

COLORADO CHAPTER APPRAISAL NEWS

**Appraisal
Institute®**
Professionals Providing
Real Estate Solutions

Volume 13, No. 3 — September, 2003



Editor: W. West Foster, MAI

www.colorado-ai.org

Publisher: Carol Brooks

THURSDAY, OCTOBER 9, 2003

The Colorado Chapter of the Appraisal Institute

presents

SECRETS OF AN EXPERT WITNESS RESIDENTIAL AND COMMERCIAL PROPERTIES

LOCATION: Sheraton Four Points Cherry Creek
600 S. Colorado Blvd. At
Cherry Creek Dr.
Denver, CO

SCHEDULE: **3:30 p.m. – 4 p.m.** Registration
4 p.m. – 6 p.m.
Secrets of an Expert Witness
Residential and Commercial
Properties
6 p.m. – 7 p.m. Cocktails
7 p.m. – 9 p.m.
Dinner and Seminar Topic
Continued

FEE:

Seminar Only	
Members Appraisal Institute:	\$15.00
Non-members:	\$50.00
Seminar and Dinner Meeting	
Members Appraisal Institute:	\$25.00
Non-Members:	\$75.00
Dinner Only	
Members	\$15.00
Non-Members, Guests:	\$25.00

CONTINUING EDUCATION: Appraisal Institute – 3 hours with
Dinner Speakers
2 hours – Seminar only
State of Colorado - 3 hours with
Dinner Speaker
2 hours – Seminar only

**NO CONTINUING EDUCATION CREDITS
FOR DINNER ONLY**

SPEAKERS: Peter D. Bowes, MAI Bowes and
Company – Commercial
Dennis L. Roelker, SRA - Residential

Please note: This program was developed by the
Colorado Chapter who is solely responsible for the
contents.

REGISTRATION: See page 8 for Registration Form or
go to our web site: www.colorado-ai.org

QUESTIONS: Call 303-691-0487
(outside Denver – 1-800-571-0086)
web site: www.colorado-ai.org

BOARD OF DIRECTORS MEETING

Thursday, October 9, 2003, 1:30 p.m. – 3:30 pm.
Sheraton Four Points – Cherry Creek – All Members Welcome

IN THIS ISSUE:

2005 Officers and Directors	2	Appraiser News Online	3	Courses Recently Presented	6
Advertising Policy	2	Editorial Ramblings	4	They Went That-A-Way	6
Colo. Chapter's 2005 Region II Representatives	2	Letter to the Editor	4	In Memoriam	7
Chapter Library	2	Nationwide Flood Plain Maps on the Web	5	Welcome	7
Classifieds	2	MS Walk	6	Everyone Loved the Potpourri	8
President's Corner	3	PAID ADVERTISING	6	Registration Form	8

2003 OFFICERS AND DIRECTORS
Colorado Chapter of the Appraisal Institute

PRESIDENT:

Dennis L. Roelker, SRA
 Littleton 303-779-5314

VICE PRESIDENT:

John (Jack) W. Nisley, MAI
 Grand Junction 970-242-8076

SECRETARY/TREASURER:

Richard G. Stahl, MAI, SRA
 Englewood 303-858-8880 x12

DIRECTORS:

Matthew E. George, SRA
 Littleton 303-721-7007
 David M. Kilty, MAI, SRA
 Denver 303-757-0980
 Larry S. Massey
 Denver 303-936-1280
 Harold S. McCloud, MAI
 Aurora 720-747-4710
 James R. Meurer, MAI, SRA
 Golden 303-278-3066
 Bret R. Poole, MAI
 Denver 303-297-0400
 Wm. Michael Rinner, MAI
 Englewood 303-662-0155
 Martin W. Ward, MAI, SRA
 Boulder 303-445-9600
 Christopher S. Weaver, MAI
 Monument 719-481-3669

PAST PRESIDENT:

John A. Schwartz, MAI
 Aurora 303-671-7511

Advertising Policy

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 3¼" x 10"	\$ 90	\$100
Quarter Page	3½" x 4½"	\$ 50	\$ 60
1/8 Page	(Bus. Card size) 3½" x 2"	\$ 30	\$ 40

Colorado Chapter does not endorse any product or service advertised in this newsletter.

