead. We will be that prudent voice, ignoring the fools that have passed us. Take another smoke, close your eyes and be that professional who provides something very essential, very practical to your clients. It is our turn now.

the profession and the benefits of designation; however participants agreed that the current young generation might not know what an appraiser is or what they do. It is this generation that the Appraisal Institute should focus efforts towards. It was suggested that there needs to be a compelling reason to enter the profession and that this generation needs to see the "carrot on the end of the stick," so they understand where they are going and what rewards are available after they become designated.

Getting People on the path to designation

There also must be a compelling reason to get on the path to designation. State licensure has blurred the lines between the state licensing and designation. It's unfortunate, but a reality that many of the users of appraisal services don't know and/or understand the differences between state licensing and designation. Because of this fact, many young appraisers don't see the value of entering the designation process. Participants agreed that the Appraisal Institute needs to work on branding that builds value (not just marketing) that would describe the differences between state licensed and designated appraisers. This branding should be developed at the national level and directed towards the users of appraisal services. Participants realized that this has started (with the marketing effort), but felt that it needed to be more educational regarding the differences and not just a promotional piece for the Appraisal Institute.

Getting People designated

When people think about designation, they think about four things – education, experience review, the comprehensive exam, and the demonstration report. (Continued on pg. 3)

LDAC Topic – 1 (Continued from pg. 2)

There were no suggestions regarding the experience review, but there were suggestions for the remaining three items. Attendees suggested “packaged” education consisting of two or three courses offered in close succession.

Payment plans and discounts for individuals signing up for a package deal (2 or 3 courses) were also suggested. Suggestions for the demonstration report ranged from removing it as a requirement to keeping it as it is. One suggestion was to make it a more structured process with regular mentoring by a designated member or even a report grader. Another was to model the general demonstration report after the newly revamped SRA demonstration report.

Attendees believed that the Associate Guidance Chair should identify those “last step people” in their chapter and do everything possible to help those people get designated.

Designated Members

Beyond the monetary rewards of getting designated, attendees believed that the major benefits of being designated include educational discounts, professionalism, perception in our market of achieving something above the minimum standard (state licensure), and credibility. Attendees believed that benefits need to continue to be developed, creating a greater difference between state licensed and designated appraisers, thereby creating more value to the designation. Some of the benefits suggested include: discounts on E&O insurance for designated members, and CE discounts (including a deep discount or free USPAP class). Attendees, both designated and undesignated, felt that designated members should have “quality of work reviews” and be tested at the end of CE courses. This would ensure that designated members stay in-tune with current appraisal methodology, thereby ensuring that the designation remains credible, which will entice others to begin the process.

TOPIC 2: Innovation in Education (summarized by Tonya Brady)

Bonnie Longo, MAI from southern New Jersey led a discussion on Education. The group reflected on education from the past and present and also brainstormed ideas for changes that we would like to see in the future. A few hot topics included: (1) how to improve our educational offerings; (2) what factors impact market share and how to improve our ranking in the industry; (3) looking at what other trade groups are doing; and (4) factors that affect education and what the AI can do to improve.

LDACers would like to see a consolidation of classes. Packaging of select courses with shorter time frames between offerings, as well as discounts for committing to more than one course as part of a package deal were discussed. Payment plans and financing were suggested also. Various recommendations were made. The top 6 short term and long term goals follow:

Short Term goals include (1) quicker exam results, similar to online courses (2) custom member page on the AI website with a section tailored to their needs for upcoming education and (3)

better coordination of educational offerings on a regional basis to avoid competition amongst chapters.

Long Term goals include: (1) blending of online education with classroom education for larger courses, including Certificate Programs. Such as having a certain number of days to take a course on line and then meet in classroom at the end of the allotted time for finalization of the course, or an exam. This is felt to blend convenience and the comradeship of the classroom. (2) Look at the University of Phoenix’s business model for “Distance Education” and extend our partnerships with universities. (3) The most widely discussed recommendation was the need for the national organization to share a portion of proceeds from online education with local chapters. Online education is considered highly competitive, since chapters rely heavily on education income to succeed.

