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Connections

Official Publication of the
**Association of
 Texas Appraisers, Inc.**

Mission Statement of the Association of Texas Appraisers

The Association of Texas Appraisers was organized to provide opportunities for continuing education and professional association for real estate appraisers and other interested parties within the State of Texas; to establish and maintain minimum requirements for membership; to confer membership designations to properly qualified appraisers; and to provide and maintain an organization that serves the needs of its members.

From the Desk of the President

I don't know about y'all – but, it sure has been busy this past few months.

Most recently, The Appraisal Foundation Advisory Council (TAFAC) announced that their Executive Committee had an opening due to one of their members having to leave his position. The Nomination Committee asked our ATA representative, Diana Jacob, to be the TAFAC Secretary to the Executive Committee. She accepted the nomination and was voted in. Congratulations to Diana!



On September 26-27, 2014, the ATA held an event in Ft. Worth at the Holiday Inn Airport South. There were three 4-hour courses offered. Friday's course was on Understanding Promulgated Contracts presented by ATA's Candy Cooke. Saturday's courses were on Design/Style and another on Plans & Specs, both presented by ATA's Diana Jacob. During this meeting, the ATA Outstanding Service Award for the North Texas area was presented to Karis Crawford of Abilene. Congratulations Karis!

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If you feel someone is deserving, you can nominate them for an Outstanding Service Award. Here is a link for the guidelines and application form. <http://www.txappraisers.org/ATA%20Awards.pdf>.

Also, if you'd like to nominate (or even self-nominate) for the Pospisil Scholarship, please click on this link for the guidelines, procedures and application. <http://www.txappraisers.org/Scholarship.pdf>. It only takes a couple of seconds to nominate someone.

In case you haven't heard yet, the ATA has been approved as a course provider. On December 8-9, ATA will be presenting the 15-hour USPAP course in New Braunfels for those in need of this course.

This past November 11-14, 2014, I attended the Appraisal Summit & Expo in Las Vegas. On Tuesday afternoon, I sat in the audience of the National Asso-

2014-2015 Board of Directors

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Andy Arledge, ATA-R, Director	Arturo Palacios, ATA-G, Past President

ciation of Appraisers (NAA) Board of Directors Meeting. The NAA is addressing so many issues that appraisers are faced with on a daily basis – whether the appraiser is a member of NAA or not. This is such an awesome group. I invite all of you to go to the NAA website at www.naappraisers.org and see for yourselves what this organization is doing for appraisers across the country.

On Wednesday, the NAA held its annual membership meeting. Afterward, they provided a state coalition/state organization round table session to discuss issues. Texas was well represented with several ATA members in attendance.

The Summit kicked off on Wednesday evening and was in full force Thursday and Friday with a wide range of speakers and presentations. There was also a special track for appraisal managers. In my opinion, this was the best Appraisal Summit & Expo by far.

Our Mid-Year Meeting is scheduled for February 20-21, 2015 offering 12 hours of appraisal CE to be held in New Braunfels, TX at the Courtyard New Braunfels River Village. Friday morning (8:30 a.m.), the TREC Ethics MCE course will be offered for those holding real estate broker/agent licenses. Friday afternoon will be a course on “Liability Issues for Appraisers Performing Litigation and Non-Lending Work”. This is a 4-hr course presented by Peter Christensen. We will have our Networking Reception Friday from 5-6 p.m. Saturday is a new course titled “The Secret Revealed” presented by Tim Andersen.

Additional meetings are currently being worked on for 2015. We are planning a meeting in the Rio Grande Valley in April, an event in Abilene in May, and going to Houston in June. In August, we will be in San Antonio (The Omni Hotel) for our 10th Annual Meeting and Education Conference. Information on these upcoming events can be found on our website at www.txappraisers.org.

I know I’ve been busy these past few months. I’m willing to bet that you all have been, as well. This profession we’ve chosen can take a hold of you – and next thing you know – December is here.....again! A very good friend of mine emails me from time to time to remind me – “Don’t forget to stop and smell the roses.” It is my wish to pass that message on to all of you. Here’s wishing all of you a very Merry Christmas and a Happy New Year! Those of you traveling over the holidays, please be safe....and take a moment now and then to “stop and smell the roses,” whatever your “roses” may be. We’ll see you all in February in New Braunfels.