Send camera-ready copy and check to:

Appraisal Institute, 1540 S. Holly, #5, Denver, CO 80222

If you have questions, please call 303-691-0487

Outside Denver metro area 1-800-571-0086

www.colorado-ai.org

CHAPTER LIBRARY

by Bill James, MAI

Remember the Chapter Library is a great FREE resource for commercial appraisal work! If you haven't used it, you will find that it includes a number of useful appraisal data sources that would otherwise cost you a lot. We have been looking for resources that are useful to residential appraisers as well but have found none yet that make sense to include. If you have any ideas, please contact me. The library includes the most recent editions of:

- Dollars and Cents of Shopping Centers – Urban Land Institute
- Denver Area Apartment Rent and Vacancy Survey
- IREM Income & Expense Analysis – Apartments
- BOMA Experience Exchange Report – Office
- NAIOP Industrial Income & Expense Report
- Frederick Ross Company Market Reports – Retail, Office & Industrial – Denver/Boulder
- Home Builders Association Report
- Real Estate Report Corp

Come to the Chapter office to look these over at your first opportunity. You will find them very useful for commercial appraisal work. Carol Brooks says she can even offer use of the Chapter copier at no charge as well. Of course, if you would like any other resources added to the library, particularly for residential appraisal work please let Carol or me know.

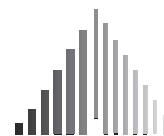
By the way, all Members of the Appraisal Institute can call 312.335.4469 for a complimentary copy of the Code of Professional Ethics and Standards of Professional Practice of the appraisal Institute, which includes a complete copy of the current version of USPAP.

CLASSIFIEDS

Please visit the Chapter website, www.colorado-ai.org under "Employment Opportunities, etc." to view the "Classified Ads."

If you want to place an ad, please e-mail carol@colorado-ai.org

Ads are free – 50 words or less – and they will be posted on the website within 48 hours.



**Appraisal
 Institute®**

*Professionals Providing
 Real Estate Solutions*

COLORADO CHAPTER'S 2003 REGION II REPRESENTATIVES

ONE-YEAR TERM

Sue Anne Foster, MAI, SRA – Greeley
 John A. Schwartz, MAI completing term
 For Terry K. Hartlieb, SRA – Ft. Collins
 Claudia D. Klein, SRA – Colorado Springs
 Richard G. Stahl, MAI – SRA, Denver

TWO-YEAR TERM

Matthew E. George, SRA – Denver
 Jack W. Nisley, MAI – Grand Junction
 Martin W. Ward, MAI, SRA – Denver

ALTERNATE

Bonnie D. Roerig, MAI – Denver

PRESIDENT'S CORNER

by Dennis L. Roelker, SRA



As we leave summer to enter the fall period, what lies ahead for the real estate appraiser here in Colorado? Will interest rates climb, foreclosures spread, property values decline, or will we continue to experience an active real estate market with appraisers working 60 hour weeks and still falling behind? Well, I don't know and I expect you don't know either. However, it could be said that thus far, 2005 has been a successful period for our chapter with numerous courses, seminars, and events progressing more successfully than we anticipated. The July 11 seminar entitled "Transportation and Growth in Colorado" and held in Ft Collins, was well received, even attracting attendees from outside of Colorado. The golf following the seminar was superb, allowing our members to reflect on our profession in a relaxed setting (it also helped me to finally break 100 using only a limited number of mulligans). The annual eight-hour Potpourri held August 8 in Denver was a banner success with a total sellout. The follow-up responses from this event are still being heard. And last, but certainly not the least, is our September 19-21 education/social event held at Copper Mountain. This affair, like in the past years, is sure to be the chapter event of the year. The programs, starting on Friday afternoon and continuing through Sunday morning, are excellent, and the time in between for social events (golf in particular) will make this event one to remember. On behalf of the membership, I would like to thank Mike Fronczak, MAI, Steve Cole, MAI, Becky Hawkins, SRA, and especially MaryKay Kelley, SRA for their devotion and hard work in putting this event together for our benefit. For those of us who have experienced these events, at practically no personal cost, I am certain that the value of chapter membership is evident. For those of you that have chosen to remain on the sidelines, for whatever reason, your loss is regretful. However, next year will provide a new opportunity to participate and reap the benefits of membership that you so much deserve.