Overall, we feel the AI is doing a great job at improving education for the future. The certificate programs are getting great reviews. Online education and webinars are expanding our options. Partnering with local universities for Advanced Education programs and helping to make our AI Organization and Designations more widely recognized as professionals that add value to the real estate industry. (Continued on pg. 4)

Our Deepest Sympathy

During these past few months we have lost a few of our AI family members.

*The North Carolina Chapter would like to extend our deepest sympathy and prayers to the family and friends of **Hugh R. Lindsley, MAI**, of Jamesville, NC. Hugh passed away on May 25, 2008 fighting a long battle with both Parkinson’s and Alzheimer’s.*

*The North Carolina Chapter would also like to extend our deepest sympathy and prayers to family and friends of **J. John Garlock, Jr., MAI** as he and his family lost their son, **Brian Butler**, on June 12, 2008.*

*The North Carolina Chapter would like to extend our deepest sympathy and prayers to the family and friends of **Levi Maupin, MAI** of Greensboro, NC, as he passed away.*

*The North Carolina Chapter would like to extend our deepest sympathy and prayers to the family and friends of **Andy Hinds, MAI** of Greensboro, NC as his Mother, **Joan Hinds**, passed away June 19, 2008.*

*The North Carolina Chapter would like also to extend our deepest sympathy and prayer to the family and friends of **M. Ray Barker, SRA**, as he passed July 16, 2008 leaving behind his wife, Lucille Barker, and son, Phil Barker.*

LDAC – Topics (Continued from pg. 3)

TOPIC 3: Innovation in Education (summarized by Claire Aufrance)

LDAC has existed for over 36 years, and has been an incubator for leadership and innovative ideas for the Appraisal Institute since its inception. The topic *How to Capitalize on LDAC* considered its strengths, as well as ways that the program could grow to be even more successful. Ideas brought forth by appraisers attending included adding the Vice Chair of LDAC as a member of the Strategic Planning Committee; giving more publicity to LDAC; adding a half day to LDAC for leadership training; having national committee chairs attend the LDAC informational session; and preparing better materials for Congressional handouts. The general consensus was that LDAC is a successful, fun, and inspiring event that could continue to grow and encourage a new generation of appraisers to be the best yet.

TOPIC 4: Government Enforcement of Existing Standards (summarized by AJ Hutson)

Ami Milne-Allen, SRA lead the discussion group for this timely topic which addressed four main areas: (1) The Appraisal Institute and Government Leaders; (2) Best Practices vs. Minimum Standards; (3) Impact of the 2008 AQB Criteria; and (4) Supervision of Trainees – Should the AQB/ASB be involved. On the topic of the AI's role in government, two key questions emerged, "how and when should they interact and what are better ways to engage the two. Attendees felt it was crucial to create state level appraiser coalitions to voice our positions and concerns. The group thought involvement in local appraisal boards was necessary and suggested attempting to offer CE credit to attend state regulatory board meetings. The LDAC group even suggested possible joint meetings with AARO conferences to solidify the AI's relationships with these regulatory groups. On a national level, attendees believe AI could be more active as the appraiser's voice. LDAC members would like to see the AI offer national level information to educate clients on hot topics like the mortgage crisis, best practices or educating the client.

Tying in with the Education discussion, this topic focused on Best Practices. Focus was given to the need for SRA and MAI members to develop brand recognition. Also, LDAC attendees felt that continuing education requirements should be expanded for designated members to ensure they too follow best practice standards and remain up to date on current trends.

Designated members should be required to pass course exams and provide work product for peer review. Attendees believe in some markets that work product quality may decline after designation and that this does not help promote the Appraisal Institute or the designation process.

The third topic questioned the impact of the recent AQB criteria changes on our profession. Many members believed the new changes will create much confusion and uncertainty regarding reciprocity among states. Many believed this fact might push our industry toward national licensing.

Finally, much heated debate surrounded the topic of the proper role of the AQB/ASB in the supervision of trainees. All agreed our profession has a problem when it comes to getting new appraisers trained to a best practices level. Attendees believe the AI needs to step up to fill the need here. Ideas included development of a supervisor/trainee program with AQB's blessing to create an "accredited" supervisory program. Another idea was that the AI should create a team of professional trainers or internship programs.

