

President's Message

By James D. Brown, MAI

Time flies and we are well into 2007. I have moved from first-year Board Member to being your Chapter President, a distant obligation when I agreed to serve on the Board 7 years ago.

I am fortunate to be Chapter President at a time of positive change. State appraiser licensure and certification have been accepted and accommodated in the appraisal industry. Fears they would make the Appraisal Institute and its

designations redundant have proven false.

The Institute's 2006 Leadership Conference in San Francisco demonstrated how reinvigorated the Appraisal Institute has become. The enthusiasm expressed by those attending from across the U.S



Brown

indicates the Appraisal Institute is back and is back as the leading professional appraisal organization.

In my office, I have a grandfather clock. Its pendulum swing reminds me of the principle of change which influences valuation. Everything is subject to change including the Institute. Its change is currently positive, with the outlook optimistic like a pendulum upswing.

Our annual banquet in January drew its greatest attendance in 15 years (over 100). The Chapter is again holding monthly meetings. Our first, at the Benson on March 22, was very well attended (56) with more new faces than old. It resulted in many new acquaintances made and old ones re-es-

tablished. National and Chapter finances are excellent. Membership is growing and new designations are being granted. A full slate of education programs is scheduled for 2007 including Chapter volunteer seminars prior to meetings.

I look forward to working with the Chapter as the Institute rebounds nationally and locally. Our Chapter has a great board, officers, and volunteers. I invite all of you to attend the Chapter meetings. Chapter meetings provide educational benefits and opportunities for networking, hiring and employment. They also provide a social evening of fun, food and wine. All Chapter meetings are at the Benson. Each has a dinner speaker and is preceded by an educational seminar with Oregon and Washington appraiser education credit hours.

Thank you for letting me be your president during this exciting year of change.

The Going Concern is your value estimate

In this month's Appraisal Institute Chapter meeting Jim Brown, MAI and Robert Gill, MAI will present a two-hour seminar on the issue of going concern in real estate. Going concern is the intangible value component found everywhere in real estate that is often miss-understood or ignored. Find out how to identify and understand it in the property you value. This seminar, like last month's, is preceding the monthly Chapter meeting at the Benson Hotel and provides those attending 2 hours of re-licensure education credit with the States of Oregon and Washington.

The date is April 26, 2007 and the time is 4 to 6 PM. The Chapter dinner

meeting in the Crystal Ballroom follows at 7 PM after a one-hour social period with open bar.

Mr. Brown and Gill specialize in valuing real estate with significant going concern, (motels and elderly care). Both worked for national appraisal firms with business valuation appraisers and worked with them to segregate out going concern versus business values. They have different opinions on what going concern is and how to segregate it when appraising property so attendees will be presented with two different viewpoints. They will discuss what it is and how to measure it using the Cost, Market and

Income Approaches.

The May meeting is being preceded by a seminar hosted by Jim Lyon, MAI and Richard Herman, MAI, SRA. Topic to be discussed is "Testifying in Court on Your Opinion of Value".

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New licensing requirements take effect

By Matthew Larrabee, MAI

Any appraiser assistant seeking to become a licensed residential, certified residential, or certified general real estate appraiser in the State of Oregon after December 31, 2007 must meet new education requirements.

The following information is from the Appraisal Institute, http://www.appraisalinstitute.org/education/become_education.asp

	†	Current	Future (1/1/08)
Appraiser Trainee		75	75
Licensed Residential Real Property Appraiser		90	150
Certified Residential Real Property Appraiser		120	200
Certified General Real Property Appraiser		180	300

There are additional new requirement relating to college degrees and certain required college coursework that may be taken in lieu of a degree. Information on all education requirements is available through the Appraisal Qualifications Board at http://www.appraisalfoundation.org/s_appraisal/sec.aspx?CID=98&DID=133.

For information specific to Oregon, contact the Oregon ACLB at www.oregonaclb.org.