Bobby

Welcome New Members

The ATA President and Board of Directors would like to welcome our newest members:

Jane Bumpus, Lampasas; **Jocelyn Coleman**, Allen; **Darlene Dumas**, Rio Vista; **Jeffrey Hoelscher**, McAllen, **Larry Jones**, Lubbock; **Chase Kiser**, Abilene; **Michael Molnari**, Houston; **Thomas Pham**, Sachse; **Thach Phan**, Sachse; **Jerry Sexton**, Georgetown; **Brian Simpson**, Austin; **Douglas Stewart**, Pantego; **Craig Tadlock**, Ft. Worth and **Zachary Trostel**, Arlington.



Not a member? Log on to www.txappraisers.org and click on the Membership tab for information on joining ATA. If you have questions, please contact info@txappraisers.org.

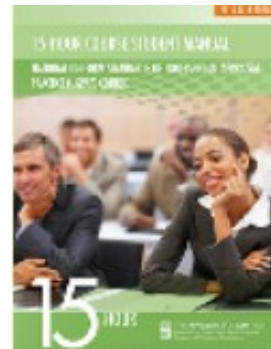
Designation Information

Congratulations to Charles Bratton, ATA-R, Dianna Land, ATA-R, Steve Land, ATA-R, Tommy Marshall, ATA-G and Ruth Rhodes, ATA-R who were recently awarded the ATA designation.

If you are interested in applying for a designation with ATA, please go to our website, www.txappraisers.org, and click on the Membership link and download the Designation Application.

15 Hour USPAP Course

ATA will offer the 15 Hour National Uniform Standards of Professional Appraisal Practice (USPAP), December 8-9 in New Braunfels at McKenna Event Center (801 W San Antonio). This course is designed to assist appraisers in all areas of appraisal practice and to assist those seeking competency in USPAP as established by the Appraisal Qualifications Board of the Appraisal Foundation, this course focuses on the requirements for ethical behaviors and competent performance of appraisers. ATA's president, Bobby Crisp, ATA-R will be teaching this class.



The fee for this 15 Hour USPAP Course is \$250 (members)/\$275 (non-members) and includes the 15-Hour USPAP Student Manual (it does not include the 2014-2015 USPAP Document).

To register for this class, log onto <http://www.txappraisers.org/uspap.html>.

9th Mid-Year Meeting

Don't miss our 9th Mid-Year Meeting, February 20-21, 2015 at the Courtyard New Braunfels River Village, 750 IH 35 North, New Braunfels, TX 78130.



Our 9th Mid-Year Meeting line-up includes:

- Friday morning - 8:30 a.m. - 11:30 a.m. - TREC Ethics MCE* (presented by Candy Cooke, ATA-G)
- Friday afternoon - 12:30 p.m. - 1:00 p.m. - Welcome and Association Update
- Friday afternoon - 1:00 p.m. - 5:00 p.m. - Liability Issues for Appraisers Performing Litigation and Non-Lending Work - 4 hrs ACE (ACE approval pending)** (presented by Peter Christensen). Appraisal assignments for litigation and other non-lending purposes actually present a greater liability risk to the appraiser on a per assignment basis. This seminar begins with an overview of current appraiser liability issues and then addresses the specific liability risks associated with appraisals for litigation, divorce, estate, tax, conservation easement and other non-lending purposes. It also addresses special liability considerations for review appraisers and supervisory appraisers.
- Friday evening - 5:00 p.m. - 6:30 p.m. - Networking Reception
- Saturday - 8:00 a.m. - 5:00 p.m. - The Secret Revealed - 8 hrs ACE/MCE *** (presented by Timothy Andersen). This course highlights core considerations of identifying the process by which appraisers choose comparable sales, rental, and discount rate/OAR data - that of determining the comparables have the same highest and best use as does the subject. The Case Studies augment this process by making the appraisers think "out of the box" about the issues in the case studies. This is a hands-on curriculum requiring interactive participation throughout the entire seven (8) hours of the classroom experience.

