



Connections

Official Publication of the Association of Texas Appraisers, Inc.
www.txappraisers.org

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

What an exciting time! or a distressing time! Life as an appraiser is constantly changing.



Candy Cooke, ATA-G

Last month was the ATA Mid-Year Meeting. Friday morning we stated off with TREC Ethics (3 hours MCE). Teresa and I planned on approximately 20 students. We ended up with a very lively group of 26 students. As the instructor, I can say this was one of the best and most challenging classes I've ever taught.

We had 118 in attendance at the afternoon session. Mark Linne presented his 4 hour ACE class entitle Statistical Analysis in Appraisal, No. 055. The information that was presented overwhelmed some of us but it was a great start to encouraging us to expand our knowledge and abilities.

Because of the depth of the subject matter, Mark offered additional education after the class had ended. Many of the attendees took advantage of this extra instruction.

During our mid afternoon break, Douglas Oldmixon, TALCB Commissioner, gave us an update on what is happening with our licensing board as well as some of the issues that the legislature will focus on this year.

The Mid Year Board of Directors meeting was held after class. Highlights of the meeting included a membership update. As of the meeting weekend, ATA's membership stood at 147, of which 36 hold an ATA designation (Our membership has exploded.) Adding an Fall meeting in the Dallas/Ft. Worth was discussed. More information on this will be included in future newsletters. New business included information from FACT, adding chapters, as well as upcoming events of other appraiser organizations. Finally, the Nominating Committee, comprised of Tom Shirley, Mike Braught and myself, discussed the upcoming election to be held in August of this year.

Approximately 40 of us met at Friesenhaus Restaurant for German food...to socialize and unwind.

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2010-2011 Board of Directors

Candy Cooke, ATA-G, President	Ken Becker, Director
Michael Braught, Vice President, ATA-R	Bobby Crisp, ATA-R, Director
John Macy, ATA-R, Secretary	Bobby Shafer, ATA-R, Director
Richard Neighbors, ATA-R, Treasurer	Tom Shirley, ATA-R, Past President
Eileen Brown, Director	

The class Saturday morning was Residential Report Writing, No. 140, an 8 hour class presented by Diana Jacob. As usual, Diana brought us the most current and up-to-date information. Her information about the Uniform Appraiser Dataset (UAD) will be of great help to appraisers in the coming months.

Everyone appeared to enjoy the fajita lunch and again the time to get to know each other better. We presented gift cards this year as door prizes. That seemed to be a big hit.

I came away from this meeting really excited. I'm so thrilled with our growth! ATA is becoming an association to pay attention to. In my opinion, much of this growth is due to the energy, professionalism and drive of our executive director, Teresa Walker.

Make sure to mark your calendars for the upcoming meetings June 4 in Houston and August 5-6 in Austin. I look forward to seeing everyone at our future meetings.

Candy

Houston Area Meeting

We will hold a 7-Hour ACE course, *A New Approach to FHA Appraising* on June 4, 2011 at the Courtyard Marriott, 12401 Katy Freeway. This course will be taught by Bobby Crisp, ATA-R and the cost is \$70 for members and \$140 for non-members. The hotel room rate is \$99 per night.



Please let your Houston area colleagues know that we are coming to their area in June and hope to make this an annual event.

Your registration will cover the class, continental breakfast, lunch and two breaks. You can use the registration form on page 10 of this newsletter to register by mail or you can pay on-online with your credit card or PayPal account. To register on-line, log on to our website, www.txappraisers.org, click on the "Meetings" tab and then go to the bottom of the page and select add to cart.

Designation Information

Wade Jordan of Garden Ridge has applied for the Associate of Texas Appraisers - Residential (ATA-R) designation. His application will be considered for approval by the Board of Directors. Per ATA bylaws, notice of application is posted here so that members may advise the Board of Directors if they have an opinion as to whether or not the awarding of a designation should be approved. Deadline for comments on this designation is April 8, 2011. Comments can be made to info@txappraisers.org.

Congratulations to the following members who were recently awarded designations: **Dona Buie, ATA-G, Edgar Herrera, ATA-R, Phil Lumpkins, ATA-R, Rene E. Latham, ATA-R, Eufemia Olivarez, ATA-R, Ramon Olivarez, ATA-G and Joseph P. Portera, ATA-G.**

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.