Appraisal Institute rolls out new curriculum

By Matthew Larrabee, MAI

In response to the new 2008 AQB education requirements for appraiser licensing and certification, the Appraisal Institute has updated its pre-licensing curriculum. These qualifying education courses are being offered in 15 hour and 30 hour formats to more closely align with state requirements. The new PowerPoint presentations are very appealing and content-rich.

Certified General Education ñ The Greater Oregon Chapter is forming a plan to make the classes for General Certified Appraiser available on a predictable two to three year cycle. The aim is to save our local associates the excessive costs of travel that would

otherwise be necessary.

To make this plan feasible, we must meet a certain threshold of students to cover the chapter's costs. Those of you who are currently working towards the General Certification, please drop a line to our Education Chairman, Matthew Larrabee, MAI at office@resginc.com.

Thanks go out to Aaron Krueger and Ernie Tischhauser, who have volunteered their time to become our new Assistant Education Chairs.

The coursework offered by the Appraisal Institute to meet the new requirements are summarized as follows:

Certified General Real Property Appraiser Available Now or in the Near Future	
<i>Basic Appraisal Principles</i>	30
<i>Basic Appraisal Procedures</i>	30
<i>National Uniform Standards of Professional Appraisal Practice (USPAP) Course, 15-Hour</i>	15
<i>Real Estate Finance, Statistics, and Valuation Modeling</i>	15
<i>General Market Analysis and Highest & Best Use*</i>	30
<i>General Appraiser Sales Comparison Approach**</i>	30
<i>General Appraiser Site Valuation and Cost Approach**</i>	30
<i>General Appraiser Income Approach / Part 1***</i>	30
<i>General Appraiser Income Approach / Part 2***</i>	30
<i>General Appraiser Report Writing and Case Studies****</i>	30
Electives	30
	300

*Available November 2006, **Available August 2007, ***Available July 2007, ****Available October 2007

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Online Registration System continues to improve

By Marc Campos, MAI

As many of you know, the Appraisal Institute has created an Online Registration System (OLRS) that all chapters across the country will be using. It has been in the works for quite some time. Your region leaders want to let you know that while some are already on the system, all of the Chapters in Region One will soon be using the new system. It may look a little bit different than what you are used to, but you should have no trouble using the new system.

OLRS is being put in place for consistency and efficiency

reasons. It will help all 96 chapters in the Appraisal Institute present the same professional image to students as they register and attend courses and seminars. It will also provide our Chapters with some efficiencies and marketing tools when fully implemented. The system has already been improved with significant input from our local chapters. Additional changes will be made in the coming months as new features are added. We hope you find the new system beneficial, and we welcome your feedback.

AI National Visibility Campaign to include Portland radio ads

The AI Visibility Campaign is in its third year. The goal is to educate clients about the depth of expertise and specialty services Appraisal Institute members provide and to encourage selection of MAI, SRA and SRPA designated appraisers.

A radio campaign has been developed which airs 60-second and 30-second messages over a four-week period in several markets. Portland has been selected for airing of ads, beginning on April 16. An additional four-week airing will begin September 3rd on AM†Radio station KEX.

Appraisal Institute rolls out new curriculum

Residential Appraisal Education ñ The Chapter would also like to offer the qualifying education cycle on the residential side. We have recently stepped up our 75-Hour Basic Appraisal Education package to a three times per year offering. We would like to expand this effort to make a full menu of residential qualifying education available, but we are going to need volunteers who are willing to spend a

few hours of their time planning and coordinating classes. If you would like to help by bringing quality AI residential appraisal education to Portland, please contact Matthew Larrabee, MAI at office@resginc.com .

