

January 2011
For year-end 2010

Special points of interest:

- Photos from 2010 Chapter Business Meeting
- Thank you to Habitat Build Day Sponsors
- Mel Black, Attorney at Law, shares his blog.
- Purchase the 2010-2011 USPAP book from our office to save time and money. Details on page 6.

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A Publication of the North Carolina Chapter

North Carolina Appraiser

2010 President's Message - Susan M. King, MAI

As my presidency winds to a close, I cannot tell you how grateful I am for all your support. It has been a good year and an eventful one. I would like to think that NCAI was very instrumental in the passage of the North Carolina AMC bill. Many thanks to our own government relations committee co-chaired by Claire Aufrance and A. J. Hutson, and to the valuable advice and support from National through Bill Garber, Director of Government and External Relations along with Scott DiBasio, Manager

of State and Industry Affairs. From all of this came the hiring of NCAI's



first lobbyist, Mr. A. Melton (Mel) Black, Jr. Attorney at Law, from Raleigh, NC. As of mid October, he was on the job, fired up, and getting the NCAI's name out there. We look forward to es-

tablishing a PAC in 2011 and raising funds to keep NCAI and our profession at the top of the list. Not to repeat myself, but as I said in the spring, "Having the MAI and SRA behind your name is the "Gold Standard" in our industry, and we want to RAISE THE BAR!"

With that in mind, we are all faced with very challenging times, to say the least, both in our profession and our personal lives. I compliment past president (2008) Hector Ingram for his President's Message in the Winter 2008 Newsletter

(Continued on page 5)

Government Relations Committee Report

It has been a busy and successful year for the Government Relations Committee, between the passage of legislation to regulate Appraisal Management Companies (AMCs) and the addition of Mel Black to represent the NCAI as our lobbyist. Despite some recent successes, you may find yourself wondering, "what does the future hold

for appraisers?" The answer is simple: the future is what we will make of it. The Appraisal Institute is full of our industry's best and brightest, and we need your help! To continue the momentum of 2010, the Government Relations Committee is looking for fresh faces to join us in 2011 and we hope that our enthusiasm will be shared by

others who would like to join or be more involved with the NCAI. Please contact me (Claire@jmaappraisals.com) if you would like to join the committee. We would love to have you.

As you are likely already aware, *Session Law 2010-141* was signed by the Governor on July 22, 2010.

(Continued on page 3)



Zack Spurgeon and David Pope, MAI, SRA enjoying the social hour last summer!

“Our summer outing was the best ever! We must do it again...” said President Susan King, MAI



NCAI guests at Greensboro Grasshopper Game!

Associate Members' Committee Report

The Fall Meeting in October held in Winston-Salem was well attended due to the draw of three local commercial real estate brokers - John Ruffin, Hap Royster and Brad Millsaps. They provided insight into the local market as well as tying into the following days' seminar – “Lending in Crisis”. Prior to the guest presentation, the Associate Business Meeting was held. I gave the incoming Associate Chair, Rick Brant, my recommendations for the next year although I won't be going too far – I'll be one of the Associate Liaisons.

The Greensboro Grasshoppers ballgame event was again a success! It took place on September 2nd, hosted by the Associate Committee. Associates only paid \$5 for their tickets, while Designated Members paid the full \$15. Plus there was free pizza and beer and plenty of fun. There was a total 33 in attendance and we hope to have an even larger crowd if we host this event again next year. It's a great chance to network and have a good time.

A final local social, again held in Charlotte, took place November 4th. The social was hosted entirely by Integra Realty Resources and the incoming Chapter President – John Scott. Amanda Bowser, the Associate Committee Social Chair organized the after work event at Tyber Creek Pub. Again free food and drinks were available to all. The total attendance was 26, a big improvement from the first event we held in June. We're now looking to plan another social in February here so watch for Nancy's emails. If your company is interested in hosting a networking/social happy hour, contact us at either vanessa@johnbosworth.com or amanda@bryantrutledge.com. We'd love to organize it for you!