A block of rooms has been reserved for attendees at the Courtyard by Marriott River Village. Sleeping rooms are \$109 (plus tax) per night for single/double rooms. Reservations must be received by Friday, January 30, 2015. After this date, reservations will be accepted on a space and rate availability basis. Call (800) 321-2211 and mention code Association of Texas Appraisers to receive this discounted rate. ACE/MCE Hours Earn up to 12 Hours ACE and 11 Hours MCE.

The fee for the Mid-Year Meeting is \$125 (members)/\$250 (non-members). This includes all materials. Use the registration form on page 12 to register or log on to <http://www.txappraisers.org/meetings.html>.

*MCE Legal course approved under MCE Provider #9811 MCE (#23555)

**This course is being provided through LIA Administrators & Insurance Services

***The Secret Revealed course approved under MCE Provider #9974 (08-00-076-27417)

Five Things To Consider In Selling Your Appraisal Business

Reprinted from Appraiser News

1. How far in advance should I start prepping my appraisal business for sale? Should I start one year before putting it on the market? Would a two year period of organization and preparation for sale be more realistic? Do I really understand the various means of marketing an appraisal business?
2. How many of my clients would continue with a new owner upon the sale of my business? What would the comfort level be for a prospective purchaser as to retaining most of my clients? What can I do to insure greater customer retention (and a healthier sale price)?
3. What simple steps can I take to make my appraisal business more attractive to a prospective purchaser? Would a small investment in technology (i.e. computers, printers, mobile devices, newer software, new website) project a stronger image to buyers?
4. Is my appraisal business best marketed to a younger appraiser just starting out or should I be marketing it to a larger appraisal firm? Do I have any particular niche (geographic, specialty, type of client, etc.) that would have value for a certain prospective purchaser?
5. Would I be willing to receive a large part of the sale price as a consulting fee or as a percentage of revenue to be received for several years after the sale? If such an arrangement might help to maximize my return, what steps do I need to take to insure that I receive payments in the future as contractually agreed upon?



Significant Real Property Assistance Certification Form

Arturo Palacio, ATA-G

A real estate appraiser called me last week to ask me “what they could do about the AMC’s sending them additional comparables for the appraiser to analyze?” Several years ago I was having the same issue with the AMC’s. So, I started looking at the most current USPAP edition at the time. I read everything there was where the words “comparable selection and/or comparables” came up in USPAP. I finally came upon “significant real property appraisal assistance”. I then started to read everything I could about what qualified as “significant real property appraisal assistance”. I read everything within USPAP and I started researching information on the internet. What I found was that USPAP was giving the appraiser the correct answer as to how to reply back to the AMC’s requesting us to consider additional comparables the AMC’s had selected as potential comparables for the appraisal request. I created the “Significant Real Property Appraisal Assistance Certification” form. After completing the form, I sent it to The Appraisal Foundation. They responded back to me that if I felt that someone was providing me with significant real property appraisal assistance, I could use it and have them sign the certification. Anytime an AMC would call for me to consider additional comparables, I would immediately say absolutely and have them send the additional comparables to consider over. Once they would send me the comparables, I would email them the form to have them sign it and return it back to me for my work file. I would then get an email informing me to forget the additional comparable data they had sent me and that the appraisal would be approved as it was submitted. As additional real estate appraisers were calling me that they were having the same problem, I would email them a sample of the form and have them send it to the AMC. They too experienced the same thing. The additional comparable requests were just melting away. I introduced the form to all my local real estate appraisers. Some have used the forms and others were a little skeptical to use it. In August 2013, I received a copy of The Appraisal Foundation’s 2012-13 USPAP Q&A. The USPAP Q&A had been issued on August 1, 2013. If any of you have not read The Appraisal Foundation’s USPAP Q&A, you need to log on to their website and read all past and current USPAP Q&A’s. In the August 1, 2013 USPAP Q&A issue, I found additional justification for the use of the “Significant Real Property Appraisal Assistance Certification” form. The very first question in the issue starts to talk about “Utilizing a Data Entry Service”. So what does utilizing a data entry service have to do



USPAP Q&A

with having an AMC selecting comparable data for an appraisal you are working on? Everything. Once you read the question and then the response you will find the answer in the last sentence and/or the last three words. I am going to post the entire question and response below:

2013-01: APPRAISAL DEVELOPMENT – SCOPE OF WORK ISSUES
Utilizing a Data Entry Service

Question:

I primarily perform residential appraisal assignments for mortgage finance purposes. I recently received a solicitation from a company that is offering to enter all the data into my appraisal software program for me at a very low cost. Is this something that is allowed under USPAP?