In the past and certainly in the future, our profession has been scrutinized and even criticized by the local and national press. Most recently, the topics have focused on inflated market values due to lender pressure, and various ownership assistance programs that may result in inflated sales prices. Fortunately the local newspapers, in preparing their articles, have consulted with several of our members, enlisting their experiences and comments on the subject. As a direct result, the articles published thus far have been relatively balanced and fair, projecting an accurate perspective on the situation and also shedding some light on the difficulties the appraiser faces on the job. It is my belief, hopefully shared with most professionals in the field, that if we continue to do what we believe is right, that eventually the clients will follow our lead. Anything less will eventually reflect on the validity and integrity of our profession in the future.

It is my understanding, after attending regional meetings and receiving countless conference calls and correspondence, that membership on the national level has been gradually increasing, resulting in a stronger financial organization. Additionally, along the same path, our Colorado Chapter has also experienced increasing membership, which will solidify our already strong financial base. For those practicing appraisers that remain undecided about joining our chapter, do investigate the substantial benefits associated with membership and belonging to the largest professional appraisal organization in the world. Being a real estate appraiser is an honorable and rewarding career; being a professionally designated real estate appraiser in Colorado, is a privilege reserved for the best.

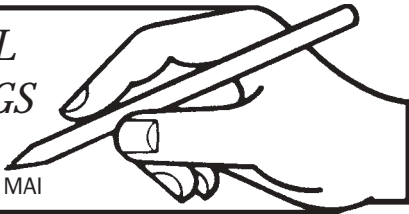
Recently, three members of our chapter, Lee Laffoon, MAI, Doris Bowling, RM, and Alden Everett Gullickson, MAI, passed away. On behalf of the membership I would like to extend our condolences to their family and friends. It seems that with the passing of a friend or loved one, we should be encouraged to extend a gentler and kinder heart to those still around us, whom we sometimes take for granted.

In closing, I wish to thank the officers, committee members, general membership, and especially Carol Brooks, who have served our chapter during 2005. Without their unselfish giving of time and effort, I could assure you that the Colorado Chapter of the Appraisal Institute would not reflect the leadership role it enjoys today. It pays to get involved in your organization; you will reap benefits far in excess of financial gain, and may even enhance your self worth in the process.

APPRAISER NEWS ONLINE

by Matthew E. George, SRA
Chair, Government Relations

Once again, Appraiser News Online has more relevant topics than Madonna (yeah, like that would be hard to beat). OK, now that I've got your attention, I'd like you to check out the AI Website of Appraiser News Online. Articles on Leasehold Depreciation, HUD/FHA changes to VC sheets, and much more is available in this month's publication. Both commercial and residential appraisers are impacted by these events, so make sure you are checking this website out. It is so easy to access this website. Simply go to AppraisalInstitute.org and the Appraiser News Online highlights are right there! If you have a comment on any of these articles or want to help in any way with Government Relations, call Matthew George, SRA @ 303-721-7007.



In lieu of a traditional editorial, below is the entire text of the "State of Colorado Real Estate Commission and Board of Real Estate Appraisers Joint Position Statement on Seller Assisted Down Payments Adopted July 11, 2003". If you want to download the entire text from the web, go to www.dora.state.co.us/real-estate and click on "What's New." Then click on "Joint Position Statement on Seller Assisted Down Payments Adopted July 11, 2003."

STATE OF COLORADO

Real Estate Commission and Board of Real Estate Appraisers Joint Position Statement on Seller Assisted Down Payments Adopted July 11, 2003

The Colorado Real Estate Commission and the Colorado Board of Real Estate Appraisers have issued this Joint Position Statement to address mutual concerns pertaining to practices of real estate brokers and real estate appraisers with regard to residential sales transactions involving seller assisted down payments.

Seller assisted down payments should not be confused with seller concessions.

For example, in HUD Handbook 4155.1 REV-4 CHG-1, HUD permits sellers (or other interested third parties such as real estate brokers, builders, etc.) to contribute up to 6% of the property's sales price toward the buyer's actual closing costs, prepaid expenses, discount points, and other financing concessions. HUD defines other expenses (beyond those described above) paid on behalf of the borrower as inducements to purchase. Further, HUD considers a dollar-for-dollar reduction to the sales price for inducements to purchase before applying the appropriate loan to value ratio. Similar consideration might be appropriate on loans not involving HUD.

There are varied sources of seller assisted down payments. In some cases, the seller and buyer choose to participate in a down payment program through a charitable organization. The seller pays a fee to the charitable organization and the charity "gift funds" the down payment for the buyer. The fee paid by the seller and the amount of the down payment is not necessarily equal.