In closing, I really enjoyed being the Associate Chair this year. I was definitely nervous since I was previously only the Recording Chair and didn't really know what responsibilities were attached to this position. I learned a lot from attending the quarterly board meetings. The Committee tried to branch out locally supporting not only the Charlotte area but putting feelers out to the Wilmington and Asheville areas to get more Associate Members involved. I had great help from Amanda, as well as Caroline Renfroe in Greensboro, and Pat Gray in the Raleigh area who organized an event there. Really there were a number of Associates who stepped up to help at various times and I thank you all. Lastly, Susan King and Nancy Toombs were so helpful and supportive of the events we hosted – you both made things a lot easier for me.

See you around,

Vanessa Hall

2010 Associate Member Committee Chair

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SPECIAL THANKS TO OUR VOLUNTEERS!

The North Carolina Chapter would like to thank all our members for your continued support and assistance through-out the year. A special recognition to the following for volunteering their time and effort by helping out at our 2010 events.

**Summer
2010**

LUAU Claire Aufrance, MAI; Tonya Brady
Seminar Registration Susan King, MAI
Post Registration Paul Carter, MAI, SRA; Hector Ingram, MAI;
Ty Sutton, Elise Rocks

Business

**Practices
& Ethics**

Registration Tim Allen, MAI; Roger Webb, Jr
Post Registration Jason Lindsey, Al Thomas, SRA; Tim Allen, MAI

**Fall
2010**

Hospitality Suite Joyce Pusey, SRA; Claire Aufrance, MAI; Brian Bryant, MAI;
Cal Reynolds, MAI, SRA, SRPA
Chapter Business Meeting Joyce Pusey, SRA; Vanessa Hall
Seminar Registration Carol Fortenberry, MAI; Time Allen, MAI;
Damon Bidencope, MAI; Paul Zeleznik, SRA



OUR DEEPEST SYMPATHY

William Thomas Duckworth, Jr., MAI of Asheville passed away Saturday, January 23, 2011 at the age of 90 years old. Mr. Duckworth was a native of Asheville and happily married to Mary Watson Corpening Duckworth for 67 years. Mr. Duckworth was the first realtor to be awarded Life Membership in the Asheville Board of Realtors. He too, was a Life Member of the Appraisal Institute, formerly the American Institute of Real Estate Appraisers. It is said that his work as a respected appraiser and realtor helped to shape the urban renewal growth and development of downtown Asheville. Highlights of his career included the honor of appraising the Biltmore Estate and the Cherokee Indian Reservation.

Tom Taylor, MAI, SRA of Greensboro, lost his father-in-law, Mr. William H. Craft, in December.

Peggy Bird, **mother of Sheri Colvin of Greensboro**, passed away in late October.

Jane K. Bosworth, mother to **John T. Bosworth, MAI, SRA of Charlotte**, passed away on December 22 in New Orleans.

Stan Harper, SRA of Greensboro, lost his stepdad in October due to illness and a fall.

Government Relations Committee Report

(Continued from page 1)

This legislation gives the NC Appraisal Board regulatory authority over AMCs, and will become mandatory as of January 1, 2011. The NCAB had a public hearing on November 9, 2010 at 9 a.m. in their board room, which is located on the third floor of

5830 Six Forks Road, in Raleigh. Comments or objections to the proposed rules were able to be made on that date and the NCAI was there to make a statement. It was a very important meeting, and the building was packed with representatives of AMCs, Realtors, appraisers, etc. We had a strong presence during

this important time.

We are in the early stages of planning some NC lobbying days in 2011, with the goal being to have at least 20 to 30 NCAI members in attendance. Please contact the committee if you are interested in attending.

By, Claire M. Aufrance, MAI



“The Government Relations Committee is looking for fresh faces to join us in 2011”



Ty Sutton and Tonya Brady enjoying the summer Luau

If your company is interested in hosting a networking/ social happy hour, contact us!