Response:

There are two primary concerns. The first concern is whether the service provider is performing significant real property appraisal assistance. If the service provider simply performs clerical tasks, such as entering information provided by the appraiser, USPAP does not require disclosure; this would be a clerical service, not significant real property appraisal assistance. However, if the service includes performing task that require appraisal competency, the name of each individual performing that service must be stated in the certification as having provided significant real property appraisal assistance, and the extent of the assistance must be addressed within the appraisal report. *Tasks that require appraisal competency include, but are not limited to, rating a property’s quality or condition, estimating remaining economic life, and **selecting comparable data**.*

For additional clarification on significant appraisal assistance, please refer to FAQ 243 in the 2012-13 edition or FAQ 247 in the 2014-15 edition.

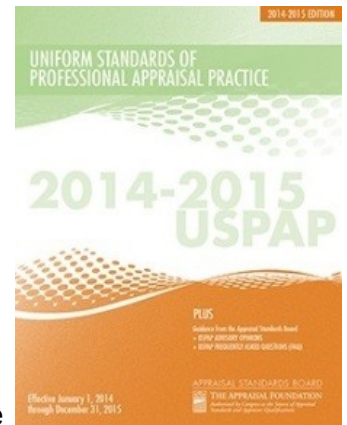


(Please note that the above 2013-01: Appraisal Development – Scope of Work Issues – Utilizing a Data Entry Service Question and Response has been taken from The Appraisal Foundation’s 2012-13 USPAP Q&A issue dated August 1, 2013.)

Therefore, when an AMC sends you a list of comparables they have selected for you to consider within your appraisal report, reply to them by sending them the “Significant Real Property Appraisal Assistance Certification” form for them to fill out, sign, and return to you so that you can keep it within your work file.

Since I developed this form, I have started to use the form with appraiser trainees. Any time I have an appraiser trainee assist me with an appraisal request, I include this certification form with the appraiser trainee’s signature. This form provides the appraiser trainee additional documentation for their personal work file.

This “Significant Real Property Appraisal Assistance Certification” form is currently being used successfully by several real estate appraisers. USPAP discusses significant real property assistance under USPAP 2-2(a) (vii), 2-2(b) (vii), and FAQ 247 in the 2014-15 edition. I have attached a copy of the most current form.



Arturo Palacios
Texas State Certified General Real Estate Appraiser, ATA-G

The opinions and statements expressed herein are those of the individual authors and do not necessarily reflect the viewpoints of the Association of Texas Appraisers or of its individual members.

SIGNIFICANT REAL PROPERTY APPRAISAL ASSISTANCE CERTIFICATION

Appraisal Report File Number							
Property Address							
City		County		State		Zip Code	
Legal Description							
Assessor's Parcel #							
Individual/Entity/Financial Institution/AMC Providing Significant Real Property Appraisal Assistance							
Name							
Address							
City		County		State		Zip Code	

USPAP Standard 2-2 (a) (vii) & 2-2 (b) (vii)

State the scope of work used to develop the appraisal;

Comment: Because intended user's reliance on an appraisal may be affected by the scope of work, the report must enable them to be properly informed and not misled. Sufficient information includes disclosure of research and analyses performed and might also include disclosure of research and analyses not performed.

When any portion of the work involves significant real property appraisal assistance, the appraiser must summarize the extent of that assistance. The name(s) of those providing the significant real property appraisal assistance must be stated in the certification, in accordance with Standards Rule 2-3.

