



COLORADO CHAPTER APPRAISAL NEWS

Volume 10, No. 4— August, 2000



Editor: Steven E. Miller, SRA

www.colorado-ai.org

Publisher: Carol Brooks

FRIDAY, AUGUST 25, 2000

The Colorado Chapter of the Appraisal Institute

presents

Potpourri (Four two-hour Seminars)

LOCATION: Denver Board of Realtors
4300 E. Warren Avenue
Denver, CO

SCHEDULE: 8:30 A.M. – 9:00 A.M. Registration
9:00 A.M. – 11:00 A.M. **The Future of the Profession**
Peter D. Bowes, MAI
• Role of Appraiser in Today's Market
• "New" Client Base
• Appraiser as Consultant

11:00 A.M. – 1:00 P.M. **StapletonDenver.com**
Speaker during lunch: Thomas J. Gleason, Forest City Stapleton, Inc. and Peter D. Bowes, MAI
• Development Plan and Progress
• Infrastructure/Financing
• Political Implications

1:00 P.M. – 3:00 P.M. **Residential/Commercial Broker/Appraiser Relationship**
W. Thomas Cryer, SRA
• Add Value to the Process
• Provide Insight and Information
• Market Characteristics of "Managed Care"

3:00 P.M. – 5:00 P.M. **The Bottom Ten**
Stewart Leach, Program Administrator for the Colorado Board of Appraisers, Michael J. Kelley
• Statutes, Rules and Standards Most Often Investigated
• Most Common Complaints
• Most Common Violations

FEE INCLUDES: Continental Breakfast, handouts, breaks, and lunch Full Day
Members (Appraisal Institute): \$50.00
Non-members: \$75.00
AM or PM only
Members (Appraisal Institute): \$35.00
Non-members: \$50.00
Lunch only \$15.00

CONTINUING EDUCATION: Appraisal Institute – two-hours for each two-hour seminar
State of Colorado – two-hours for each two-hour seminar

REGISTRATION: See Page 12 for Registration Form or go to our web site: www.colorado-ai.org

FOR MORE INFORMATION: Call 303.691.0487 (outside Denver – 1.800.571.0086)

Attendance at luncheon meeting **only** will provide **NO** continuing education for the State of Colorado or the Appraisal Institute.
If you attend all four seminars and lunch, you will receive 8 hours of continuing education from BOTH the Appraisal Institute and the State of Colorado! (As of August 2, 2000 the Appraisal Institute is no longer approved and regulated by the Division of Private Occupational Schools, Department of Higher Education.)
Please note: These programs were developed by the Colorado Chapter who is solely responsible for the contents.

We're Going Electronic

There will only be one more issue of the *Colorado Chapter Appraisal News* mailed to you. Starting in 2001, you may read and/or download the newsletter from your computer.

- Receive information faster
- Reduce costs for producing and mailing the newsletter
- Allow you to electronically share the newsletter with co-workers and fellow professionals

Board of Directors Meeting:

Thursday, August 24, 2000 at 3:30 p.m.
Marion Park Condominiums • All members welcome!

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1. Advertisements must be camera-ready.
2. Advertisements must represent closely-related businesses or services to the real estate appraisal field.
3. All advertisements submitted for publication are subject to the Editor and Publisher's approval.
4. Appeals for rejections will be submitted to the Board of Directors and their decisions are final.
5. Fees are as follows:

		Member	Non-Member
Full Page	7" x 10"	\$165	\$175
Half Page	7" x 5" or 3 3/4" x 10"	\$ 90	\$100
Quarter Page	3 1/2" x 4 1/2"	\$ 50	\$ 60
1/8 Page	(Bus. Card size) 3 1/2" x 2"	\$ 30	\$ 40

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Outside Denver metro area 1.800.571.0086

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Welcome!

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Richard G. Stahl, MAI, SRA – Littleton

TWO-YEAR TERM

Terry K. Hartlieb, SRA – Ft. Collins
Claudia D. Klein, SRA – Colorado Springs
Robin L. Kunze, SRA – Colorado Springs
Harold S. McCloud, MAI – Aurora

NATIONAL BOARD MEMBER

Thomas J. Power, MAI, SRA – Aurora



PRESIDENT'S CORNER

by Marcus B. Scott, MAI

IREM Public Relations. Our Chapter received some excellent PR last month when **Peter Bowes, MAI** was the featured guest speaker at the Institute of Real Estate Management (IREM) education session and luncheon at the Sheraton Four Points Barcelo Hotel. (Most of you will remember this as the revolving restaurant on top of the former Holiday Inn on South Colorado Boulevard.) After a glowing introduction Peter presented a well-researched lecture on all of the various submarkets and property categories contributing to the health of the current economy. The talk was very well received and helps keep the lines of communication open between property managers and appraisers.