Lynlee Basore, Kristen Andrews and Vanessa Hall having fun at the summer meeting.

NEW MEMBERS – Welcome!!

Lindsay K. Arndt	General Associate	Raleigh
John Coleman Daniel, III	General Associate	Sanford
Dianna Kay Fenley	General Associate	Greensboro
Peter A. Frandano	Affiliate	Southport
Howard Jones	Residential Associate	Harrisburg
Lauren Jones	General Associate	Raleigh
Matthew Tann Kangas	Residential Associate	Charlotte
Chelsea Elizabeth King	Affiliate	Greensboro
Ben Knollmeyer	Residential Associate	Concord
Charles Grant Linderman, II	General Associate	Raleigh
Robert A. Maceda	General Associate	Holly Springs
Christopher McNichol	General Associate	Clayton
Mike Joseph Moore	General Associate	Asheville
Wilson Thayer Newport	General Associate	Wilmington
David Grady Nichols, III	Affiliate	Greenville
Jessica L. Palermo	General Associate	Raleigh
Terri D Patton	General Associate	Candler
Regina Gardin Reid	General Associate	Charlotte
John Reed Sisty	General Associate	Charlotte
Ellin Emory Smith	Residential Associate	Charlotte
Colin Stainback	Residential Associate	Greensboro
Tim Swaim	General Associate	Winston - Salem
Richard S. Thomas, Jr.	General Associate	Sneads Ferry
Ella Marie Vrolyk	General Associate	Weaverville
Christopher Hubbard Walker	General Associate	Wilmington
D. Lee Warfle	General Associate	Charlotte
Terri A Wells	General Associate	Greensboro

CONGRATULATIONS!

Denise R. West

MAI

Congrats on your new designation

Barron Glenn

Passed his test for Certified General License

Claire Aufrance

MAI

Congrats on your new designation

President's Message—Susan King, MAI

(Continued from page 1)

(refer to NCAI website), what insight – did you know you had a crystal ball – because his message has held true since and will likely hold for several years to come. There can be "no blinders on" in this economic environment, here in North Carolina, our surrounding states, our nation, and the international arena as well.

It is an honor to inform you that, Scott Robinson, MAI, SRA and past NCAI president (2005), Region V Board of Directors, and past Region V Chair (2006) has received the Region V Volunteer of Distinction Award for his continuous service to the Appraisal Institute. Scott has served on numerous Local, Regional, and National committees over the past 10-15 years, chairing a number of them including the Strategic Planning Committee and the Admissions and Designation Qualifications

Committee, and currently a member of the Core Competencies Project Team. Scott has also been traveling to China with AI, having various roles involving associates' guidance, face to face experience reviews with an interpreter and interviewing them about general work history, and proctoring the comp exam and providing feedback on translation issues with the exam. Congratulations Scott.

Our Chapter has held steady over the year with a current roster of 657 total designated members. To date, while we have lost a few members, we have had 53 new associates come on board and we welcome you and congratulate you on your chosen path as a professional appraiser. I am also happy to report two newly designated MAI members for the year; Claire Aufrance and Denise West. Unfortunately, due to her husband's work, Denise has recently

moved to Virginia. On the flip side, we welcome Eileen Poulos, MAI, having recently transferred in from the W. Florida Chapter. Our education for the appraisal trainees, certification, the designation path, and continuing education is unsurpassed by many. The "Grammy" goes out to David Pope, Education Chair this year for the outstanding lineup of seminars (some "home grown"), and our chapter dinner/business meeting topics. Thanks so much! And to Nancy Toombs for overseeing all the three-day to week long courses held in Greensboro.