CERTIFICATION

I (we) certify that I (we) have provided significant real property appraisal assistance to the real property real estate appraiser who has completed this real property appraisal report. In such, I (we) certify that I (we) will provide all the documentation necessary in a narrative format for the real property real estate appraiser to comply with USPAP. This includes all the research and analyses performed and might also include disclosure of research and analyses not performed. I (we) certify that I (we) will provide the real property real estate appraiser with the name(s) of those individuals who assisted in obtaining this significant real property appraisal assistance. I (we) will attach all the documentation of significant real property appraisal assistance we provided within this real property real estate property appraisal report. I (we) certify that the documentation will be retained at my (our) office. I (we) accept all responsibility and liability that my (our) significant real property appraisal assistance may cause as it pertains to this real estate property appraisal report. I (we) certify that I (we) will maintain our own personal records to comply with USPAP.

Name		Date	
Signature			

Review Appraisal Liability

By Todd Stevens (Reprinted with permission from Working RE and OREP.org)

In my practice, review appraisers increasingly are being named as defendants in lawsuits. In the typical transaction, the review appraiser has a contractual relationship with the lender while the original appraiser, retained by the mortgage broker or Appraisal Management Company (AMC) to perform the original report, does not. Lenders usually include language shifting some of the risk of loss to the reviewer. Lender/reviewer contracts often contain provisions permitting the party prevailing in a lawsuit to recover court costs as well as the fees paid to lawyers. Carefully read any contract you are asked to sign by a lender who is hiring you for review work. You may be able to negotiate out some of the more onerous provisions.



As a rule, lenders tend to insist that appraisers on their approved list be covered by errors and omissions insurance. When a loan defaults, the lender, armed with the contractual language just discussed, sues the appraiser, confident that insurance coverage exists for the claim. I frequently hear the common myth, "if I didn't have E & O insurance the lender would not sue me." Wrong. I often get calls from uninsured appraisers who have been sued. In fact, until you are sued, the lender cannot be absolutely sure whether coverage exists for the claim. In my opinion, the need for E&O coverage has never been greater. The real estate market is strong in most areas of the country with non-performing loans being relatively rare. This being the case a lender may litigate even if the loss is modest.

Who reviews the reviewer?

Reviewer Liability

Another big myth is that reviewers have less liability than the original appraiser. In fact, I have heard some attorneys argue that reviewers have more liability than the original appraiser since reviewers have the "last" opportunity to correct any problems with the report. While I am unaware of any case precedent specifically addressing this issue, logic dictates that the liability of a reviewer and the original appraiser are the same. Both the appraiser and the reviewer are performing the same task: opining on the fair market value of the subject property.

My reviewer clients argue that their liability should be less since reviewers typically do not view the interior of the property and may not drive by the comparable properties. I have never argued the "diminished liability" defense to a court but I suspect that it may fail. The client of the reviewer relies on both the original report and on the review. Actually, in the customary refinance or purchase transaction, a lender may place greater reliance on the review because they usually hire an approved reviewer with whom they are familiar and have confidence.

Avoiding Reviewer Liability

Reviewers can be placed under tremendous pressure to concur with the value in the original report. You become the proverbial "rain on the parade" if you disagree. If that's the case, so be it. Uncovering situations where the value is not there is the reason a review appraiser is hired. Rest assured that if you agree with the original report and the loan defaults, the lender will send both reports to yet another appraiser to determine if there is any appraiser negligence. Lenders and participants in the secondary loan market will often ask the original appraiser to consider other data to verify their report. Making adjustments to the value in your own report is risky unless you can defend it adequately.

Never review a completed and delivered appraisal rendered by your own firm. All appraisers affiliated with one firm are treated as one entity for liability purposes. So, for the reason stated above, do not review the

work of other appraisers in your firm. Even if you agree with the value reached in the original report, include in your review any mathematical errors or substantive problems you found. This will demonstrate that you carefully reviewed the original report and considered the defects, but concluded that they did not affect the value. Include any limitations imposed upon the review in the narrative portion of the review.



Bottom line: review appraisals should be performed with as much care as a complete report. With this in mind you can avoid reviewer liability.

About the Author: Todd F Stevens is a partner in the law firm of Keeney Waite & Stevens in San Diego. He specializes in real estate litigation with an emphasis on the defense of real estate professionals. His telephone number is 619-238-1661. Mr. Stevens is the immediate past-president of the San Diego County Bar Association.