Following is the coursework offered by the Appraisal Institute to meet the new requirements for Licensed Residential and Certified Residential Real Estate Appraiser:

Licensed Residential Real Property Appraiser		
(Meets future 150-hour education criteria)	Available Now	
<i>Basic Appraisal Principles</i>		30
<i>Basic Appraisal Procedures</i>		30
<i>National Uniform Standards of Professional Appraisal Practice (USPAP) Course, 15-Hour</i>		15
<i>Residential Market Analysis and Highest and Best Use</i>		15
<i>Residential Site Valuation and Cost Approach</i>		15
<i>Residential Sales Comparison and Income Approaches</i>		30
<i>Residential Report Writing and Case Studies</i>		15
†		150
Certified Residential Real Property Appraiser		
(Meets future 200-hour education criteria)	Available Now	
<i>Basic Appraisal Principles</i>		30
<i>Basic Appraisal Procedures</i>		30
<i>National Uniform Standards of Professional Appraisal Practice (USPAP) Course, 15-Hour</i>		15
<i>Residential Market Analysis and Highest & Best Use</i>		15
<i>Residential Site Valuation and Cost Approach</i>		15
<i>Residential Sales Comparison and Income Approaches</i>		30
<i>Real Estate Finance, Statistics, and Valuation Modeling</i>		15
<i>Residential Report Writing and Case Studies</i>		15
<i>Advanced Residential Applications and Case Studies / Part 1</i>		15
<i>Advanced Residential Report Writing / Part 2 (elective)</i>		30
†		210

Course - Advanced Applications

May 14-19, 2007
Phoenix Inn
9575 SW Locust Street
Tigard, Oregon

Gary DeWeese, MAI, Instructor

This course synthesizes the three approaches to value, examines their applications, and helps participants apply the basic and advanced valuation techniques they have learned in previous courses. Rather than relying primarily on lectures, this course lets participants get involved in practical group work on case study assignments. Case studies on office, apartment, subdivision, and industrial properties teach participants to analyze and organize data and choose the appropriate tools to solve appraisal problems. The course emphasizes the need to test the reasonableness of all the conclusions reached in an appraisal.

The cost for this 40-hour course is \$545 for Members and \$700 for non-members. To register for this class go to the Chapter web site: www.oregonappraisers.org† to sign up under meetings and events. Make sure you register by April 26, 2007 to avoid the late fee

This is a required MAI Designation Course

Seminar ñ Yellow Book (UASFLA)

May 10-11, 2007
Phoenix Inn
9575 SW Locust Street
Tigard, Oregon

John R. Underwood, MAI, SRA, Instructor

Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications for Fee Appraisers†(Yellow Book Seminar)

Insure that your work for the federal acquisition agencies meets the highest standards. Federal land acquisition programs have unique appraisal needs. This two-day seminar will acquaint participants with these needs and provide practical procedures and solutions to insure appraisal reports fulfill them. Any experienced residential or general appraiser interested in expanding their client base to include federal acquisition agencies will learn to apply the Uniform Appraisal Standards for Federal Land Acquisitions, including the use of the four special valuation rules related to federal land acquisition appraisals.

The cost for this two day seminar is \$275 for Members and \$295 for non-members. To register for this class go to the Chapter web site: www.oregonappraisers.org† and sign up under meetings and events.

Don't delay in registering, this Yellow Book fills fast!!!

75th Anniversary will be celebrated at Caesars Palace

In 2007, the Appraisal Institute is celebrating its 75th anniversary as the world's leading organization of professional real estate appraisers. For three-quarters of a century, the Appraisal Institute has led the way in fostering and promoting the highest standards of practice among real estate appraisers in the United States and, more recently, abroad.

Special events and programs are planned all across the country throughout our anniversary year, notably on July 15-22, we will be holding a conference and expo at Caesar's Palace in Las Vegas.

You can visit the AI website to sign up.

Seminar - 7 Hour USPAP Update

June 8, 2007

Location: Hayden's Lakefront Grill
8187 SW Sherwood Rd., Tualatin, OR

Richard P. Herman, MAI, SRA, Instructor

Uniform Standards of Professional Appraisal Practice

We have recently added this class due to student demand. The cost for this one-day seminar is \$125 for Members and \$150 for non-members. To register for this class go to the Chapter web site: www.oregonappraisers.org† and sign up under meetings and events.