Things turn out best for the people who make the best out of the way things turn out. ~Art Linkletter



ATA Mid-Year Meeting
Feb. 25-26, 2011
McKenna Events Center
New Braunfels



Welcome New Members



The president and members of the Board of Directors would like to welcome our newest members **John Baxley**, Austin, **Dan Birchman**, Austin, **Charles Bowers**, San Antonio, **Jacob Casanova**, Pearland, **Yves de Diesbach**, South Padre Island, **Dwayne Durham**, Rockport, **Jeff Herren**, ATA-R, Houston, **Edgar A. Herrera**, ATA-R, Edinburg, **Kenneth Jones**, Ft. Worth, **Ian Martinez**, Harlingen, **Sharon Martinez**, Harlingen, **Eufemia Olivarez**, ATA-R, San Juan, **Ramon Olivarez**, ATA-G, San Juan, **Arturo Palacios**, McAllen, **Daniel A. Pinard**, San Antonio, **Joseph P. Porter**, ATA-G, Montgomery, **Loren Stiner**, San Antonio, **Philip Taylor**, San Antonio and **David Villarreal**, Harlingen. Welcome aboard!

We would also like to welcome back former ATA members **Monica Arredondo**, Mission, **Stacy Cartwright** (formerly Hale), Palestine, **Amir Faghig**, Round Rock and **Paul Rios**, San Antonio.

Membership Campaign Results

We had 29 membership referrals during our 1st Member-Get-A-Member Campaign. Here are the results:

Bobby Crisp - 17
Candy Cooke - 2
Kathy Tredway - 1
Garland Tredway - 1

Virginia O'Dell - 1
Rick Neighbors - 1
Wade Gibson - 1
Mark Loftus - 1

Tony Palacios - 1
Colleen Nance - 1
Ed Shuman - 1
John Baxley - 1



ATA's Annual Meeting—August 5-6, 2011 Holiday Inn Townlake, Austin, TX

We plan to hold three sessions at our 6th Annual Meeting and Education Conference. These sessions will cover the Uniform Appraisal Dataset, Loss Prevention for Real Estate Appraisers and Rural Residential Appraising. More information will be available in our June issue of ATA Connections.

In addition to appraiser education, we will also have our first spouse program. There will be a meet and greet on Friday afternoon and a tour on Saturday. If you have comments or suggestions, please contact Teresa Walker at (210) 386-5706.


Pospisil Scholarship Fund

ATA's Board of Directors elected to form the Pospisil Scholarship Fund in recognition of Gale and Vladimir Pospisil who worked tirelessly for ATA for many years. This purpose of this scholarship is to advance education related to real property appraising and to assist individuals through scholarships for educational development to improve their capabilities by attending courses, classes, workshops and conferences.

The Association will present scholarship awards of \$100.00 each to one new and one experienced appraiser.

The Scholarship Application and Guidelines will be posted on ATA's website in early May.

Send completed & signed application plus supporting mater
Teresa Y. Walker, ATA Executive Director
13530 Escort Drive
San Antonio, TX 78233

 **Pospisil Scholarship Fund Application** (Please Print & Fill Out Completely)

First Name: _____	Last Name: _____
Address: _____	City: _____ State: _____ Zip: _____
Phone: _____	E-mail: _____
1. Are you a professional real property appraiser? (Yes/No) _____	Course, Class, Workshop or Conference Information _____
2. How many years have you been appraising? _____	Title: _____
3. Area of concentration _____	Tuition or Costs: _____
4. Appraisal Society Membership (check all that apply) _____	Date Offered: _____

Where Is Deloris Kraft-Longoria?

After 12½ years of service at TALCB, Deloris Kraft-Longoria called it quits in December 2010. The former investigator/director of the Standards and Enforcement Services left the state employment for private appraisal practice.

Deloris can be found in New Braunfels, working on commercial appraisal assignments as well as completing reviews for litigation cases and enjoying her hometown. However, she will continue to have a link to TALCB because she has been appointed to the Board's Peer Review Committee. In addition, she is available for consultation on cases before the Board. If you get that unfortunate letter informing you that a complaint has been filed with TALCB and you don't know what to do – give Deloris a call for advice and/or answers to questions about the process or to have her review your work file before forwarding to the Board.



Another avenue she is pursuing is the opportunity to share her experiences while at the Board in the classroom. Deloris has joined the ranks of ATA members Bobby Crisp, Diana Jacob, Bernie Boarnet and Joe Portera and obtained her AQB USPAP Instructor Certification. In addition, she is in the process of creating a new seminar with Ted Whitmer called “Staying Out of Trouble”. The seminar will focus on the common reporting errors, type of properties that typically get appraisers in trouble, the work file, etc. Contact Deloris at lonestarvaluation@satx.rr.com or 830-606-2834.

TALCB Meeting

The next TALCB meeting is schedule for May 20.

Rio Grande Valley Certified Appraiser's Conference

By: Bobby Crisp

Appraisers from all across Texas came together in McAllen, Texas to attend the 2nd Annual Rio Grande Valley Certified Appraiser's Conference held January 18-19, 2011.