5 Qualities of Successful Entrepreneurs

Reprinted with permission from Appraiser News

In a posting on Entrepreneur.com last year, Stephen Key noted these “5 Qualities of Successful Entrepreneurs” which we think appraisers should keep in mind in conducting their appraisal (and other) businesses:



Qualities of a Successful Entrepreneur

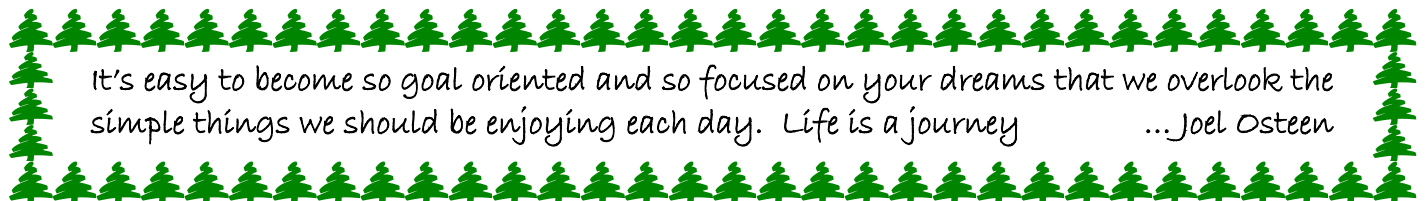
**Do you have what it takes?
You have what it takes!**

1. *“An unwavering passion”*: Commitment and dedication are a fundamental requirement for success.
2. *“Open-mindedness”*: Be flexible, ask for advice, learn from others.
3. *“The desire to be an expert”*: Staying in the same field, even through difficult times, can help you in building relationships that will allow success in future ventures.
4. *“A forward-looking approach”*: Establish a roadmap of clearly stated goals which may evolve over time but will help keep you moving ahead and on track.
5. *“A constant flow of ideas”*: Successful entrepreneurs always ask “what’s next”. Mr. Key notes that “being a successful entrepreneur is a lifestyle choice, not a destination”.

While many appraisers have not consciously thought of themselves as entrepreneurs or sought out an entrepreneurial lifestyle, guess what? They are. And the success of their appraisal practices and other ventures will depend upon their passion, vision, dedication and flexibility in dealing with the myriad of challenges that they are confronting now and in the future.

Notice:

Texas counties have different minimum easement requirements for ingress/egress. Johnson County in northern Texas has a minimum requirement of 60 ft (unless there is a county road in the deeded easement). This has been an issue with several land owners wanting to build a new home and finding out that their easement is not sufficient and may be considered illegal. The owners are not able to get a permit to start building until the easement issue is resolved. Appraisers should contact the county in which they perform appraisals to double check on the county restrictions regarding such easements. By the way – this is a USPAP requirement – See Standards Rule 1-2(e)(iv).



It's easy to become so goal oriented and so focused on your dreams that we overlook the simple things we should be enjoying each day. Life is a journey ...Joel Osteen



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APPRAISAL TIP OF THE QUARTER

How should I handle requests from lender/clients regarding PUD information that is not required by Fannie Mae?

It seems that appraisers are receiving more and more requests to complete the PUD Section on Page 3 of the URAR...even when the questions on the form do not require it.

Lender/Clients have begun to ask for the legal name of the project, common elements, recreational facilities, etc. Some lenders are requiring this information at the time of the assignment request – which is the way it should be done. But, there are some issues about this that need to be considered.

If the report has been completed and delivered and the request for this information is required afterward, I think we all know that this was not part of the original Scope of Work and was not made known at the time of the assignment. Can you amend your report to include this information? The answer is yes – but, transparency is absolutely necessary so that the reader will know that this is an amended report. ABC recommends that you have a Comment Addendum/Cover Letter as Page 1 of the new report (notice the words “new report”...not “new assignment” – this is the same assignment with an addition to the Scope of Work) explaining why this is an amended report. Is it additional work or your part? You bet! Can you charge a fee for additional work after a report has been completed and delivered? That is a business decision. If this information is requested at the time of the assignment, then it was part of your original Scope of Work.