Course ñ 75 Hour (Plus 4) Basic Appraisal Education

June 4 4-Hour Appraisal Assistant/Supervisory Appraiser Course
Phoenix Inn & Suites
9575 SW Locust Street, Tigard, OR.

June 5-8 Basic Appraisal Principles
Phoenix Inn & Suites
9575 SW Locust Street, Tigard, OR.

June 11-12 15 Hour USPAP
Phoenix Inn & Suites
9575 SW Locust Street, Tigard, OR.

June 13-16 Basic Appraisal Procedures
Phoenix Inn & Suites
9575 SW Locust Street, Tigard, OR.

Please pass the word to anyone you know who wants to enter the profession. Our chapter offers the best education at a competitive price - \$999. Students who sign up for the 75-hour package prior to the early registration deadline will pay \$999 for 75 Hours (4 hour AA/SA class required for Oregon practitioners is available for an additional fee). The package price for members is \$875.

To register for this class go to the Chapter web site: www.oregonappraisers.org and sign up under meetings and events.

AI seeking Beta Testers for new online classes

The Appraisal Institute is currently seeking students to complete new online classes and a two-page review form of the class as it is taken. The classes are free.

Although any licensed appraiser qualifies, currently no state credit is given for taking the classes. Appraisal Institute Members will receive Appraisal Institute continuing education. Currently two classes are being offered: The Cost Approach to Residential Appraising and Real Estate Appraisal Operations. For more information and to register for a class, visit the Online Education page on the Appraisal Institute website.

Wanted: experience and state background

Looking for an experienced, well-rounded appraiser, whose background includes rural, agricultural, and/or timberland appraisal as well as residential, commercial, and partial interest acquisitions, to join our Northwest Regional team. Review experience and past experience completing assignments for state and federal agencies are highly desirable. Our principal clients are the Bureau of Land Management, the National Park Service, the U.S. Fish and Wildlife Service and the Bureau of Reclamation within the states of Oregon, Washington, Idaho, and Alaska. Primary responsibilities are to engage and review contract appraisals as well as perform some original appraisal work. The full performance level of the job is a GS-13 (\$78,754 to \$102,384) per year. The job is located in downtown Portland at our NW Regional Office. It is now being advertised on the USA Jobs website (www.usajobs.com). Go to the website, type in "appraiser" under "what" and "Oregon" under "where" and click on the "search" button. The listing will appear. The announcement closes on May 18th. If you would like to discuss this opportunity in further detail, please feel free to call or write Helen Honse, Regional Appraiser, 503-808-6059 or Helen.Honse@or.blm.gov. This position requires a state certification as a general real estate appraiser, and knowledge of UASFLA (a.k.a "The Yellow Book") and USPAP. A professional designation from a sponsor of the Appraisal Foundation is required to qualify at the GS-13 level. Similar opportunities are now open in Boise, Idaho, and Anchorage, Alaska.

Commercial Appraiser Wanted

Moscato, Ofner & Henningsen, Inc. is seeking applicant w/minimum 1-2 years commercial appraisal experience for fee split position. Fax or email resume/qualifications to 503-646-8425 or bretto@mohportland.com, attention Brett.

Portland Area RMLS adds "Green" Option

Homes listed in our local RMLS can now have so-called "green" features advertised as part of the listing. Searches for comparable sales data can include this factor.

A recent search shows that currently 150 homes with a Portland mailing address are advertising a green component in the RMLS listing. These can take the form of Earth Advantage, Energy Star, Leed compliance or individual elements such as high efficiency furnaces or windows.

Realtors are hoping that homes with such listings will demand higher prices; it will be up to the appraisers to determine whether and to what degree the market concurs.

AI's Vision & Mission Statements



The Appraisal Institute has adopted the following statements:

Vision Statement: To be the global authority providing real estate solutions.