CCIM Connection. One of the benefits of membership is the opportunity to interact with other professionals in the field of real estate. During the July IREM meeting I was seated next to the president of the Colorado-Wyoming Certified Commercial Investment Member (CCIM) Chapter 12. Out of our discussion of on-line data and high-tech trends came an invitation to attend an upcoming breakfast seminar being presented to the CCIM Chapter by Loopnet. Some of you may already be familiar with Loopnet as a company that provides database services to the commercial real estate brokerage community. On August 30th from 7:30 AM to 9:00 AM a representative from Loopnet will explain comparable sales searches, data management and retrieval, as well as website templates and sending brochures on-line. The fee for the breakfast meeting is \$25 for CCIM members, \$30 for non-members and **only \$20 for AI members.** When allied organizations such as this go out of their way to make us feel welcome and extend this type of invitation we should take advantage of the opportunity. Please plan to attend if you can. The time obligation is minimal, the cost is very reasonable and you may make some contacts that prove profitable in the future. Look for a registration flyer soon via fax or call Carol Brooks for the information. Coincidentally, the breakfast meeting is being held at the Sheraton Four Points Barcelo Hotel, 1475 South Colorado Boulevard.

Indemnity Fund. Writers of this column have typically used the forum to discuss recent chapter successes and announce upcoming events. On rare occasion, however, we must also acknowledge outcomes that were not so successful. The recent approval of an Educational Indemnity

Fund by the National Appraisal Institute falls into this category. The Indemnity Fund was approved at the July meetings in Las Vegas and requires each Chapter to contribute funds on a per-student basis for all Education Network offerings. The stated purpose of the fund is to encourage the offering of designation-track courses by offsetting the risk of financial loss. The Fund is similar to insurance wherein the participant contributes regularly and in the event of a loss is financially covered. Financially, the Fund will be managed at the national level.

The Colorado Chapter Officers and Directors were opposed to the Indemnity Fund for several reasons and were supported by our Region II Directors, **Tom Power, MAI, SRA** and **Mary Green, SRA.** Unfortunately, time and space does not permit a full discussion of this issue. On the surface, this concept appears to be sound but will, in effect, result in a mandatory tax on larger chapters to defray the educational losses of smaller chapters. If an Indemnity Fund is necessary, our Board felt that it should be funded by and managed at the Regional level. Under the current program the cost of designation-track courses will increase, as will financial reporting and administrative costs at the Chapter level. I would be glad to discuss the pros and cons with whomever wishes to call.



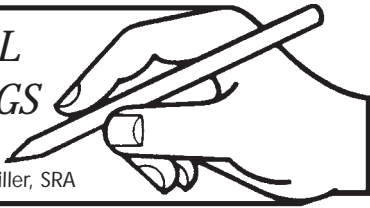
Sidney Clark, SRA, Travels Coast to Coast



Sidney Clark, SRA, left June 18 on a coast-to-coast bicycle tour. He will arrive in Boston, MA August 18. The tour covers 13 states, 1 Canadian Province and 4,008-miles!!! It averages 65-78 miles per day.

EDITORIAL RAMBLINGS

By Steven E. Miller, SRA



In Defense of the Suburbs

It is popular these days to deride "urban sprawl." Somehow, this euphemism has come to represent the offended sensibilities of today's opinion makers and trend setters. "Uncontrolled growth" has become a catch phrase representing people's irritation at traffic delays and changes in their neighborhoods. New development has become demonized.

Our elected representatives grapple with this constantly on a local level, where we have the most control over our own communities. Somehow, we have come to not trusting them, and we especially don't trust the ones in neighboring communities to do their jobs up to our standards. The State Legislature was not able to reach a consensus on this issue either. They reviewed several alternatives, but could not find one plan that a majority could agree on. Consequently, a "citizens committee" (in the French Revolution sense), has drafted a resolution to go on the ballot to stop "unplanned and unregulated growth." These people obviously don't know anything about building anything or developing anything new in any community in this area.

What is the cause of this issue? People driving to work. People moving into new houses in new subdivisions or infill projects. The same sorts of people who shop at the new neighborhood shopping centers. The same sorts of people who patronize those horrible chains like McDonalds and Starbucks. These people obviously need to be re-educated in the area of refined sensibilities.

What drives them to commit these unpardonable sins? Perhaps they want to own a house, with a yard. Perhaps they want a place to let the dog out without a leash and human supervision. Perhaps they want their kids to be able to walk to a neighborhood school. Perhaps they want their kids to be able to play outside with other neighborhood kids. Perhaps they want to live in a quiet neighborhood, where kids can learn to ride a bike and play games in the street in front of their house. Perhaps they want to be able to take the family out to dinner occasionally, without paying more than they earned that day. Perhaps they want to go to work when they are ready, and come home when they are finished.