Once again, thank you to the executive officers, the board, committee chairs and members for all you do. I may have been at the helm, but it is all your hard work, endless volunteered hours, and your support that made my job easier. And as always, a special THANKS to Nancy Toombs, Executive Director, for all the hours of

(Continued on page 6)

"Giving back to the community is important to each of our members. And these projects are some of the most rewarding days of our year"

*Nancy Toombs
Executive Director*



HABITAT BUILD DAY

THANKS TO OUR SPONSORS!



John Bosworth & Associates LLC

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The Hopkins-McElhannon Group, Inc.

Integra Realty Resources

RW Shiplett & Associates, LLC

McNairy & Associates



L to R:
Kevin Rimbault, MAI,
Glenn Haggerty,
Michael McGrew,
Don Read

L to R:
Jay Navarro,
Claire Aufrance, MAI,
Zack Spurgeon,
Sarah Lak,
Vanessa Hall,
Rick Rutledge,
John Bosworth, MAI, SRA,
Brian Bryant, MAI,
Emily Clapp,
Mark Weathers

FALL 2010



L to R:
Susan King, MAI, Claire Aufrance, MAI,
Joe Magdziarz, MAI, SRA, 2010 AI President-Elect

CHAPTER BUSINESS MEETING



L to R:
Vanessa Hall, 2010
Associate Committee Chair



L to R:
Susan King, MAI and Lynlee Basore



L to R:
Susan King, MAI and
Joe Magdziarz, MAI, SRA, 2010 AI President-Elect

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USPAP

2010-2011 Book

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**SAVE TIME AND
MONEY!**

2010 President's Message

Susan M. King, MAI

(Continued from page 5)

dedication and for keeping us all on track. Our chapter is so fortunate to have such devoted, pleasant and professional staff members. I hope that the leadership that this year's executive officers have provided has served you well, and I am so grateful to have been a part the group. And I am grateful to have had the opportunity to serve you, our chapter, and the Appraisal Institute in 2010.

A few parting quotes from author, Patti Fralix: "... as an optimist, I believe confident, competent, and committed people can accomplish great things. ... Being one's best self is essential in living a happy and successful life. ... Living a life of meaning and purpose (passion) requires action (productivity). So, I say be passionate about your work, be productive, and most of all, be happy.

Thank you all!

Susan M. King, MAI

2010 President

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Available Appraiser**Registered Trainee Seeking Opportunities**

Dedicated, motivated, and committed in building appraisal relationship bonds while helping a company to grow in many capacities. If you are ready to grow email: smartinsr@triad.rr.com

Available Positions**Winston-Salem Area—Certified General Appraiser or Advanced Trainee**

Staff Appraiser needed for a commercial real estate appraisal firm in Winston-Salem. Applicants must be motivated, reliable and deadline-oriented. In addition, they must possess some report-writing, analytical and computer skills although training for each can be provided. Property types appraised include land, retail, industrial, office, motels, institutional, multi-family and special-use properties, as well as existing and proposed subdivisions. College education required. Compensation based on fee splits. Submit letter and qualifications to realdcf@aol.com

Columbia or Greenville, SC—Integra Realty Resources is seeking a commercial appraiser for either the Columbia or Greenville, SC office. Responsibilities include appraising general commercial properties, as well as maintaining good working relationships with clients. Candidate must be a certified general appraiser, as well as comfortable in Windows environment and proficient with Word and Excel. Assignments are located primarily in South Carolina with periodic travel as required. Compensation plan will be based upon experience, but features competitive fee split, health and dental insurance, and education/dues reimbursement.

The office has access to most data sources, including Real Capital Analytics, Reis, CRS, Loopnet, Smith Travel Research, STDB and statewide CoStar access. In addition, Integra has a national comp database.

Please forward confidential cover letter and resume to: Michael B. Dodds, MAI, CCIM, MRICS—mdodds@irr.com

Richmond VA or Raleigh/Durham NC—Commercial Appraisal Reviewer/Supervisor, SunTrust Bank, Inc.