Lobby Efforts on Capitol Hill (summarized by AJ Hutson)

The 2008 LDAC group was very fortunate to secure meetings with the following congressional offices: Representative Brad Miller, Representative Mel Watt, Representative Sue Myrick, Representative Patrick McHenry, Representative Walter Jones and Senator Elizabeth Dole. Two main discussion points were addressed during our lobby sessions, that of Appraisal Reforms and Foreclosure Prevention.

Under the topic of needed Appraisal Reforms, the national AI platform was discussed and presented. Pertinent legislation discussed included HR 3837 (Escrow, Appraisal & Mortgage Servicing Improvements Act), S 2860 (Fair Value & Independent Appraisal Act) and HR 3951 (Mortgage Reform & Anti-Predatory Lending Act). The AI's position on these issues addressed the need to focus on how legislation may impact appraisers and the need for quality appraisal products during uncertain times. We asked for support of legislation aimed at promoting appraiser independence, greater regulatory power to the Appraisal Subcommittee and recognition that professional designations and training are an indication of quality. We expressed the AI's opposition to the proposed surety bond requirements noting it would not address quality concerns and greatly increase fees.

Foreclosure Prevention was the hot button topic during our timely visit. HR 5830 (FHA Housing Stabilization and Homeownership Retention Act) was being debated on the house floor during our visit. We voiced the position that any successful foreclosure prevention program should require accurate appraisals when real estate was involved. Furthermore, nothing short of an appraisal of current market value can accurately reflect value in a declining market. If loan write-downs will occur, the AI stressed the importance of quality valuation products to determine value.

The Capitol Hill Lobby Day is an exciting component to LDAC. There is simply nothing like pounding the pavement to congressional offices and having your voice heard. We found most of the offices to be very receptive to our ideas and the position of the AI. We had the opportunity to educate leaders on the appraisal process, the Appraisal Institute and the imperative need for quality valuations.

If you are interested in joining LDAC in 2009, please contact me (AJ Hutson at Anjanette.Hutson@wachovia.com or Nancy Toombs at nancy@ncappraisalinstitute.org).

SPECIAL THANKS!!

The Chapter would like to give **special thanks** to the following for volunteering their time and effort to help out:

SUMMER 2008:

Susan M. King, MAI, for helping with the hospitality suite.

Tonya L. Brady, Sheri L. Colvin, & Kendall S. Wright for helping with registration.

Barbara E. Hochstetter, MAI, for helping pass out instructor evaluations.

Barbara E. Hochstetter, MAI, I. Jarvis Martin, SRA, James Phichos, Leon B. Perkinson, SRA, W. Calvin Reynolds, MAI, SRA, David Smith, MAI, SRA, for helping with post registration.

FALL 2008:

Jill Millisor, for helping with registration.

Herman Shaw, MAI, for helping pass out evaluation forms.

W. Calvin Reynolds, MAI, SRA, Susan M. King, MAI, & Herman C. Shaw, MAI, for helping with post registration.

BUSINESS SPRACTICES & ETHICS 2008:

Cary Perkinson, for helping with registration.

Melanie Perryman for helping pass out instructor evaluations.

Debbie Mahon, & Carol Fortenberry, MAI, for helping with post registration.

Report of the Joint Regional Meeting

Austin, Texas

By **Paul G. Carter, Jr., MAI, SRA**

Representatives from Appraisal Institute Regions II, III, V, VI, VII, IX and X held a joint Spring Regional Meeting in Austin, Texas, on June 20-22, 2008. The North Carolina Chapter attendees included Nancy Toombs, Bill Murr, SRA, Carol Fortenberry, MAI, George Efird, MAI, Scott Robinson, MAI, SRA, Calvin Reynolds, MAI, SRA, Claire Aufrance, and Paul Carter, MAI, SRA. Highlights of the Joint Regional Meeting on June 21 and the Region V Breakout Session on June 22 are summarized below.

National President Wayne Pugh, MAI, opened the meeting on June 21 with a State of the Appraisal Institute Report. He outlined the current efforts of AI to meet the changing needs of its membership through new seminar and online course offerings, new publications, use of exam testing centers, a newly designed web site and extended web site support. He also discussed the Strategic Plan goals of increasing the membership of AI by designating more associates and attracting younger members to offset retirements. The efforts to achieve these goals include proposed service centers at the national office to efficiently respond to member calls and emails, new membership statuses for practicing and non-practicing members, and reduced membership fees for associates.