How can we deny them these commonplace pleasures? How can we not see some of our own desires in these things. Will stopping development really improve our quality of life? I was at a concert the other day, and the "main attraction" said that he could imagine himself living here. The crowd cheered. There must be room for celebrities, but perhaps none for anyone else. When did we start thinking this way?



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Note: Only company, address, phone, fax and e-mail changes coming directly from designated members will be published in the Chapter newsletter. If you have changes, please mail, FAX or e-mail your changes to the Chapter office.

W. Thomas Cryer, SRA Receives Award

W. Thomas Cryer, SCRIP, SRA was named to the prestigious Hall of Leaders by the Employee Relocation Council (ERC) at its spring conference.

Cryer, who is with The Kentwood Company of Denver, Colorado, is one of only 20 industry professionals given this honor by ERC. His contributions have spanned an extensive career, most of which has been spent in the appraisal sector.

Several other RELO members were also presented with Service Recognition Awards. These awards recognize individuals who have made extensive contributions to ERC and the relocation community.

Tom Cryer received his fourth ERC Distinguished Service Award. Linda A. Dudley, CRP, director of corporate relocation for Cottingham-Chalk & Associates, Inc. of

Charlotte, N.C. and Carole Schultz, CRP, vice president of relocation services for Starck & Company, Realtors Chicago, Ill., were also honored by being presented with the 2000 Meritorious Service Award. These awards were presented to only 36 real estate professionals.

A ceremony was held at ERC's National Relocation Conference in Nashville, Tennessee, on May 11 to pay tribute to Cryer, Dudley, Schultz and the other recipients.

"Tom, Linda and Carole are examples of true professionals whose leadership, expertise and dedication have had a profound impact on the relocation industry," says Pam O'Connor, SCRIP, President & CEO of RELO. "As members of RELO, they help set the standards of excellence that make up the core values of our organization."

Source: rismedia.com

Food for Thought

Good article on the pitfalls of using an AVM for determining the value of your home, "Should Computers Replace Appraisers?" written by Peter Miller. Here's a quote "In the effort to create paperless transactions and cut closing costs we're getting rid of appraisers. That sure sounds like a good use of technology — unless knowing the value of a home is important to you." Read the article at <http://www.ourbroker.com/columns/zcolumn.htm>. AOL Users: [Click Here](http://www.ourbroker.com/columns/zcolumn.htm) AOL Users: [Click Here](XX)

Source: "Ann O'Rourke" <ann@appraisaltoday.com>

Attention General Associate Members!

By Jack W. Nisley, MAI

General Associates Deadline — College Degree or Equivalent December 31, 2000

Beginning January 2001 a four-year college degree will be required if you intend to become designated as an MAI. Through December 31, 2000, there are several alternatives to having the 4-year college degree.

If you do not submit the credit to National for the equivalency by the end of the year 2000, that alternative will not be available, and a 4-year degree will be necessary.

Questions? Call Harold S. McCloud, MAI at 720-747-4710 or me at 970-242-8076.

Beverly S. Phillips, MAI, SRA Talks About Receiving the Robert L. Foreman Memorial Award



The Appraisal Institute is a self-policing organization for ethics and professional standards of its members. In 1989, I began volunteer work on the national, regional and local ethics committees of the Appraisal Institute. My first grievance committee assignment ended with my being chair of the committee, representing the case at a hearing committee and the appellate level, and resulted in the redefinition of "misleading" with the Appraisal Institute, as well as assisting in re-working the ethics and standards committee of the Appraisal Institute.

In 1992 I became the regional/national member for Region II (following in the footsteps of Bonnie D. Roerig, MAI). In 1996, we "cleansed" the process and since that time the process is efficient and timely. While, I have administered over 300 cases, each one is a new learning experience for me and lets me assist other members/associates/candidates in not making the same mistakes.

The Robert L. Foreman Memorial award is very special to me as I worked with Bob Foreman on many environmental appraisal issues in California. Even more gratifying to me is that the award has been given for only three years and the Colorado Chapter of the Appraisal Institute has accepted the award twice — first to W. West Foster, MAI, then to Kendall M. Thurston, MAI, (retired Appraisal Institute screener for ethics) and now me! WOW!



The Future

by Robin
1994 Colorado

A fax titled "Future Focus: Report on Residential Appraisal Trends & Issues," an exposure draft of the Residential White Paper Task Force, arrived in my office on June 1, 2000. To summarize this twelve-page draft, the bottom line is "get with it, fast or get out of it, fast."