In other cases, the seller may fund the buyer's down payment through proceeds of the sale. A buyer may offer a purchase price higher than the listing price with the provision that the seller contributes the amount of the offer over the listing price as a seller assisted down payment for the buyer.

A residential real estate transaction has a life well beyond closing and possession of the property. Accurate sales data is crucial for appraisals and comparative market analysis (CMA) work products. Both appraisers and real estate brokers can effectively work together to maintain the safeguards that accurate sold data affords.

A real estate broker can facilitate these safeguards by adherence to the following:

- Note the presence and amount of any seller paid costs (including a seller assisted down payment or fee paid to a charitable organization on behalf of the buyer) in the proper transaction documents, including the Buy/Sell Contract, Closing Statements, and Real Property Transfer Declaration.
- Utilize all available fields in the multiple listing service to record all transaction terms, including seller contributions and inducements to purchase. Sold information should be entered promptly and be spe-

cific and detailed particularly when the sold price includes a seller assisted down payment.

- Advise buyers and sellers to consult legal and tax counsel for advice on tax consequences of seller contributions and inducements to purchase.
- Cooperate with appraisers as they perform their due diligence in asking questions about sales.

An appraiser can facilitate these safeguards by adherence to the following:

- Research and confirm subject property and comparable sales, including obtaining details of the contract and financing terms.
- Research and confirm all relevant information about a transaction, including determination of seller paid costs.
- Utilize all available data search tools, including the listing history and seller contributions features of multiple listing services.
- Make appropriate adjustments to comparables with seller contributions and inducements to purchase when developing work products.
- Comply with the applicable provisions of the Ethics Rule and Standards 1 & 2 of the Uniform Standards of Professional Appraisal Practice.
- Comply with any supplemental standards required by agencies such as the Federal Housing Administration.

Letter To The Editor

by Terry Hartlieb, SRA

One VERY IMPORTANT thing is missing from the article published in the Business Section of the Denver Post on Sunday, July 20, 2003: In order to obtain higher values, on demand, those lenders are going to DISHONEST appraisers. We know who they are in Northern Colorado, but they are not being exposed because of the lack of any teeth in prosecuting those lenders and their respective dishonest vendors.

I have been appraising for 27 years, here and in Cleveland, Ohio, and I am ANGRY at what passes as a residential appraisal these days - even more angry about the lack of ability to do much about it. There are a couple of companies in Colorado that have large numbers of AR trainees who get trained on measuring a house, filling in the blanks, and nothing more. That is NOT appraising, and as far as I am concerned, it represents a detriment to the public interest. These people need to be taken to task in some way. There has to be an answer. I wish I knew what it was!