Fred Grubbe presented the Chief Executive Officer Report. He emphasized a renewed commitment of the national office for teamwork – to work as a team with the regions and chapters to promote the interests of AI and provide better service to the membership. He also outlined the new improvements made at the national office during the past year including an improved phone system, upgraded computer equipment and software, and the proposed call service centers in the national office.

Ralph Griffin, MAI, gave the Strategic Planning Committee Report, which outlined the goals of the Strategic Planning Committee for 2008. These included increasing AI's membership by gaining 5,100 new members in 2008; enhancing and promoting the SRA designation; providing new educational courses and seminars; promoting the AI as the "Voice of the Profession"; increasing the rate of new designations; increasing the competency of appraisers; and increasing demand for appraisal services. He stressed the need to recruit new young appraisers into AI to offset the membership losses due to retirements and to retain the critical mass of AI. For this year, 1,748 new members had joined AI as of May 31, 2008.

Immediate Past President Terry Dunkin, MAI, SRA, presented the Leadership Development and Nominating Committee Report, and Ann Marie McCarthy, MAI, presented the Diversity Committee Report.

The report of the Admission and Designations Qualification Committee (ADQC) was given by its Chair, our own Scott Robinson, MAI, SRA. His excellent PowerPoint presentation focused on the work of the Alternative Demonstration Appraisal Project Team (ADAPT). Currently, general associates have three alternatives for completing the demonstration report requirement – the Traditional Alternative, the Three Appraisal Report Alternative, and the Research Project Alternative. (Continued on pg. 6)

Report of the Joint Regional Meeting

(Continued from pg. 5)

Basically, ADAPT is proposing to establish a fourth alternative, called "E-Demo", in which general associates will submit completed segments of their demo report online, with each segment being uploaded and graded online. A Demo Mentor will be assigned to each participant to provide guidance through the process. The "E-Demo" proposal generated more questions and comments than any other topic during the meeting on June 21, and nearly all comments were favorable.

The Government Relations Report was presented by Bill Garber, Director of Government and External Relations in the Appraisal Institute's Washington office. He discussed the various bills and proposals in both chambers of Congress that address issues important to appraisers. Many of the bills have been introduced to combat mortgage fraud and predatory lending, and some of them have provisions dealing with appraisal independence and appraisal regulatory reform. He briefly reviewed some recent actions of the Federal Reserve Board that are pertinent to appraisers. He also discussed recent legislative proposals that have been introduced in the states to prohibit appraisal pressure.

Eric Schwartz, MAI, SRA, gave the 45-Day Notice presentation, which consisted of a brief overview of the six proposed amendments to the Appraisal Institute Bylaws and Regulations. The notice was sent to all AI members in early May 2008.

John Fiser, SRA, wrapped up the meeting on June 21 with an announcement of upcoming national meetings and closing remarks.

The Region V Breakout Session on June 22 was attended by representatives from nine of the eleven chapters. Sam Long, MAI, SRA, Chair of Region V, opened the session with a State of the Region address that basically indicated the region to be in good shape. The following reports included the Finance Report by Bob Guttman, SRA, Finance Officer; the Executive Director Report by Ruth Kelton, Region V Executive Director; the Nominating Committee Report by Charlie Mills, MAI, SRA Nominating Committee Chair; the Diversity Committee Report by Janice Evans, SRA, of the Diversity Committee; the Chapter Services Committee Report by Robert Domini, MAI, Chapter Services Committee Chair; and the Education Liaison Committee Report by our own Nancy Toombs. Next, Bill Garber visited the session and provided a Government Relations Report with some more details on the various legislative bills and proposals before Congress that are important to appraisers.

Our own John Bosworth, MAI, SRA, Chair of the Region V Public Relations Committee, gave an excellent PowerPoint presentation on the committee's efforts to enhance advertising and membership recruitment.

Next, all of the chapters in Region V in attendance gave reports of their membership counts, educational programs and performances, special events, and chapter successes and challenges. The North Carolina Chapter Report was given by Bill Murr, SRA, our President-Elect.