The future of the SRA is intrinsically woven with the future of the residential appraiser in general. A residential appraiser should already be specialized in a portion of the industry that is not related to mortgage lending.

Shifts in the banking industry from collateral assessment to securitization and advances in technology are driving the changes in residential appraising. The traditional URAR appraisal is quickly becoming unwanted in today's lending environment. The projection noted in the White Paper report is that today's *Residential Appraiser*, with 80% of appraisal work lending-based, will be tomorrow's *Analyst*, with 30% or less lending-based work (emphasis on titles from the exposure draft).

Here are some statistics for the Colorado Chapter and for National on membership numbers and new SRA designee rates:

Total Membership Figures	Total SRA Membership/ New SRA Awards
Colorado 1994: 910	Colorado 1994 (est): 160/5 new
Colorado 1995: 796	Colorado 1995 (est): 160/4 new
Colorado 1999: 599	Colorado 1999: 120/0 new
National 1994: 30,334	National 1994: 5,598/Unknown
National 1995: 24,865	National 1995: 5,189/101 new
National 1999: 17,758	National 1999: 3,782/19 new

The Colorado Chapter has had one new SRA award in the last two years. The conclusion, based on this statistical sampling, is that the SRA is in trouble. The "Future Focus" draft makes it clear that SRAs will need to pull themselves up by the bootstraps quickly in order to remain career resilient. This means individuals will need to take more education, submit to regular competency reviews, advance their licenses to Certified General Appraiser, be prepared to make each and every technology enhancement necessary, and become consolidated with some new alliance or partnership.

The exposure draft does not give SRAs a practical way of making transitions fast enough or soon enough to satisfy the lightning-quick pace of today's market. There does not appear to be a good chance to ever catch up on the learning curve necessary to strategically place the SRA in a good marketable position. Neither does the White Paper report sufficiently address the most outstanding problem with its entire scenario, which is the issue of "partnering" with the real estate industry.

At this time it appears that major lending institutions have little to no inclination to "partner" with appraisers. FNMA has made it clear that they want little to do with the 1004 URAR, and that even the 2055 report may be too much. I know of no one in the local SRA community that even provides the 2055 product now, today!

Compounding the issues of a decreasing membership and a changing industry are member concerns about the annual dues that go unheard. At \$675 per year for national membership dues, the Appraisal Institute by far outstrips other professional organizations with certified or licensed members. The American Institute of Architects charges national dues of \$193 per year, the American Institute of CPAs highest yearly dues are \$295, and the American Bar Association charges \$295 to members with ten years or more since their original bar admission. In the ABA, new members with less than one year from bar admission receive free membership. The American Medical Association charges \$378 for a five-year membership at the physician level, and \$108 for a three-year membership for a resident or fellow member. When local chapter dues for the AI are added to yearly national dues, the results are astounding by comparison.

Based on current trends, with the perspective of directions taken by the Appraisal Institute over the last ten years, it appears more than likely that the SRA as a recognized designation will have declining support, both inside the AI, particularly because of a shrinking residential membership, and outside in the real estate market. The direction anticipated in the White Paper report, that SRAs will need to become Certified General Appraisers (instead of Certified Residential Appraisers) seems to foreshadow the only step available with the designation; obtain an MAI designation with a specialty in residential discipline.

of the SRA

rnze, SRA
ipter President

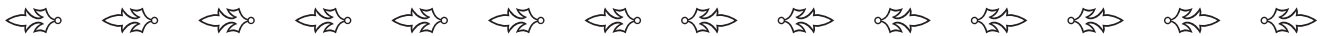


If you are now specialized, your future as an appraiser in general is brighter than for those who have remained on the path provided by the real estate industry and our own association, the residential lending track. Residential appraisers have not been adequately encouraged to make the transitions necessary to specialization outside of lending. It will be up to the personal efforts of each individual to find a future in residential appraising. Each of us carries the necessary intelligence and competency to go forward. The motivation and willingness to make the changes can only come with a thorough examination of the options available. As Yogi Berra said, "When you come to the fork in the road, take it."

(For further understanding of the changes in the lending arena, see "Regulation, Moral Hazard and Adverse Selection in Appraisal Practice," by Michael Devaney, MAI, PhD, published in the April, 2000 issue of The Appraisal Journal. To view the "Future Focus: Report on Residential Appraisal Trends & Issues" White Papers exposure draft, see the AI website, under Members Only.)