NATIONWIDE FLOOD PLAIN MAPS ON THE WEB

by Richard Stahl, MAI, SRA

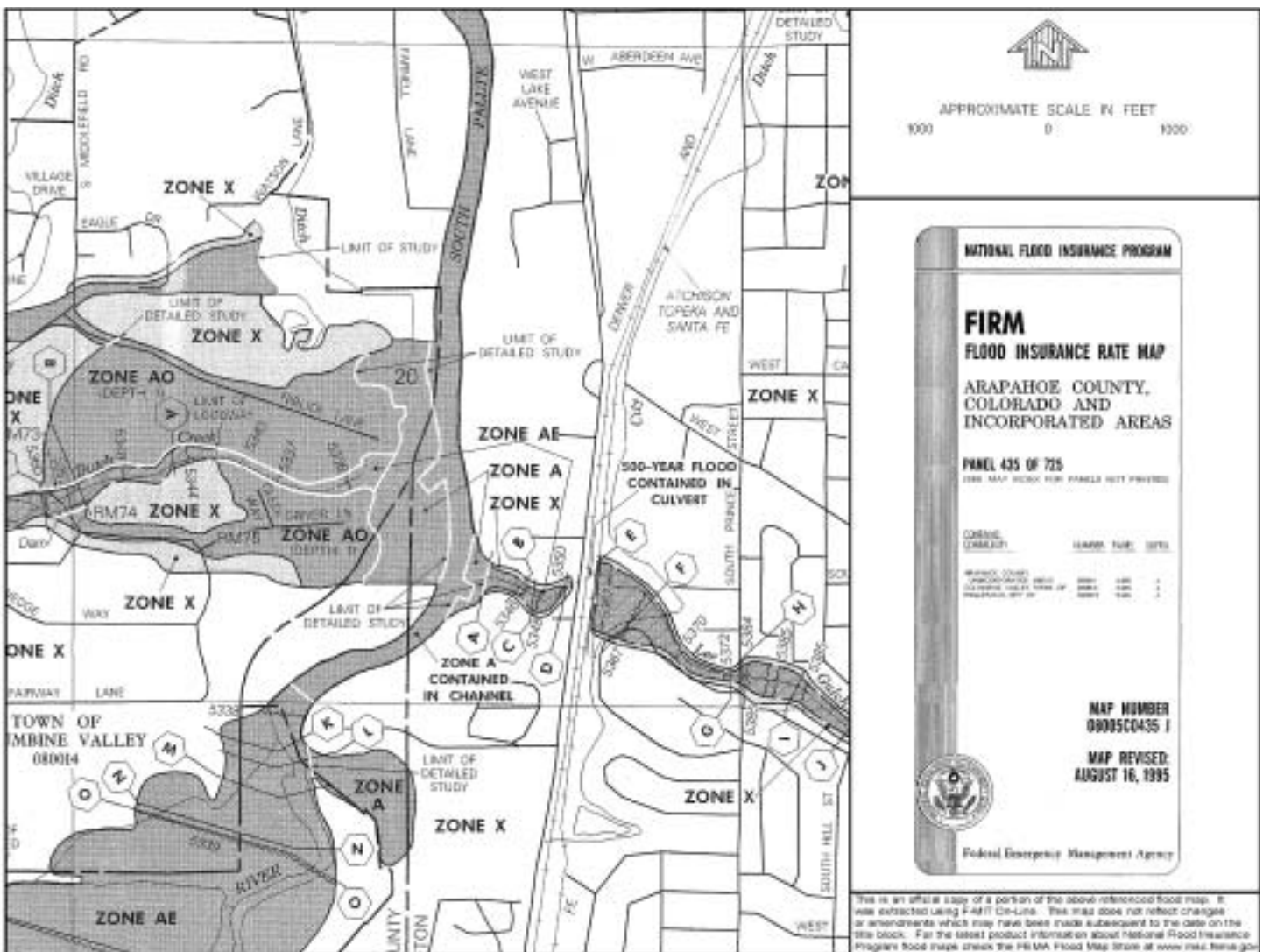
No doubt many of you have seen the advertisements promoting the purchase of flood plain maps. Some limit the number of maps for \$199 dollars. Others do not limit the number of maps but cost a certain dollar amount for a monthly or yearly subscription. And still others are subscriptions for specific geographic areas. DON'T SUBSCRIBE. Flood plain maps are FREE on the web.

Go to www.fema.gov and click on FEMA Flood Map Store at the upper left hand corner of the page. At the FEMA Flood Map Store ignore the user name and password and click map search at the top of the page. Select Public Flood Map as your product and enter an address. Alternatively, you may click on the national map and reduce it to your state, your city and your neighborhood. If using the latter method you will want to click on the point frame on the left hand side of the page and click again on the map. Next you will see the

map search result page. Click on view (green dot) to see the map. When the map appears select Make a Firmette. Now the map has a pink shaded area and two green shaded areas. First, under #1, Select a Page Size. Next, under #2 Select and Move Areas, drag the Print Area (pink shaded area) to your selected area of the map. Repeat Select and Move for Adjust Scale and North Arrow and Title Block. Now under #3 Create a Firmette, click on Adobe PDF. When the map appears, click Save Your Firmette and either open the Firmette or save it. If opening the Firmette to a temporary folder, rotate the image 180 degrees and it will fit perfectly on the page when printed.

You now have an official copy of a portion of a referenced flood map showing the panel and map number together with a north arrow and scale in feet.

Please contact me if you have any questions.



MS Walk

Last year was the first year that the Chapter participated in the Multiple Sclerosis Society Walk. Two thousand one hundred twenty dollars were raised.

This year in spite of the snow that caused the walk to be cancelled, the Chapter contributed \$2,635 to this cause. The Chapter will be a part of the MS Walk in 2004 and hopes to raise more funds for research to combat this dreaded disease.



Courses Recently Presented



Course 110 had 58 students who benefited from the expertise of instructors, **Louis J. Garone, MAI, SRA** and **James R. Meurer, MAI, SRA**.