The six proposed amendments to the Bylaws in the 45-Day Notice were discussed and voted on by the Region V representatives. Five of the six proposed amendments were approved for addition to the consent agenda of the National Board of Directors, including: (1) adding Audit Committee members to the Board of Directors; (2) adding a second associate member to the Board of Directors; (3) changes to the Bylaws that will enhance the process of nominating national officers by the Leadership Development and Nominating Committee; (4) changes to the Bylaws that will increase the quorum requirement for a National Board of Directors meeting; and (5) a revision to the timing of chapter elections. The proposed amendment to eliminate the exam requirement of the Business Practices and Ethics Course was not approved.

The rest of the breakout session was devoted to a vote for Spring and Fall 2009 regional meeting locations, announcements of upcoming regional and national meetings in 2008, and some minor old business and new business issues. Region V Chair, Mr. Long then made some closing remarks and the breakout session adjourned.

MEMBERSHIP NEWS

(Continued on pg. 7)

New Affiliate Members – WELCOME!

Reid W. Parks, APPT, Winston-Salem

Mark A. Peterson, APPT, Pembroke

Andre D. Satchell, STUD, Winterville

MEMBERSHIP NEWS

(Continued from pg. 6)

Transferred In – WELCOME!

Lori D. Lindsey, Gen Assoc., from Metropolitan, NY to Chapel Hill
Robert M. Moorman, Gen Assoc., from Alabama to Waxhaw
Gregory L. Myers, Res Assoc., from East Florida Chapter to Chapel Hill
R. Jackson Smith, Res Assoc., from Virginia Beach, VA to Goldsboro
Tony A. Tate, Res Assoc., from Kingsport, TN to NC Chapter

New Associate Members – WELCOME!

Patricia A. Arvidson, Gen Assoc., Wilmington	Michael J. Hamm, Trainee, Smithfield	E.J. Ted Penn, Res Assoc., Reidsville
Carol Sue Austin, Res Assoc., Charlotte	Joseph O. Hemingway, Gen Assoc., Clayton	Eric L. Randall, Gen, Res Assoc., Asheville
Randolph C. Bennett, Res Assoc., Raleigh	Kimberly W. Hinson, Trainee, Four Oaks	Caroline A. Renfroe, Gen Assoc., Greensboro
Charles R. Birkholz, Gen Assoc., Raleigh	Kathryn J. Jacobs, Gen Assoc., Raleigh	Brandon F. Revels, Res Assoc., Stanley
Charles E. Blevins, Gen Assoc., Charlotte	Marla Jenkins, Res Assoc., Wilmington	Jeffrey L. Revels, Res Assoc., Indian Trail
Melvin E. Booth, Res Assoc., Rutherfordton	Julie E. Jones, Res Assoc., Elizabeth City	Elise Rocks, Gen Trainee Assoc., Wrightsville Beach
George R. Boren, Res Assoc., Whiteville	Hugh Kelly, Res Assoc., Garner	Sherelene Rollason, Res Assoc., Kill Devil Hills
Benjamin M. Bost, Gen Assoc., Holly Springs	Emily D. LaFrance, Res Assoc., Greensboro	Christopher S. Spencer, Gen Assoc., Charlotte
Ronald W. Brooks, Res Assoc., Sanford	Melinda H. Leonard, Gen Assoc., Charlotte	Scott D. Smith, Res Assoc., Sneads Ferry
Brian P. Cahill, Res Assoc., Garner	Andre M. Lewis, Res Assoc., Charlotte	Janet L. Snyder, Gen Assoc., Fletcher
Loretta M. Cahill, Res Assoc., Garner	Kevin Lynch, Gen Assoc., Charlotte	Christopher S. Spencer, Gen Assoc., Charlotte
Ronald W. Caro, Jr., Gen Assoc., Elizabeth City	Debra Ann Mahon, Res Assoc., Charlotte	Steven E. Stone, Res Assoc., Matthews
Carrie A. Caudill, Gen Assoc., Greensboro	Christopher Maisto, Gen Assoc., Raleigh	James M. Studeman, Res Assoc., Blowing Rock
Renee Coffey, Gen Assoc., Tar Heel	Bob S. Martin, Res Assoc., Mocksville	Jeffery G. Taylor, Gen Assoc., Raleigh
Daniel A. Crawford, Gen Assoc., Matthews	Debra C. Mason, Res Assoc., Graham	Hope W. Teaster, Res Assoc., Boone
Danielle M. Cross, Res Assoc., Elizabeth City	John M. McBrayer, Gen Assoc., Raleigh	Katrina M. Tennis, Gen Assoc., Greensboro
Tammie S. Daughety, Res Assoc., Greenville	Curt S. McVey, Gen, Res Assoc., Graham	David H. Thomas, Res Assoc., Southern Pines
J. Alan Dickerson, Res Assoc., Gastonia	David N. Meek, Jr. Res Trainee Assoc, Raleigh	Scott L. Twillman, Gen Assoc., Waxhaw
David W. Duke, Gen Assoc., Fayetteville	Richard M. Moser, Gen Assoc., Raleigh	Connie R. Walker, Trainee, Oak Island
Barbara L. Eide, Res Assoc., Forest City	Jonathan B. Nikouyeh, Trainee, Greensboro	Donald R. White, Jr., Gen Assoc., Wilmington
Albert B. Flanagan, III, Gen Assoc., Raleigh	James E. Norman, II., Gen Assoc., Raleigh	Janice E. Whitson, Res Assoc., Asheville
Stephen W. Fussell, Sr. Res Assoc., Mt. Airy	April Nuckolls, Gen Assoc., Matthews	Kristine M. Willard, Res Assoc., Greensboro
Robert C. Gillespie, Gen Assoc., Charlotte	Craig H. Parker, Gen Assoc., West End	Hoyt V. Womble, Gen Assoc., Greenville
Elizabeth A. Giri, Gen Assoc., Pinehurst	Michael H. Paschal, Gen Assoc., Fayetteville	Elaine Workman, Res Assoc., Benson
Sawyn G. Hamlet, Gen Assoc., Fayetteville	Frederika E. Patterson, Res Assoc., Charlotte	Patricia L. Wright, Res Assoc., King