The first day of the conference was the USPAP Update course on Tuesday, January 18th presented by The Columbia Institute. On Wednesday, January 19th, several guest speakers came together to offer important information regarding a variety of fields and issues.

The day began with a presentation by Bobby Crisp about the importance of appraisers joining together. He discussed the Association of Texas Appraisers (ATA) and the benefits of being a member. This transitioned into a discussion about the National Association of Appraisers (NAA) and the importance of appraisers having “a voice” regarding their own profession. The presentation ended discussing items of change referencing the sunset of HVCC, the new Fannie Mae Selling Guide, and recently announced changes that are upcoming with the Appraiser Qualifications Board (AQB) of The Appraisal Foundation.

Thelma Garza with the U.S. Small Business Administration from Harlingen, TX spoke to conference attendees on the loan programs the SBA has to offer for small businesses and how appraisers can register to bid on appraisal assignments available from this organization.

Alejandro E. Villarreal III, an attorney and a State Certified Real Estate Appraiser - General in Laredo, TX, spoke on the importance of the appraisal industry being considered and recognized as a “profession”. He offered scenarios where appraisers should think outside the normal arena of appraising and consider expert testimony.

A favorite amongst appraisers was the presentation provided by Delores Kraft-Longoria. Although announcing that she is no longer working with the Texas Appraiser Licensing & Certification Board (TALCB), her presentation was on their behalf regarding issues that regulators are seeing in appraisal reports.

Ana Casarres, an underwriter with International Bank of Commerce (IBC), spoke about appraisal issues that she has seen from an underwriter's position. She also spoke about some of the new rules and regulations facing appraisers and the lending industry and what she, as an underwriter, expects to see in an appraisal report.

From the Bexar Appraisal District, Joel Hernandez provided insight about the tools available on the Appraisal District website. He discussed the mapping capabilities and overlay features along with other tools available to appraisers.

Ned Munoz of the Texas Association of Builders gave a presentation on building "green". He spoke on how the Texas Association, along with the national association, has been in contact with national appraisal organizations discussing how value consideration can be given to "green" building.

Greater McAllen Association of Realtors President, Mary Lou Henry, spoke on the changes that have taken place in the local MLS and those that were upcoming inviting all to get involved with the local board.

After the presentations, everyone moved to the hotel's dining room where a luncheon was served. Luis De La Garza, Board Member of the Texas Appraiser Licensing & Certification Board introduced the key note speaker, TALCB Chair, James (Jamie) Ratliff. Mr. Ratliff spoke on issues that TALCB is facing in the upcoming year and discussed Appraisal Management Companies (AMCs) and the role in which TALCB is headed with the AMCs. Mr. Ratliff announced that his term with TALCB has expired and a new Chair of the Board would be elected at the upcoming board meeting in Austin, February 18, 2011.

After the Chair's speech, Mr. Ratliff and Mr. De La Garza were asked to present five Real Estate Appraiser Outstanding Service Awards on behalf of the Rio Grande Valley Certified Appraisers. Award winners were Bobby W. Crisp of Schertz, Delores Kraft-Longoria of New Braunfels, Frances Villarreal of Laredo, Joseph William Patterson of McAllen, and Stephen N. Robinson of Harlingen.



The conference was moderated by Valerie Cardenas of International Bank of Commerce. Ana R. Turner with Inter National Bank volunteered as the conference registrar.

Members of the Association of Texas Appraisers in attendance included ATA Board Director Bobby Crisp, Colleen Nance, Carole Alexander, Edgar Herrera, David Villarreal, and ATA Executive Director Teresa Walker.

Sponsors of the conference were Frost Bank, International Bank of Commerce and Inter National Bank.

The Real Estate Center

Everyone has real estate questions...The Real Estate Center at Texas A&M University has answers. The Center is the nation's largest publicly funded organization devoted to real estate research. Most of their \$2 million in annual funding comes from real estate license fees.

The Center's staff conducts research on financial, socioeconomic, public policy, trade, legal, land use and local market analysis issues related to real estate.

To sign up for their Real Estate Center News On-line, log on to <http://recenter.tamu.edu/recon/>.

Exhibitors and Sponsors

If you know a company that would be interested in exhibiting at or sponsoring an ATA event, please have them contact teresa@txappraisers.org or direct them to the meetings tab on the ATA website.

On-Line Education Reminder ... Appraisal, Real Estate and much more

Don't forget ATA has signed an agreement with McKissock to offer on-line education via their referral program. McKissock works with educators, professional associations and various businesses to offer the highest quality professional education to their students, members, employees and customers. With over a decade of experience, they have grown to become one of the leading on-line continuing and qualifying education providers in the country. This gives them the ability to work with their partners to fulfill their specific education needs.