Instructors **Clifford L. Cryer, MAI, SRA** and **Louis J. Garone, MAI, SRA** had 60 students in Course 120 held August 18-23.



Ninety-one students representing 17 states, the Virgin Islands and Japan attended C-410. That really kept instructors, **Bonnie D. Roerig, MAI** and **Peter D. Bowes, MAI** on their toes.

Change your Perspective

www.jres.com

Denver's comprehensive resource
for information on Real Estate
Market Conditions and the Economy

JAMES REAL ESTATE SERVICES, Inc.

303-388-1100

They Went That-A-Way

CORRECTION

Terri T. Odenweller, MAI
Correct fax number - 720.200.4840

E-MAIL ADDRESS CHANGES

James R. Biber, MAI
Sargejim@earthlink.net

Steffen A. Brown, SRA
42sab@comcast.net

Susanne Dickinson, MAI
susannei@msn.com

Louis J. Garone, MAI, SRA
lou@valuate.net

MaryKay Kelley, SRA
mkelley44@comcast.net

Robert L. Ripp, SRA
bripp1@comcast.net

Steven A. Tromly, MAI
steve@tromlyappraisalco.com

Maureen L. Russ, SRA
Tmruss216@earthlink.net

Richard L. Shields, SRA
apprz@comcast.net

Carol B. Wolfe, SRA
Carolwolfe2000@comcast.net

ADDRESS CHANGE

Scott E. Freeman, MAI
Wells Fargo
MAC C7501L58
1740 Broadway
Denver, CO 80274
Phone: 303.865.4692
Fax: 303.865.4805
E-mail: scott.e.freeman@wellsfargo.com

Michael J. Fronczak, MAI
National Valuation Consultants, Inc.
950 S. Cherry St., Ste. 800
Denver, CO 80246

Phone: 303.753.6900
Fax: 303.755.9539
E-mail: mfronzak@nvcinc.com

Brooke B. Leer, MAI
3765 S. Hibiscus Way
Denver, CO 80237
Phone: 303.759.4028
E-mail: brooke@rmi.net

Robert J. Maloney, SRA
6638 W. Roxbury Dr.
Littleton, CO 80128

Reed L. Slingerland, SRA
ASI Appraisal Services
P. O. Box 938
Moab, UT 84552
Phone: 435.259.7854
Fax: 435.259.1562
E-mail: ris@amigo.net

William T. Van Court, MAI
Van Court & Company
5355 W. Dartmouth Ave., #509
Denver, CO 80227

INACTIVE MEMBERSHIP

Roxane J. Perruso

RETIRED

Harry F. Kempke, MAI, SRA

In Memoriam

Alden E. Gullickson, MAI, SRPA

by Thomas R. Olmsted, MAI

Some of you more senior members will remember Alden (Ad) E. Gullickson, MAI, SRPA. He passed away on July 4th, 2003 at McKee Medical center in Loveland. Ad worked as a loan officer and appraiser for Empire Savings, Building and Loan Association from 1946 to 1966. He earned a Bachelor's Degree from White Water State Teachers College-University of Wisconsin. Ad was an independent appraiser and worked closely with Ed Horton until 1975.

Prior to the Savings and Loan crises, Ad became employed by the Federal Home Loan Bank Board and reviewed thousands of appraisal reports on all types of properties. I think he knew almost every independent appraiser in the region by their first name and was well respected in the various appraisal groups.

Ad Gullickson was president of Chapter # 9 of the Society of Real Estate appraisers in 1954. Neither the Society nor the Institute were very large in their early years and members of both groups knew one another on a first name basis and many had dual membership. The Society was primarily supported by the Savings and Loan appraisers while the Institute was made up of Fee Appraisers. Ad retired in 1990. He was a strong advocate for the appraisal industry and will be greatly missed.