ASSOCIATES' AREA

BY TONYA BRADY

Associate Membership Committee

2008 Officers:

Tonya Brady – Chair

Nancy Tritt - Vice Chair

Paul Snow - Finance Chair

Zach Spurgeon - Recording Chair

Caroline Renfroe - Subcommittees Program Chair/Social Chair

Associate's Meeting Summary – 7/24/2008

By Zach Spurgeon

The Associates Meeting took place July 24th at the Washington Duke Inn & Golf Club in Durham, NC. Don Rodgers, the Deputy Director of the North Carolina Appraisal Board spoke to the group and highlighted future changes that will impact appraisers in North Carolina. One significant change goes into effect September 1, 2008 at which point Certified General appraisers will be allowed to supervise three trainees at any one time as opposed to two trainees. The rule change is similar for Certified Residential appraisers, however, a third trainee will only be allowed once one of the two trainees has completed 50% of the required appraisal experience to upgrade. Don also discussed registration trends and noted that the total number of Certified General licensees in North Carolina spiked in 2008 by approximately 225 people although the total number of licensees did not increase significantly. He attributed the increase in Certified General appraisers to the new education requirements that went into effect January 1, 2008 as well as new appraisers moving to North Carolina.

Cal Reynolds, MAI, SRA spoke to the group regarding the North Carolina Chapter Scholarship Program. The scholarship will award a \$500 education credit toward any Level II appraisal institute course and is open to NCAI members who are working toward their MAI or SRA designations. The scholarship winner will be announced in October. For a copy of the application or any questions, please contact Nancy Tombs with the NCAI at (336) 297-9511. John Bosworth also spoke briefly and announced that the NCAI website will soon include a searchable list of all North Carolina Appraisal Institute members and will be searchable by name, county and city.

The fall meeting report will be coming out shortly in the next newsletter.

The next associates meeting will be held January 30, 2009 at the Grove Park Inn in Asheville, NC. It will provide an opportunity to learn and network with fellow associate members. We look forward to seeing you there.