Now here's the real question: Do I answer the Lender/Clients requirements by completing the PUD Section on Page 3 of URAR?

This section has very specific questions. The first is in the title of this section on Page 3: PROJECT INFORMATION FOR PUDs (if available)

If information is not available, then a comment would be required regarding the lack of information available and the attempts made to obtain it.

Is the developer/builder in control of the Homeowner's Association (HOA)? Yes/No

Unit types Detached/Attached

After answering these two questions, the next line says:

Provide the following information for PUDs ONLY if the developer/builder is in control of the HOA and the subject property is an attached dwelling unit.

(underlined for emphasis – yes, the word “ONLY” is in all caps on the form – why would Fannie Mae use this word in all caps? – because if these two items don't hold true – FANNIE/FREDDIE DOES NOT WANT IT).

But, the Lender/Client does....

So, information regarding the PUD is now part of the Scope of Work – it is an assignment condition.

Since this is a Fannie Mae/Freddie Mac form (not a Lender/Client developed form), we recommend that the Lender/Client requirement can be met by answering the questions in a Comment Addendum.

Is it easier to just put it on Page 3 of the URAR....sure!

But, is it correct to do so? The form says to provide information “ONLY” when these questions don't hold true. Remember – this form is specific. To enter the PUD information on Page 3 when it's not wanted by Fannie Mae/Freddie Mac, may be considered a violation of the form.

Utah Residential Appraisal Fee Study

By Tim Andersen

(This article covers the *Utah Residential Appraisal Fee Study*, as well as H.R. 5148. Please read them before reading the remainder of this article)



Now to the *Utah Residential Appraisal Fee Study* (Barrett A. Slade, MAI, Ph.D.; Utah Association of Appraisers <http://realestate.utah.gov/documents/UtahResidentialAppraisalFeeStudy.pdf>). If not you have not read it yet, you really should. It will open your eyes as to some of what is amiss in the appraisal industry today, especially the residential end of things.

Some appraisers will read this study to find it justifies that while what the AMC charges the borrower for the appraisal fee may be reasonable and customary, that portion if it flowing to the appraiser is neither customary nor reasonable. Really, though, that is not the point.

It is open to question why (residential) appraisers are willing to accept this on the part of some AMCs. The need for AMCs is open to question. We did NOT need their predecessor, the HVCC. What we as an industry needed back then was, rather, collectively to choose not to accept the low fees offered by some of the AMCs. But that's not what happened. We had HVCC, and now Dodd-Frank, neither of which produced any positive results for us, nor produced more reasonable fees.

There are appraisers will read Dr. Slade's study and conclude that fees to the appraiser should be in the \$350 to \$400 range for the "typical" residential appraisal (whatever that is). *This, too, is open to question.* After all, the Utah study says these are customary and reasonable fees (at least in Utah).

Nevertheless, according to the *CPI Indicator* (<http://data.bls.gov/cgi-bin/cpicalc.pl?cost1=100.00&year1=1984&year2=2014>), what cost \$1 in the United States in 1984, today costs today costs approximately \$2.29. So the multiplier is 2.293. If, in 1984, a residential appraisal cost \$300 then, taking into account nothing more than simple inflation in the overall economy, what should that "typical" appraisal cost today? The multiplier indicates that, today, it should cost at least \$687. Go to www.txappraisers.org/FeeStudy.pdf for the entire story.

Tim will present "The Secret Revealed" at ATA's 9th Annual Meeting in New Braunfels on February 21. See page three for details.



www.abc-mgt.com



Appraiser's Business Companion is the only online resource you need to handle real estate appraisals like a pro. Register today to gain immediate access to our online tools.

Effective January 1-Supervisor/Trainee Course

Don't forget that effective January 1, 2015, in all "new relationships" both the Appraiser Trainees and eligible sponsoring appraisers are required to complete a course that complies with the specifications for course content established by the AQB. This course must be completed by the Appraiser Trainee prior to obtaining an Appraiser Trainee license. In addition, sponsors must complete this course prior to sponsoring a trainee. TALCB is also considering whether to require all existing supervisors and trainees to take the course by a specific future date.

