

**Appraisal
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THE KANSAS CITY CHAPTER OF THE APPRAISAL INSTITUTE
DECEMBER 2012 EDITION

THE APPRAISAL REPORT

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Congratulations Kathy Kocour, our 2012 Community

Service Award Winner. In Kathy's honor, \$500 was given to SAFEHOME whose mission is to break the cycle of domestic violence and partner abuse for victims and their children by providing shelter, advocacy, counseling, and prevention education in our community.

Congratulations to Matt Spear, our 2012 Thavis Arnote Scholarship Winner.

Congratulations to the following 2012 designated members:

Rebecca Arthur, MAI

Matthew Bowersox, SRA

Daniel Kann, MAI

Michael Septer, MAI

Megan Warner, MAI

2013

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Kansas City Chapter of the Appraisal Institute 2013 Classes

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Condemnation Appraising: Principles & Applications

February 11 - 13, 2013

Gain an understanding of the eminent domain process, rules and regulations governing condemnation appraisals and important issues unique to this appraisal specialty. Acquire the tools to address issues such as the valuation rules used by different jurisdictions, identification and valuation of the larger parcel and the estimation of damages and benefits. Examines advanced applications of appraisal techniques and problem-solving in condemnation cases. Participants will discover how courts view various appraisal methodologies. **Note.** This 3-day course combines the previous basic and advanced

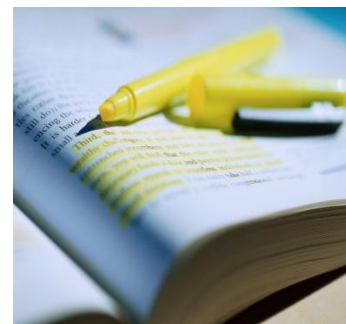
condemnation courses: *Condemnation Appraising: Basic Principles & Applications* and *Condemnation Appraising: Advanced Principles & Applications*. Instructor: Warren Klutz, III, MAI, SRA

7-Hour National USPAP Update Course

March 1, 2013

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

NOTE: An appraiser must successfully complete the 7-hour USPAP Update Course every two years to meet the USPAP continuing education requirement. The appraiser can take the 15-hour USPAP course, but it will only count for hours toward his or her state's continuing education requirement; the 15-hour program will not meet the USPAP continuing education requirement. **Course price does not include a copy of the current USPAP edition, which is required for course credit. Attendees must bring their own copy of the 2012-2013 USPAP edition to class.** Instructor: James E. Summers, MAI, SRA



The Appraiser as an Expert Witness: Preparation & Testimony April 10 - 11, 2013

This two-day course introduces the basic concepts and strategies needed to engage in litigation valuation. It explores the scope of activities appraisers can expect in a legal action, including assessing the status of a case, developing a USPAP-compliant appraisal without preparing a written report, and understanding legal terminology and jargon. The course addresses how litigation assignments differ from lender assignments and how to market appraisal services to litigation clients. Participants work in small groups to practice effective deposition and direct testimony techniques and a mock trial with a residential case study gives them the opportunity to experience a realistic courtroom environment in which to polish their skills. Instructor: Gary P. Taylor, MAI, SRA

General Appraiser Report Writing and Case Studies April 22 - 25, 2013

General Appraiser Report Writing & Case Studies provides instruction in effectively communicating a sound analysis of selected parts of a valuation. The course addresses USPAP requirements and the three types of writing most often used in appraisal reports: descriptive, numerical, and analytical. Lectures on writing principles, discussions of various sections of the appraisal report, and in-class writing exercises and presentations provide guidance and practice in effective communication of a valuation analysis. Specific assignments include writing a thesis statement, summarizing data, creating effective tables, writing a conclusion, communicating highest and best use, communicating an analysis, writing a letter of transmittal, and writing a reconciliation and opinion of value. Participants will use data provided in case studies as the basis for writing assignments that will help them recognize and produce effective reports. A two-hour multiple-choice examination that focuses on components of good writing concludes the course. Dana R. Thornberry, MAI, SRA



General Appraiser Market Analysis and Highest & Best Use April 30 - May 3, 2013

This AQB-approved course will help you apply meaningful market analysis in valuation assignments. It presents the basic concepts and terminology of market analysis and marketability studies, then shows how marketability studies provide vital information for the highest and best use decision. Throughout the course, the emphasis is on conducting a reliable analysis of demand. You'll gain practice in applying methods for inferred, or trend, analysis to three property types—a suburban residential subdivision, an existing multifamily property, and an office building. Using the tools introduced in the course will help you increase the reliability of your highest and best use analyses and support the conclusions you reach in the three approaches to value. The course also provides a transitional discussion to prepare you for marketability studies using fundamental demand analysis, which is covered in the Appraisal Institute's *Advanced Market Analysis and Highest & Best Use* course. Instructor: Joseph C. Magdziarz, MAI, SRA