FUTURE HAPPENINGS

November 10, 2008 – *REO: Appraisal of Residential Property for Foreclosure & Pre-Foreclosure*, Doubletree Hotel, Greensboro, NC,

November 11, 2008 – *Appraisal Challenges: Declining Markets & Sales Concessions*, Doubletree Hotel, Greensboro, NC

December 8, 2008 - *National USPAP 7 Hour Update*, Greensboro Airport Marriott, Greensboro, NC

January 30, 2009 – **Winter Meeting**, *Introduction to Valuing Green Buildings*, Grove Park Inn, Asheville, NC

February 18, 2009 - *National USPAP 7 Hour Update*, One Eleven Place, Cary, NC

March 10-13, 2009 - *General Appraiser Income Approach/Part I*, UNC-G, Greensboro, NC

March 24, 2009 - *National USPAP 7 Hour Update*, Crowne Plaza Hotel, Charlotte, NC

April 14, 2009 - *National USPAP 7 Hour Update*, Crowne Plaza Hotel, Hickory, NC

May 1, 2009 – **Spring Meeting**, TBA, Grandover Resort, Greensboro, NC

May 4-7, 2009 – *General Appraiser Income Approach/Part II*, UNC-G, Greensboro, NC

May 20, 2009 - *National USPAP 7 Hour Update*, Doubletree Hotel, Greensboro, NC

June 22-27, 2009 – *Advanced Income Capitalization*, UNC-G, Greensboro, NC

July 17, 2009 – **Summer Meeting**, TBA, Embassy Suites, Concord, NC

July 21-24, 2009 – *General Market Analysis & Highest Best Use*, UNC-G, Greensboro, NC

July 30-August 5, 2009 – *Advanced Applications*, UNC-G, Greensboro, NC

August, 2009 – TBA (*New Litigation Course*), UNC-G, Greensboro, NC

October, 2009 – **Fall Meeting**, TBA, NC

JOB MART

NCAI reserves the right to edit based on space available. Ads will remain in newsletter for two consecutive issues, unless otherwise notified. The Appraisal Institute assumes no responsibility for the reliability of ads other than to publish them.

AVAILABLE APPRAISERS

****New** Charlotte** - Certified NC/SC appraiser with 24 yrs experience is eagerly seeking the opportunity to transition into commercial appraising in the Charlotte area. I am self motivated, industrious and maintain a strong work ethic. As a result of my many years in the appraisal industry, I am proficient in all areas of research and property inspection, and possess strong analytical and communication skills.

I have a BS/Business, have completed all of the education requirements for the CG, and look forward to gaining experience and credits toward obtaining my CG. I am a quick study, and a positive, enthusiastic person who would greatly appreciate the opportunity to become a valuable asset to your appraisal team. I am open to discussing a part time position, if that is what is currently available. Please contact Debra Mahon at 803.548.1855 or precisionapprsl@mindspring.com

****New** - Triad Area- Registered Trainee** seeks an opportunity with a residential or commercial firm in the Triad area. Have passed all state required courses (R1-G3) and has had prior success bringing in new business. Please contact Gerald Moore at 336-691-0374 / 336-402-7608 or GMoore9017@aol.com

****New** - Triad Area** - trainee seeking a residential or commercial opportunity, full or part time. All R and G classes completed, and state exam passed. Licensed NC General Contractor. Eight years of development and construction experience, excellent communication skills, extremely self motivated. Please contact Bobby Key at (336) 399-3429 or email bkey2@triad.rr.com.

****New** - Virginia**- 11 years of residential experience, 8 years of land surveying experience and 4 year business degree, seeking position with a commercial appraisal firm in Virginia. Residential work experience benefiting a commercial firm includes market research, property inspections, customer service, consulting, attention to detail and math, computer and organizational skills. Land surveying work experience that would benefit a commercial firm includes reading legal descriptions, advanced math skills and familiarity with site development, easements and encroachments. Virginia certified residential appraiser willing to relocate. Please contact Mike Sweazey at 407-721-1506 or swzappraisal@aol.com.

POSITIONS AVAILABLE

****New** - Raleigh, NC** - Appraiser needed for well established Raleigh, NC appraisal company. Trainee, experienced trainee, or licensed/certified individual considered. Please forward confidential resume to: john@jbneeseinc.com.

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