Specialization Areas in Appraising/Consulting

- | | |
|---|---|
| Market Study | Tax Consulting |
| Eminent Domain | Buy versus Build (Feasibility) |
| Litigation Support | Estate Planning |
| Marketability Studies | 1031 Exchanges |
| Trust Valuation | Measuring Services |
| Pre-Purchase Consulting | Quality Control Review
(Residential Committee) |
| Exit Strategy | Fiscal Improvement Analysis |
| Federal Real Property
Exchange & Acquisition | Policies and Procedures |
| Public Interest Value | Insurable Valuation Estate |
| Friction Studies | Rent Studies/Arbitration |
| Environmental Inspections | Lease Audit |
| Review on Fair Lending | Contingent Liability Studies |
| Residential Construction
Improvement | Portfolio Analysis |
| CAP Studios | Mortgage Lending |
| IRS/Date of Death (PLT Int) | Appraisal Management |
| Appraisal Malpractice Review | Low Income Housing/Rental |
| Due Diligence | How to incorporate tax credits |
| Teaching | Site Inspection/Analysis |



Report from Region II Meeting, June 24 & 25, 2000



Donald J. Shannon, MAI, SRA writes, "this looks like such a happy group — there must have been something in the water in Omaha!" Mary L. Green, SRA, Chair, Region II, Tom McReynolds, MAI and Diane M. Shannon, SRA are also pictured because they decided they really wanted to be part of the Colorado contingency also.



Standing (l to r) Robin L. Kunze, SRA, Bonnie D. Roerig, MAI, Donald J. Shannon, MAI, SRA and Diane M. Shannon, SRA. Seated (l to r) Tom McReynolds, MAI; Richard C. Mosier, MAI; William M. James, MAI; Claudia D. Klein, SRA; Richard G. Stahl, MAI, SRA; Marcus B. Scott, MAI; John A. Schwartz, MAI; and Mary L. Green, SRA.

Congratulations New Designees

by Gerald M. Anderson, MAI

Tony Campbell, MAI, FRICS

A member of one of our local appraisal organizations, Integra Joseph Farber & Company, Tony is also a part of a small group of Denver appraisers doing international work. He performs appraisal assignments locally, as well as cooperating with Colorado chapter members Ian MacKinnon, MAI, FRICS and Brad Weiman, MAI in the international appraisal field. He is designated in Britain by the Royal Institution of Chartered Appraisers, FRICS, as well as being newly designated MAI by the Appraisal Institute. His MAI designation was granted through a reciprocal agreement with RICS and the Appraisal Institute; he did, however, still need to pass three courses, the comprehensive exam and undergo experience reviews for the final level of appraisal work.

Tony has been actively pursuing the MAI designation in Denver for the past nine years and has worked with the Integra Joseph Farber organization since arriving in this country. He is a bachelor who enjoys Colorado to its fullest, downhill and cross country skiing, hiking, running and squash.

Scott McHenry, MAI

Congratulations, Scott on your new designation. Scott is a native of Denver and has worked for several years with Dan Stevens, MAI at Aires Compass Group in Englewood. He is also principal of his own appraisal company, Alesco. During the period of accumulation of experience credits, Scott worked with Dan at Aires. He now works on the front range in Colorado and also does assignments on the west coast, performing all types of commercial and eminent domain

appraisals. His education includes both an undergrad and a MBA degree in finance from the University of Denver.

A family man with a wife (Cherie) and three children, Scott keeps very busy. He enjoys golf and shuttling kids to and from sports activities. He asked that Dan Stevens, Tom Power, John Schwartz and Marv Pugh be thanked for their help during the long predesignation process.

Peggy Sharp, SRA

Peggy comes from the eastern plains city of Sterling, its a two and one-half hour drive for her just to attend our meetings. She's a native of Sterling and is the daughter of Don Sharp and retired MAI, Elizabeth Sharp, both of whom were appraisers in the Sterling area. She owns the appraisal firm of Sharp and Sharp, Inc. which services a huge area basically covering the entire northeastern and east-central part of the state, including Logan, Morgan, Sedgwick, Washington, Phillips, Kit Carson, Lincoln and Yuma Counties. That's a lot of driving. Her educational background includes a BA from Wyoming in marketing, a para-legal certificate, and a MBA from the University of Denver in Data Processing Management.

She likes to ski, golf and play tennis, when she's not driving on appraisal assignments. Peggy feels that the SRA designation has a definite value and will help her professionally. Many people discouraged her in her work for the designation, stating that licensing/certification were all that's necessary to have a successful residential appraisal practice. Peggy disagrees — more power to you, Peggy!

Ya' Shoulda Been There!

C-520 Well Received



E. Nelson Bowes, MAI, pictured and Stephen F. Fanning, MAI from instructed Course 520, "Highest and Best Use and Market Analysis" presented June 5-10, 2000.



42 students attended C-520 held in the new Daniels Business School, University of Denver campus.