The candidate must be self motivated and require little supervision. The position requires, effective interaction with appraisers and internal bank staff. Work involves the use of on-line systems to order and receive appraisals, to review/prepare for reasonableness and regulatory compliance, as well as internal valuation work, while meeting strict time requirements. This position is involved in the supervision of staff, resolution of valuation issues and training in appraisal policy. The candidate must hold a 4 year college degree and the MAI designation is preferred. Strong preference is given to a candidate with appraisal review experience in a bank. The position may be in Richmond VA or Raleigh/Durham NC. Relocation is not available. Please post for the position at: www.suntrust.com/careers and search for job #210179 (Real Estate Valuation Spec 4).

Senior Valuation Analyst—National ad valorem tax consulting firm seeks highly-sophisticated real estate valuation professional, to be responsible for a portfolio of tax appeals. Will conduct physical inspection of subject property, and comparables, evaluate assessed value in comparison with market value, research record cards, maps, and other available market data, in order to prepare tax appeal filings. Will interface with outside appraisers, attorneys, and other ad valorem experts. Requires BS degree; MBA strongly preferred, expert knowledge of various property types, and outstanding communication/presentation, and computer skills. A highly competitive compensation/benefits package will be available, and relocation assistance will be provided. Position will be based in major Midwest city. Interested candidates should forward a detailed resume, including current compensation level, to: christophergrp@gmail.com, attn: Chris Sprehe, President, Christopher Group Executive Search. All inquiries will be treated in strictest confidence.

Several Cities in NC -- BB&T (Branch Banking & Trust) is interested in considering certified general appraisers only, for possible full time staff position(s). Must be able to work independently, meet strict deadlines, have excellent report writing & computer skills, and be competent to analyze retail, industrial, multi-family, office, subdivisions, etc. Good salary and benefit package. Please respond to jepotter@bbandt.com with your resume.

Greensboro Triad -- Staff appraiser needed for large appraisal firm with very large client base. Coverage needed for Greensboro Triad area. Must be Certified FHA and preferably Flagstar approved. Good compensation, support staff, full marketing department and many company paid expenses (E&O, MLS, etc). Higher fee split for clients/orders you bring in with you. Need to start right away. Please submit resume and sample appraisals to - orders@sinnengreen.com or 919-741-5736.

(Continued on page 8)

Available Positions

Wilmington NC—Trainee needed for commercial appraisal company located in Wilmington NC. Please email your resume to wilmingtonappraisaljob@gmail.com

Grubb & Ellis Landauer Valuation Advisory Service is expanding and we are actively recruiting for the following leadership positions:

Team Leader Manage a team of production appraisers

Appraiser Production of high-quality real property appraisal reports for our demanding clientele.

Our firm consists of the top professionals within our industry. We represent a highly dedicated group of trusted advisors that are focused on providing creative and consistent real estate solutions that matter. Our focus is on the capabilities and expertise of the seasoned professional. Our management seeks to collaborate with the senior consultant in order to provide them with the ability to create the greatest upside for their business within a business.

We offer a national platform with a superior compensation package that includes fair and clear splits that are paid on billing. We do not nickel and dime the professional with arbitrary specialty offsets or referral and review fees. Our business model is built around developing highly leveraged teams that allow you the professional to focus your expertise and capabilities where they matter most—building your business within a business. Our model leverages both our technical and administrative support so that you can be freed to focus on your Highest and Best Use. At Landauer, management is your partner and accelerating your success is our top priority.

For further information, please log onto the website listed below or email your resume to Daniel Boring at Daniel.boring@grubb-ellis.com <http://media.monster.com/employerhighlight/grubbellis/index.html>

Charlotte NC—Standard daytime work hours. Non-telecommuting. Limited local travel.