The following was prepared by Wilson Wampler, MAI
with input from William Woolford,
William T. Van Court, MAI and a newspaper obituary

A. L. Laffoon, MAI

A. L. "Lee" Laffoon, longtime MAI, died September 6, 2003. He was born January 21, 1918 in Brush, Colorado and graduated from high school in nearby Snyder. He joined the Marines on

August 2, 1940, sixteen months before the attack at Pearl Harbor. He was assigned to the 4th Marines and stationed in the Philippines. He was on the island fortress of Corregidor "The Rock" at the time of the Japanese invasion shortly after Pearl Harbor. America was ill-prepared for the war and unable to send reinforcements or supplies; therefore, forces on Corregidor were obliged to surrender on May 6, 1942, four weeks after the fall of the Bataan peninsula (and the infamous Bataan Death March). He was in several prison camps until being liberated in August, 1945, after the atom bombs ended the war. No more than one-third of the 4th Marine Division survived the wartime captivity. Lee neither dwelt on nor shied away from his prison experiences and I remember him saying that the closer he was moved to Japan, the worse the treatment became. I also remember being told that several men had to shave with one blade each day and the only way of sharpening it was to run it around the inside of a wet glass. Bill Van Court remembers him saying he worked on a railroad for a time (shades of *Bridge on the River Kwai*?) and also remembers that Japanese guards kept telling the prisoners of great victories over the Americans but, since the "victories" kept getting closer to Japan, the prisoners figured out the truth. Lee was wryly non-gung ho regarding the Marines: "We were supposed to be better fighters than the Army, but we probably weren't".

Lee began appraising with the Adams County Assessor, then moved to the State Tax Commission, then worked with Ed Leet at Justin Haynes Co., where he met Bill Woolford. In 1953, the same year Lee was elected to the Aurora City Council, he and Bill Woolford went into business together. They eventually bought the practice of Dick DesJardins (after which Woolford moved to Pueblo for a time). After that association dissolved, Lee eventually associated with Bill Van Court. Ed Early joined them later and this partnership lasted for a number of years. Lee went back on his own shortly before he retired. In 1965, Lee was President of IRWA Chapter 6 and was President of Colorado Chapter 22 of the American Institute of Real Estate Appraisers in 1976.

Welcome!

GENERAL ASSOCIATES

Christopher S. Burkhardt
National Valuation
Consultants
950 S. Cherry St., #800
Denver, CO 80246
Phone: 303.755.6900x212
Fax: 303.755.9359
E-mail:
cburkhart@nvcinc.com

Blaine N. Gallup
American Appraisal Group
16748 E. Smoke Hill Rd., #142
Centennial, CO 80015
Phone: 303.652.1985
Fax: 303.600.0958
E-mail: bgallup@american
app.com

Christian J. Goodwin
Integra Realty Resources
2000 S. Colorado Blvd., #250
Denver, CO 80222
Phone: 303.500.1215
Fax: 303.500.3789
E-mail: cgoodwin@irr.com

Laurel Henderson
1215 Humboldt St.
Denver, CO 80218
Phone: 303.960.9057
E-mail: lhenderson@irr.com

Patrick L. McNear
McNear Appraisal Service
1212 - 8th Ave.
Greeley, CO 80651
Phone: 970.352.1212
Fax: 970.352.1215
E-mail: scotrealtyco@aol.com

Gregory A. Platt
26637 Highway 37
Greeley, CO 80631
Phone: 970.536.0885
E-mail: revalue4u@aol.com

James K. Smith
Apartment Property Serv., Inc.
601 Salano Ave.
Colorado Springs, CO 80906
Phone: 719.520.9532
Fax: 719.520.9576
E-mail:
jksmith4@adelphia.net

Timothy J. Szozda
10700 E. Dartmouth Ave.,
R106
Aurora, CO 80014
Phone: 720.748.2158
E-mail: tim.szozda@
apartmentappraisers.com

Jon Vaughan
Foster Valuation Co. LLC
1750 - 25th Ave., Ste. 204
Greeley, CO 80654
Phone: 970.552.1117x12
Fax: 970.555.2755
E-mail: jon@fosterval.com

Mark Wallick
194 Shelley Dr.
Grand junction, CO 81503
Phone: 970.245.8807

RESIDENTIAL ASSOCIATES

Jeffrey J. Bernatow
Appraisals ASAP, Inc.
8391 Delaware St., #102
Denver, CO 80221
Phone: 303.200.4779
Fax: 303.200.4788
E-mail: jeff@appraisals-
asap.com

Kenneth D. Crowell
Crowell Appraisal Service
107 W. 11th St.
Pueblo, CO 81005
Phone: 719.544.1771
Fax: 719.544.1722
E-mail: ken@erreports.com

John H. Crowley
Taurus Companies
5855 W. 10th St., Ste. 100F
Greeley, CO 80654
Phone: 970.552.0504
Fax: 970.551.5006
E-mail: taurusgold@aol.com