Opportunity = "Capital Conference"

by Diane Shannon, SRA

I recently returned from a three-day event in Washington, DC. It is titled "Capital Conference." Co-sponsored by Senator Wayne Allard and the University of Colorado, the goal is to educate any and all persons interested in government. This non-partisan happening provides access to major policy makers.

Senator Allard presided over all activities that included many speakers. They were:

Sen. Don Nickels (R-OK), Assistant Majority Leader
Dr. Etter, Deputy Under Secretary of Defense
General Richard Myers, Vice Chairman, Joint Chiefs of Staff

Sen. Mary Landrieu (D-LA)
Rep. Dick Armey (R-TX), House Majority Leader
Sen. Tom Daschle (D-SD), Senate Minority Leader
Sen. Trent Lott (R-MS), Senate Majority Leader
George Tenet, Director CIA

Jim Duff, Administrative Assistant to Chief Justice
William Rehnquist

Panel: "Federal Government and Higher Education Partnership." Staffed by Dr. Byyny, Chancellor CU-Boulder, Dr. Richard Harpel, Assc. VP; Anne Heinz, Dean of Continuing Education, CU-Boulder

Sen. Bob Dole, Former Senate Majority Leader
Alan Hartman, Architect of the Capitol

Rep. Barney Frank (D-MA)

Sen. Phil Gramm (R-TX)

Alan Greenspan, Chairman of the Board of Governors of the Federal Reserve

Dr. Lloyd Ogilvie, Jr., Senate Chaplain

Media Panel: Mary Boyle (Colorado Springs Gazette),
Mike Romano (Rocky Mountain News) and Clara Frenk (Washington post.com).

Another highlight was the "Marine Evening Parade." This example of precision drill teams and marching bands was

spectacular and awe inspiring. That the facility has existed since 1801 added to the significance of the performance.

While all was an extraordinary opportunity, the most fun I enjoyed was a three-hour event titled, "Exercise on Hard Choices." Small bipartisan groups were called upon to establish a national budget and then decide where the funds would be spent. If the budget was in excess, the group was commanded to seek funding options (taxes). Most of us did balance the budget and succeeded to make the difficult cuts that would ensure stability. It was not easy to come to consensus but the exercise provided us with an inkling of the ordeals our elected officials face every day.

The "Capital Conference" is open and available to Coloradoans regardless of party affiliation. If you see that government impacts your life; if you want to influence government; if you want to be informed and, if you want to have a great vacation in the nation's capital, please take advantage of this remarkable opportunity.

Look in your newspapers in January for "Capital Conference" advertising or go to Wayne Allard's Web site (Allard.Sen.Gov.). This is an opportunity of a lifetime. **Take advantage of it ! ! ! ! !**

Appraisal Institute Member Diane Shannon, SRA

Mom, Grandma, political activist, real estate appraiser and CFO of Shannon and Associates, Fort Collins, CO.

Business goal for 2000: To encourage my colleagues to become politically active.

Why do you belong to the Appraisal Institute? For its unparalleled educational opportunities and striving for the highest ethical standards.

How is it valuable to your career? The Appraisal Institute designations are recognized and respected.

Best career choice: Go for your dream.

Worst career choice: Don't rock the boat.

Your advice to participates at Valuation 2000: Change is the rule, go with it.

Three words that describe you: Dedicated, organized, involved.

Source: V2K Express, A publication for the attendees of the Valuation 2000 Conference, Las Vegas



Diane and Senator Wayne Allard.



Bob Dole and Diane.



Diane with Marine Escort at the Marine Parade.



Joan Allard, wife of Senator Wayne Allard and Diane.

Colorado Chapter is Sponsor at AARO Conference

by **Larry S. Massey, Chair, Colorado Board of Appraisers**
Photographer: Diane M. Shannon, SRA

Colorado recently served as host jurisdiction for the Association of Appraiser Regulatory Officials (AARO) "2000 Spring Conference." The four-day conference, held in downtown Denver on April 15th through April 18th, was attended by nearly 200 AARO members representing nearly fifty of the fifty-three member states, territories and jurisdictions that facilitate and regulate appraiser licensing at the local level.

This spring conference offered its members an opportunity to network among each other; provide and receive issue resource assistance; participate in various action and topic panel discussions, and otherwise coordinate the collective regulatory efforts of the appraisal boards, departments, and authorities from across the country.

Among this year's guest speakers were representatives of the Appraisal Qualifications Board, the Appraisal Standard Board, and HUD . . . all of which provided current perspectives and considerations in the appraisal industry.

The Colorado Chapter of the Appraisal Institute, as well as, the National Headquarters of the Appraisal Institute were acknowledged sponsors of the conference . . . and were thanked from the podium by the AARO Board of Directors and its members at the Sunday luncheon.