ATA is planning to offer this course in several locations in 2015.

If you have any questions about whether or not you need to take this class, please contact TALCB.

Congratulations to ATA Board Member Diana Jacob, ATA-R!

Diana Jacob, ATA's representative on The Appraisal Foundation Advisory Council (TAFAC), and was recently selected to serve on Executive Committee. TAFAC is composed of 57 non-profit organizations and government agencies, which represent appraisers, users of appraisal services and government agencies. TAFAC serves to involve the public in the appraisal standards and appraiser qualifications development process.



Member organizations of TAFAC represent various professions and occupations. TAFAC currently includes organizations representing appraisers, home builders, real estate brokers, financial institution regulators, federal land acquisition agencies, the secondary mortgage market and the private mortgage insurance industry.

TAFAC makes recommendations to the Appraisal Standards Board (ASB), Appraiser Qualifications Board (AQB) and Board of Trustees (BOT) on major issues pending before the Boards. In addition, recommendations are also made regarding agenda of projects, the selection of task forces, amendments to the Uniform Standards of Professional Appraisal Practice (USPAP), Statements or Advisory Opinions under development by the ASB and revisions to the AQB Appraiser Qualification Criteria and Interpretations/Clarifications.

Congratulations Karis!

Congratulations to ATA's DFW Area Regional Award Winner, Karis Crawford from Abilene. Karis received her award at ATA's Ft. Worth Meeting on September 27.



<https://www.facebook.com/AssociationofTexasAppraisers>



From ATA Board of Directors and Staff

Association of Texas Appraisers - Meeting Registration Form

9th Mid-Year Meeting

February 20-21, 2015

Courtyard New Braunfels River Village

Name: _____ Name for Badge: _____

Address: _____ E-Mail: _____

_____ Phone: _____

Early Bird Fee (Before Feb. 6):

Member Friday TREC Ethics	\$25
Non-Member Friday TREC Ethics	\$35
Member	\$125
Non-Member	\$250
Guest Lunch (not for attendees)	\$20

After Feb. 6 Fee:

Member Friday TREC Ethics	\$25
Non-Member Friday TREC Ethics	\$35
Member	\$145
Non-Member	\$270
Guest Lunch (not for attendees)	\$20

Total Due \$ _____

For more information, contact:

Teresa Walker (210) 837-7123

(info@txappraisers.org)

Mail Registration and Payment:

Association of Texas Appraisers

13530 Escort Drive
San Antonio, TX 78233

Register and Pay On-line:

www.txappraisers.org (Scroll down on the home page and select the appropriate meeting. Go to the bottom of the meeting page and it will take you to Pay Pal.)

Registration form and payment must be received by Feb. 16. No refunds after Feb. 16.

For more information, contact:

Teresa Walker at (210) 837-7123

(info@txappraisers.org)

Schedule

Friday, February 20

8:30 a.m. - 11:00 a.m.	<i>TREC Ethics MCE</i>
9:00 a.m. - 11:00 a.m.	<i>ATA BOD Meeting</i>
11:30 a.m.	<i>Registration</i>
12:30 p.m. - 1:05 p.m.	<i>Welcome and ATA Update</i>
1:00 p.m. - 5:00 p.m.	<i>Liability Issues for Appraisers Performing Litigation and Non-Lending Work</i>
5:00 p.m. - 6:30 p.m.	<i>Networking Reception</i>

Saturday, February 21

7:30 a.m.	<i>Breakfast</i>
8:00 a.m. - Noon:	<i>The Secret Revealed</i>
Noon to 1:00 p.m.	<i>Lunch (included with your registration fee)</i>
1:00 p.m. - 5:00 p.m.	<i>The Secret Revealed</i>
	<i>(con't)</i>

Don't forget to make your **Hotel Reservations.**

A block of rooms has been reserved for attendees at the Courtyard by Marriott River Village (750 IH 35 North, New Braunfels, TX). Sleeping rooms are \$109 (plus tax) per night for single/double rooms. Reservations must be received by Friday, January 30, 2015. After this date, reservations will be accepted on a space and rate availability basis. Call (800) 321-2211 and mention code Association of Texas Appraisers to receive this discounted rate.