WELLS FARGO RETECHS seeks an Evaluator—2= years evaluation and/or appraisal experience—Demonstrated experience in commercial banking, real property sales, real property appraisal or other real estate experience. Responsibilities to include independently researching real property data, assigning evaluation requests to outside evaluation vendors and preparation of evaluations and evaluation reviews. Provide consultation to loan officers on evaluation products and options. Manage the evaluation ordering process from start to completion for all evaluations assigned. Individual would be responsible for monitoring status of evaluations and facilitating their timely delivery. Assist senior staff as necessary. Interested parties should complete a profile at: <https://www.wellsfargo.com/careers> (basic Job Search Requisition #3439157)

Charlotte NC—The Hopkins-McElhannon Group, Inc.

A full service commercial appraisal firm is seeking a Certified General appraiser for an immediate position. We are also seeking two advanced registered trainee's to work under the direct supervision of senior level appraisers. Compensation for all positions is based on level of experience. Candidates for these positions must be detail oriented and have a working knowledge of Word, Outlook and Excel, *Argus a plus*. These positions require a self-motivated individual who is expected to work in a team environment with motivated professionals. Please reply to Randy Hopkins, MAI at 704.367.9939, Ext 23 or emailing randy@hmggroup.info or Rocky McElhannon at 704.367.9939, Ext 22 or emailing at rocky@hmggroup.info.

Eastern NC (New Bern, Jacksonville, Goldsboro, Greenville, Morehead City Areas) -- Certified General Appraiser needed for eastern NC Must be able to work independently, meet strict deadlines, have excellent report writing & computer skills, and be competent to analyze retail, industrial, multi-family, office, subdivisions, etc. Good salary and benefit package. Compensation based on fee split. Submit letter and qualifications to davelavigne@lavigneappraisals.com and or call 252-916-2861.

Wilmington Area - Certified General Appraiser

Staff Appraiser needed for a commercial real estate appraisal firm in Wilmington. Applicants must be motivated, reliable and deadline-oriented. In addition, they must possess advanced report-writing, analytical and computer skills. Property types appraised include land, retail, industrial, office and institutional, multi-family and special-use properties, as well as existing and proposed subdivisions. Compensation based on fee splits. Submit letter and qualifications to eworsley@worsleyrealestate.com

Triad Winston-Salem Area -- Certified General or advanced trainee with commercial experience needed. Must be able to work independently, be dependable and have good report writing and computer skills. Compensation based on fee split. Please submit resume to michaelhuggins@triad.rr.com or call Michael Huggins, MAI at 336-723-9130.



NCAI
Students



Susan King, MAI

Richard Marlow, MAI,

30 year Designation Anniversary

Bob Martin, MAI, SRA,

30 year Designation Anniversary

NCAI reserves the right to edit based on space. Ads will remain for two consecutive issues, unless notified. The AI assumes no responsibility of ads other than to publish them.

B L O G

“Significant revisions to the standard form are set to become effective January 1, 2011 “

Change Coming to Our Profession in 2011

Our profession has seen its share of changes in the last few years and 2011 will not be an exception. Here are some thoughts on a couple of the obvious areas and I'll save some of the other areas for future posts.

“Offer to Purchase and Contract” changes

Significant revisions to the standard form are set to become effective January 1, 2011. USPAP Standard 1-5 requires appraisers to analyze all agreements of sale as of the effective date of a market value appraisal. Remember the verb is “analyze” and the expectation is that the appraiser do just that. I will be teaching an appraisal CE class this spring that covers the revisions to the contract, but until then you might want to study the new form and read this recent [memo](#) that provides guidance on the changes specifically for appraisers.

Broker Price Opinions— New Legislation?

Could it happen?

Maybe. Think about where we are, where we were, and where we are going.

Where we are—Much has been made lately of real estate brokers performing BPOs for a fee for purposes that are not within the statute. Members and staff of North Carolina's Appraisal Board and Real Estate Commission have held a joint meeting and have been in contact on this matter

over the past few months.. The Board and Commission have both published guidance on this topic in their newsletters (See my October 27, 2010 post) and there are expectations that they will again address the topic.