An overview of the conference events is planned for the upcoming issue of the *Appraiser Update* newsletter from the Colorado Board of Real Estate Appraisers.

The following is a tentative list of the Colorado Board of Real Estate Appraisers Regular Meeting dates and locations for the remainder of 2000.

Please remember, that changes are sometimes made to this schedule . . . so, it is advisable to contact the CBREA offices at 303.894.2683 ahead of time to confirm the date and location.

Aug. 18, 2000 — 1313 Sherman Street, #318
 Denver, CO

Sept. 8, 2000 — 1900 Grant Street
 3rd Floor
 Denver, CO

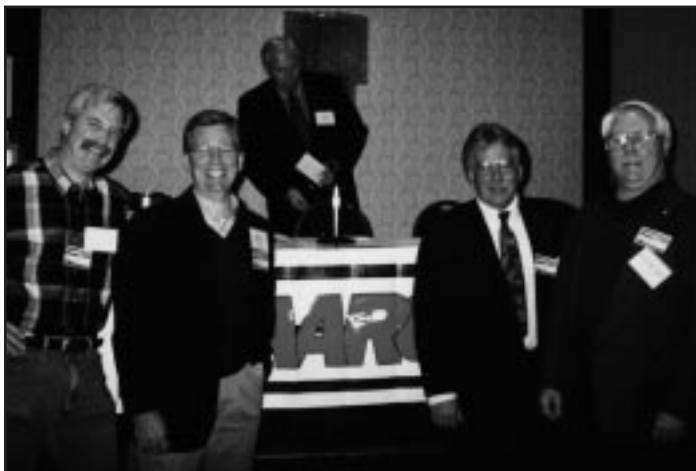
Oct. 13, 2000 — 1313 Sherman Street, #318
 Denver, CO

November 2000 — (Date and Location to be announced)

Dec. 15, 2000 — 1313 Sherman Street, #220
 Denver, CO



The mission statement of AARO is to improve the administration and enforcement of real estate appraisal laws in member jurisdictions through communication, research, education and cooperation. CBREA members attending the AARO Conference are: (l to r) **Larry S. Massey, William M. James, MAI** and **Judith Smith**.



Taking a break from the working sessions are CBREA Members, (l to r) **Mark Westin, William M. James, MAI, Larry S. Massey** and **Stewart Leach**, Program Administrator for CBREA.



Alan E. Hummel, SRA from Des Moines, Iowa, just elected Incoming Appraisal Institute National Vice President, 2001, and **Diane Shannon, SRA** who serves on the Appraisal Institute National Government Relations Committee also attended the AARO Conference.



Larry S. Massey, Chair, Colorado Board of Real Estate Appraisers (CBREA), acknowledges luncheon sponsors, National Appraisal Institute and Colorado Chapter at the (AARO) Conference.

Appraiser Position: Denver. Established firm with multiple offices and national clientele seeks extremely quality-oriented commercial appraisers with 2+ years experience for a variety of property types. Position requires strong analytical/writing and computer skills including proficiency with spreadsheets, Pro-Ject, Argus and WordPerfect 8.0. Benefits include vacation, health insurance, education reimbursement and 401(k). Send resume to NVC; 950 S. Cherry St., #415; Denver, CO 80246 or fax resume to 303.753.9339.

Researcher/Appraisal Intern Position: Denver. Established firm with multiple offices and national clientele seeks extremely quality-oriented college grad with interest in the appraisal business. Requires strong analytical/writing skills and proficiency with wordprocessing and spreadsheets. Benefits. No experience necessary. Send resume to NVC; 950 S. Cherry St., #415; Denver, CO 80246 or fax resume to 303.753.9339.

Have you seen a fraudulent appraisal? Are you tired of seeing misleading appraisal reports? RFI (Real Estate Fraud Investigations, LLC) is actively investigating all aspects of potential Real Estate Fraud to include Realtors, Mortgage Companies as well as fraudulent Real Estate Appraisals. If you are aware of fraudulent appraisals or would like to have more information regarding our services, please fax your information to 303.979.5219 or call Todd R. Peterson at 303.549.2224 for more information.

Administration assistant needed in Colorado Springs appraisal office. Typing skills and Microsoft Word knowledge is required. Prefer someone who has real estate background. Independent contractor with pay increase after 30-day trial period. Please call W. D. Park, MAI, SRA at 719-534-9497.

Recently registered and looking for employment in the Denver Area. computer literate, Home Office capable with an Internet connection, Fax, Laser Printer, and Digital Camera. Raring to go. Somebody please put me to work!! Dan Pollock 303-617-7912 email djpoll@worldnet.att.net.