Scott C. Dragoo
Appraisals ASAP, Inc.
8591 Delaware St., #102
Denver, CO 80221
Phone: 303.200.4779
Fax: 303.200.4788
E-mail: dragoo@appraisals-
asap.com

Daniel A. Grant
Freedom Appraisal Serv., LLC
17755 E. Chicory Circle
Parker, CO 80154
Phone: 720.851.8285
Fax: 720.851.8241

Sandra L. Herbison
256 Riker Ct.
Loveland, CO 80537
Phone: 970.665.1656

David A. Hitztaler
Hitztaler & Associates, Inc.
698 E. Huntington Dr.
Highlands Ranch, CO 80126
Phone: 303.546.4991
Fax: 303.546.6048
E-mail:
hitztaler@earthlink.net

Michael Igleheart
7918 Cougar Lane
Littleton, CO 80125
Phone: 303.576.5525x114
Fax: 303.756.5540
E-mail: micleheart@aol.com

Matthew M. Korting
Korting Real Estate &
Appraisal, Inc.
2724 S. Victor St.
Aurora, CO 80014
Phone: 303.285.0005
Fax: 303.285.0008
E-mail:
matthewkorting@msn.com

Stephen LaPorta
Pinnacle Appraisals, LLC
1759 York St., #200
Denver, CO 80206
Phone: 303.535.0645
Fax: 303.599.2126
E-mail:
pappraisals1@qwest.net

Richard C. Laraia
Laraia & Associates
7415 Winter Perry Lane
Castle Rock, CO 80108
Phone: 303.660.8864
Fax: 303.660.8897
E-mail: rclaraia@aol.com

Heidi N. McDaniel
Bear Creek Appraisal Services
P. O. Box 2504
Telluride, CO 81455
Phone: 970.728.5990
Fax: 970.728.5944

Richard R. McMillan
Briar Ridge Appraising
731 Briar Ridge Ct.
Castle Rock, CO 80102
Phone: 720.559.6549
Fax: 720.791.8625
E-mail: diandricky@aol.com

Michael R. Ruth
3024 Appraising, LLC
912 W. English Sparrow Tr.
Highlands Ranch, CO 80129
Phone: 303.791.8629
Fax: 303.471.1909
E-mail: ruth5024@aol.com

Jeffrey Unger
JPJ Appraisals, Inc.
589 Amanda Pines Dr.
Parker, CO 80138
Phone: 303.840.9854
Fax: 303.840.5046
E-mail: jeffreyunger@world
net.att.net

AFFILIATES

Alan J. Freidhof
1018 S. Oak Valley Lane
Pueblo West, CO 81007
Phone: 719.547.1349
E-mail:
freidhof@mail.fone.net

Ellen L. Mendenhall
1460 Rosemary Dr.
Castle Rock, CO 80109
Phone: 303.814.5027
E-mail: ellenmen25@aol.com

STUDENT

Peter J. Tibble
2360 E. Iliif Ave., #204
Denver, CO 80210-5441
Phone: 303.591.2969
E-mail: ptibble@msn.com

EVERYONE LOVED THE POTPOURRI



A big *THANK YOU* to all of the speakers who helped to make the Potpourri such a wonderful event for 180 appraisers in attendance!



REGISTRATION Form — *No Phone Reservations! Please*

Mail this and a check no later than October 3, 2003 to:
 Appraisal Institute, 1540 South Holly Street, #5, Denver, CO 80222
 OR FAX (303-757-0158) this with your VISA or MasterCard number and expiration date

Name: _____ Designation: _____

Company _____

Address: _____ City, State, Zip: _____

Work Phone: (_____) _____ E-Mail Address: _____

Social Security Number: _____

VISA MasterCard **Note: The Chapter does not accept American Express**

Credit Card Number: _____

Name on Card: _____ Expiration Date: _____
Please type or print

Signature: _____

Questions: 303-691-0487, Outside Denver Area: 1-800-571-0086, e-mail: carol@colo-ai.org

SEMINAR AND DINNER:

Members: \$25.00 _____

Non-Members: \$75.00 _____

DINNER ONLY:

Members: \$15.00 _____

Non-Members: \$25.00 _____

SEMINAR ONLY:

Members: \$15.00 _____

Non-Members: \$50.00 _____

Total \$ _____