Where we were— Remember 1997? Early that year the Board and Commission formally addressed BPO's and published articles that reminded real estate brokers of the law. I recall that the Board's article was published in about January or February of 1997. On April 15, 1997, a bill was introduced to in the North Carolina House to allow real estate brokers to perform a CMA or a BPO for compensation with very little limitations or restrictions and no language limiting the intended use or intended user of these products. Eventually the Board and Commission allowed BPO's for a fee for certain purposes and the [bill](#) was postponed.

Where we are going—

The Board and Commission are both looking at this issue again. Rumor has it that a large number of BPO's for a fee are being performed by real estate brokers with some in violation of the law. If brokers are determined to continue this practice and there is a healthy demand from users of these products (rumor also has it that some lenders actually loan money based on a BPO), then...well, you predict what might happen.

Appraisal Management Companies

AMCs are required to register as of January 1, 2011. As of December 23, 2010, the Board has 28 AMC applications in the database. Soon appraisers will be required to verify on the Board's website that AMCs we are working for are, indeed, registered in North Carolina. Look for more information on this soon. Here's a look at the [application](#).

I am also interested to see how things pan out with AMCs in NC. How many will pay the \$3500 fee to register? How will things change in the appraisal ordering processes? Will appraisal fees change and, if so, how? How many appraisers will renew in 2011? Will our renewal fees change? I'll do my best to keep you informed and, again, I welcome your predictions and comments.

Mel Black

A. Melton Black, Jr.
Attorney at Law, PA

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Date	Course/Seminar	Location	Cost	Instructor(s)	Credit Hrs.
2/17-23/11	Advanced Applications	Deep River Event Center Greensboro	\$595 Members \$680 Nonmembers	John H. Urubek, MAI	7 Hrs
2/28/11	7-Hr. USPAP Update	Embassy Suites Concord	\$175 Members \$184 Nonmembers	John T. Bosworth, MAI, SRA	7 Hrs
3/22-25/11	General Appraiser Income Approach, Part I	Deep River Event Center Greensboro	\$475 Members \$555 Nonmembers	Gary P. Taylor, MAI, SRA	30 Hrs inc. 3 Hr exam
3/29-31/11	Condemnation Appraising: Principles & Applications	Deep River Event Center Greensboro	\$395 Members \$475 Nonmembers	Stephen J. Matonis, MAI Roscoe W. Shiplett, MAI	22 Hrs inc. 1 Hr exam
4/8/11	2011 RE Valuation Conference Spring Meeting	Embassy Suites Concord	TBA	TBA	7 Hrs
4/12-15/11	General Appraiser Income Approach, Part 2	Deep River Event Center Greensboro	\$475 Members \$555 Nonmembers	Jefferson Sherman, MAI	30 Hrs inc. 3 Hr exam
4/20/11	7-Hr. USPAP Update	Deep River Event Center Greensboro	\$175 Members \$184 Nonmembers	Joyce Pusey, SRA	7 Hrs
5/11/11	7-Hr. USPAP Update	One Eleven Place Cary	\$175 Members \$184 Nonmembers	Ronald Loftis, Jr., MAI	7 Hrs
5/17-20/11	General Market Analysis and Highest & Best Use	Deep River Event Center Greensboro	\$475 Members \$555 Nonmembers	James D. Vernor, PhD., MAI	30 Hrs inc. 2 Hr exam
8/5/11	TBA Summer Meeting	Holiday Inn Resort Wrightsville Beach	TBA	TBA	7 Hrs
Fall	Business Practices & Ethics	TBA Greensboro	TBA	John T. Bosworth, MAI, SRA	7 Hrs**
Fall	Appraisal Curriculum Overview - Residential	TBA Greensboro	TBA	TBA	8 Hrs
Fall	Appraisal Curriculum Overview - General	TBA Greensboro	TBA	TBA	15 Hrs

2 0 1 1 C L A S S S C H E D U L E
N C A P P R A I S A L I N S T I T U T E

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