Boulder real estate appraiser has office space to share located at 5350 Manhattan Circle with prime access to U.S. 36 (Boulder/Denver)

Turnpike, Foothills Highway, and South Boulder Road/Table Mesa Drive. Open space on east side. \$360 month, with copy machine, microfiche reader/printer, etc. negotiable if needed. Call Buddy Brooks, MAI at (303.499.3930).

Taos, New Mexico – Leading commercial appraisal firm in Northern New Mexico mountains is seeking a professional appraiser. Challenges include a rapidly developing market and complex highest and best use analysis. Appraisal and consulting assignments include varied property types throughout New Mexico and Colorado. We prefer a commercially designated appraiser who is proficient in WordPerfect, Word, Lotus and Excel. Please send resume to Mark Cowan and Associates, P.O. Box 2226, Taos, NM 87571.

PT Researcher needed for small commercial real estate appraisal company located in southeast Denver. Some real estate education required. Experience in county research a plus. Flexible hours. Please e-mail resume to dkilty@mho.net or phone David at 303.757.0980.

Seeking a position as a Registered Real Estate Appraiser with a Denver firm under whose supervision I may acquire the experience necessary to seek certification. Experienced in residential structural and property improvement and maintenance, research and editorial work. Call Phil – 303.458.7160.

Commercial Mortgage Underwriter – will analyze and underwrite commercial mortgage loans for major life insurance firm. Bs; MBA preferred, some MAI courses, and 2–3 years direct underwriting exp. with institutional investor. \$50–80K, bonus/relo. Fax: 919.319.3183 Christopher Group Executive Search.

Annual Associates Meeting Well Attended



The Annual General/Residential Associates Meeting was held on May 12, 2000 with seven Residential and 12 General Associates in attendance.

Colorado Chapter No Longer Private Occupational School

Through legislative action, private not-for-profit professional associations were exempted from the need to have their education programs and instructors licensed by the Colorado Division of Private Occupational Schools, Department of Higher Education. This would include the Appraisal Institute.

Source: *Colorado Real Estate Appraiser News*, July 2000

Shannons Host Governor Owens



Diane M. Shannon, SRA and Donald E. Shannon, MAI, SRA hosted a fundraiser for Governor Bill Owens. Also in attendance were Karen L. Tool (Cavender, SRA) and Steve Tool (Colorado Representative running for Colorado Senate).



A big "Thank You" to the following members who took their time to present information, answer questions, and stress upcoming deadlines: Bonnie D. Roerig, MAI; Larry S. Massey, David A. Hitztaler, Jack W. Nisley, MAI; Harold S. McCloud, MAI, Michael J. Kelley, Thomas J. Power, MAI, SRA.

ENROLLMENT FORM
NO PHONE RESERVATIONS! PLEASE



Mail this and a check no later than August 20 to:

APPRAISAL INSTITUTE
 1540 SOUTH HOLLY STREET, #5
 DENVER, CO 80222

OR FAX (303.757.0487) this with your VISA or
 MasterCard number and expiration date (note:
 We do not accept American Express)

General Information

Name: _____
 Designation: _____
 Social Security Number: _____
 Work Phone: (____) _____
 e-Mail Address: _____

Program

Potpourri (Four two-hour Seminars) — Friday, August 25, 2000

Payment

Full day with lunch Included -

Members - \$50; Non-members - \$75 \$ _____
 A.M. Only - Members - \$35; Non-members - \$50 \$ _____
 P.M. Only - Members - \$35; Non-members - \$50 \$ _____
 Lunch Only - \$15.00 \$ _____

VISA MasterCard

Credit Card Number: _____

Name on Card: _____
Please type or print

Expiration Date: _____

Signature: _____

Questions: 303.691.0487, Outside Denver Area: 1.800.571.0086
e-mail: carol@colo-ai.org

Chapter Golf/Seminar Meeting in Greeley

W. West Foster, MAI and **Sue Anne Foster, MAI, SRA** arranged for golf after the seminar and Chapter luncheon meeting for three foursomes at the Greeley Country Club.



Scott A. McHenry, MAI receives his certificate from Colorado Chapter President **Marcus B. Scott, MAI**.



Michael J. Keefe, SRA introduced the speakers at the seminar on "North Front Range Real Estate Trends from a Developer and Marketer's Perspective" presented on May 26, 2000. Thirty-seven attendees benefited from the expertise of the speakers.



Michael L. Ehler, MAI, SRA, The Group, Inc., Ft. Collins, provided land sales, demographic profiles and other information pertinent to appraising in Greeley and the surrounding area.



Bill Neal, Better Homes and Gardens Real Estate Company, provided an overview of real estate trends in the tri-city area in Northern Colorado.