Mission Statement: As America's largest real estate appraisal organization, the mission of the Appraisal Institute is to support and advance its members as the choice for real estate solutions and maintain professional credentials, standards of professional practice and ethics consistent with the public good.

GOCAI Pro-Bono Program

Our chapter provided pro-bono services this year to Portland's Habitat for Humanity. There will be opportunities to assist them later in 2007 as well. If you are interested in offering your services please contact Beth Aquilizan, SRA at bethomson@earthlink.net.

Meeting and Class Schedule 2007

2007 Greater Oregon Chapter Governance

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James D. Brown, MAI

VICE PRESIDENT

Richard P. Herman, MAI, SRA

TREASURER

Matthew Larrabee, MAI

SECRETARY

Roxanne R. Gillespie, MAI

PAST PRESIDENT

David W. Groth, MAI

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Ryan Prusse, MAI
Sam Romanaggi, MAI
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PROGRAMS: Scott A. Henningsen, MAI

ED. COURSES: Matthew Larrabee/Rosemary Tobiga

SEMINARS:

FINANCE: Matthew Larrabee, MAI

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SCHOLARSHIPS: Michael Bernatz

ADMISSIONS, GEN.: Aaron J. Brown, MAI

ADMISSIONS, RES.: Terry O. Bernhardt, SRA

DEVELOPMENT & RETENTION: Margot E. Hansen, MAI, Bill M. Jones, MAI

ASSOC. GUIDANCE, RES.: Sara A. Fraser, SRA

AFFILIATES: Bill Hettick, Affiliate

EXTERNAL AFFAIRS: Sara A. Fraser, SRA

NOMINATIONS: Dave W. Groth, MAI

BYLAWS: Sam Romanaggi, MAI

EXECUTIVE SECRETARY

VanNatta Public Relations & Association Mgmt.

G. Harvey Gail, Communications, Finances

Vicki Champ, Education & Events

The Greater Oregon Chapter of the Appraisal Institute

PO Box 573, 3340 Commercial St SE,
Ste. 210

Salem, OR 97308-0573

Ph: 503-316-1979 Fax: 503-585-8547

www.oregonappraisers.org

email:

aioregon@oregonappraisers.org

Field Notes articles to the above email address

April 26	Chapter Meeting and Dinner (2 hours CE) Benson Hotel 309 SW Broadway, Portland, OR
May 10-11 (Yellow Book)	Uniform Appraisal Standards for Federal Land Acquisitions Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
May 14-19	Advanced Applications Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
May 31	Chapter Meeting and Dinner (2 hours CE) Benson Hotel 309 SW Broadway, Portland, OR
June 4	Supervisor Assistant/Appraiser Assistant Class (4 hours CE) Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
June 5-8	Basic Appraisal Principles Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
June 8	7 Hour USPAP Haydenís Lakefont Grill, Tualatin, OR
June 11-12	15 Hour USPAP Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
June 13-16	Basic Appraisal Procedures Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
September 21	7 Hour USPAP Update Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
September 25-28	Basic Appraisal Principles Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
Sept./Oct. TBA	General Demonstration Appraisal Report Writing Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
October 1-2	15 Hour USPAP Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
October 3-6	Basic Appraisal Procedures Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
October 26	Real Estate Finance, Value and Investment Performance Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
October 30- November 2	Basic Income Capitalization Part A - New 4 day format Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
November 5-8	Basic Income Capitalization Part B - New 4 day format Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
November 30- December 1	Residential Site Valuation and Cost Approach Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.
December 3-6	Residential Sales Comparison and Income Approach Phoenix Inn & Suites 9575 SW Locust Street, Tigard, OR.

Celebrating Our History 1932



2007 Valuing the Future



Field Notes

April 2007

Greater Oregon Chapter
PO Box 573
Salem, OR 97308-0573

Return Service Requested



The *Field Notes* is published bi-monthly by the Greater Oregon Chapter of the Appraisal Institute, PO Box 573, 3340 Commercial St. SE, Suite 210, Salem, OR 97308
ph: 503-316-1979 - Fax: 503-585-8547