Litigation Appraising: Specialized Topics and Applications May 6 - 7, 2013

This two-day course provides an overview of business opportunities in specialized types of litigation other than eminent domain in which the valuation of real estate is frequently an issue. Examples of topics covered include environmental contamination, ad valorem tax assessments, construction defects, bankruptcies, fraud and misrepresentation cases, income and estate tax disputes, and divorces. Through problem-solving activities, participants will apply new concepts and address how to best handle valuation and reporting issues in a professional legal setting. Participants will gain an understanding of the terminology and concepts involved in litigation valuation services in specialty areas and will learn about the many opportunities available for expanding their practices in litigation valuation. Instructor: Vincent M. Dowling, MAI, SRA

General Appraiser Site Valuation & Cost Approach June 10 - 13, 2013

General Appraiser Site Valuation and Cost Approach is a practical, hands-on course that concerns two basic aspects of real estate appraisal: land/site valuation and the development of the cost approach. Extensive use of problems and case studies will give you practice in applying site valuation and cost approach methods. By successfully completing the course and exam, you will have met most states' education requirements in the content area identified as general appraiser site valuation and cost approach. Instructor: William D. Otto Spence, MAI

Advanced Residential Applications & Case Studies Part I October 23-24, 2013

Apply techniques to solve a complex residential case study appraisal assignment. You will put your knowledge of terminology, concepts, procedures, and methods to the test as you demonstrate competence in the areas of appraisal analysis learned in previous courses. By successfully completing the course and exam, you will have met most states' education requirements in the content area identified as advanced residential applications and case studies. Individuals who are seeking the Appraisal Institute SRA designation can take this course and *Advanced Residential Report Writing/Part 2* as an alternative to completing the Residential Demonstration Report requirement. Meets AQB criteria.

Important Notes. □ If you wish to become a State Certified Residential Appraiser, *Advanced Residential Applications and Case Studies/Part 1* is approved by the Appraiser Qualifications Board for 15 content hours in advanced residential applications and case studies. *Advanced Residential Report Writing/Part 2* is approved for 30 hours in the appraisal subject matter elective category. Review the courses for which you have received credit to determine whether these courses are necessary for you to meet your education requirements. □ To use this course package as an alternative to the Residential Demonstration Report, you must register for Part 1 and Part 2 as back-to-back offerings at the same location. It is not permissible to take Part 2 for the Residential Demonstration Report alternative at a later time, nor is it permissible to register for Part 2 unless it is taken immediately after Part 1 at the same location. □ Course materials will be mailed to you before class begins and will be accompanied by a memo explaining the preparations that you should make before coming to class. Be sure to register at least 2 weeks before the course starting date so that you can receive your materials and begin the required preparations. □ For this course, case study solutions are **not** distributed at the end of class. Instructor: Mark V. Smeltzer, SRA.

Advanced Residential Report Writing Part 2 October 25-26 and 28-29, 2013

You will be provided with tools to write sections of a narrative report, complete 8 writing assignments based on sections of a narrative appraisal report for the case study property analyzed in Part 1. Successful completion of this course will increase your ability to 1) apply a wide range of appraisal procedures to solve complex appraisal problems and 2) use a narrative reporting format with confidence to explain and support your conclusions convincingly. By successfully completing the course and exam, you will have met most states' education requirements in the content area identified as an appraisal subject matter elective. Individuals who are seeking the Appraisal Institute SRA designation can take this course and *Advanced Residential Applications and Case Studies/Part 1* as an alternative to the Residential Demonstration Report requirement. Meets AQB criteria.

Important Notes. □ If you wish to become a State Certified Residential Appraiser, *Advanced Residential Report Writing/Part 2* is approved for 30 hours in the appraisal subject matter elective category. Review the courses for which you have received credit to determine whether this course is necessary for you to meet your education requirements. □ You must not register for this course unless you have registered for Part 1. Attendance at this course is not permitted if you do not take Parts 1 and 2 consecutively at the same location. □ Course materials will be mailed to you before class begins and will be accompanied by a memo explaining the preparations that you should make before coming to class. Be sure to register at least 2 weeks before the course starting date so that you can receive your materials and begin the required preparations. □ For this course, case study solutions are not distributed at the end of class. Instructor: Mark V. Smeltzer, SRA

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