For a list of courses and (industries), click on the McKissock logo on the [ATA website home page](#).

Solicitation for Subject Matter Experts (SMEs)

The Appraisal Practices Board (APB) has issued the following Solicitation for Subject Matter Experts (SMEs) to assist in the research and development of voluntary guidance on *Adjusting Comparable Sales for Seller Concessions*.

The SME panel chosen to address this topic will accomplish its goal by, *at a minimum*, gathering, citing and researching all existing literature and publications. For more information on the background and qualifications required to be considered for the Subject Matter Expert panel, please see the SME application at <https://appraisalfoundation.sharefile.com/d/s64d6e74ae2a4ea9b>. Completed applications must be submitted by **March 31, 2011**.



Webinar on Fair Value and Financial Reporting

The Appraisal Foundation and its Sponsoring Organizations are hosting a webinar on Fair Value and Financial Reporting issues related to appraisers on March 16, 2011 at 1:00 pm ET.

The webinar, entitled, Fair Value Measures Including Mark-to-Market, will run for 90 minutes and will focus on Financial Reporting under the International Financial Reporting Standards (IFRS), highlighting how the gradual shift to a fair-value based accounting system affects valuation practices.

Discussion will focus on the following:

- An orientation for participants on how the accounting standards, along with attempts to converge United States and International accounting standards, are relevant to appraisers and their practice
- The definition of fair value.
- The roles of the Financial Accounting Standards Board (FASB) and the International Accounting Standards Board (IASB).
- An update on the current status of US accounting standards and the timeline for convergence.
- The current requirements for valuers under financial reporting standards.
- The various valuation disciplines which are involved in financial reporting and how they interact.
- Practical examples to illustrate financial reporting valuations and how they can be applied in professional valuation practice.

The cost of the seminar is \$20.00 and interested parties can register at the following link: <http://www.appraisers.org/Education/ViewClass.aspx?ClassID=2622>

USPAP ISSUES

By: Bobby Crisp, ATA-R
AQB Certified USPAP Instructor #10287

[\(crispappraisal@gmail.com\)](mailto:crispappraisal@gmail.com)



For this issue of the ATA Newsletter, I thought we would address some things I overheard appraisers discussing during breaks and lunch at the last ATA Meeting in New Braunfels this past February 2011.

Question:

I've seen several appraisal reports that include a copy of the appraiser's résumé, professional qualifications, or curriculum vitae (CV).

Does USPAP require an appraisal report to include the appraiser's qualifications?

Response:

No. Although certain professional appraiser organizations or users of appraisal services might require the report to include the appraiser's qualifications, it is not a USPAP requirement in itself. But, if the client requires such documents to be included in appraisal reports completed for them, that makes it an assignment condition...and if the appraiser agrees to that condition...then, it becomes a USPAP requirement.

Question:

I list my state license number directly below my signature on appraisal reports. I spoke with another appraiser who said USPAP has certain requirements pertaining to identification of credentials in an appraisal report.

Is this correct? Does USPAP address how appraiser credentials must appear in an appraisal report?

Response:

No. There are no requirements in USPAP specifying how an appraiser must identify his or her credentials in an appraisal report. That is a matter of individual state laws for state licensed or certified appraisers. There may also be specific requirements from professional appraiser organizations for appraisers who possess designations from those organizations.

Question:

I was recently contacted by a lender regarding an appraisal I had performed for another client. The lender had somehow obtained a copy of my appraisal report and had some questions they wanted me to answer. However, this lender was not my original client and was not named as an intended user. Are there any USPAP prohibitions against discussing my appraisal with this lender?

Response:

You bet'cha! USPAP prohibits the appraiser from communicating assignment results or confidential information (as defined in USPAP) to anyone other than the client and parties specifically authorized by the client (with the exception of those authorized by due process of law, etc.). Even if this lender was identified as an Intended User in the original appraisal report, they are not part of the appraiser-client relationship. Therefore, authorization from the client would be needed if that lender in question wanted to discuss assignment results or confidential information.

Barring an agreement between the appraiser and the original client prohibiting disclosure of any information pertaining to the assignment, the appraiser may confirm that he or she performed an appraisal on the subject property, and may communicate anything other than assignment results (which include the appraiser's opinions and conclusions, in addition to the value conclusion) or confidential information (as defined in USPAP).



Question:

I received a letter in the mail from a mortgage company asking me to verify that I was the appraiser involved in a specific assignment and to verify that the opinion of value was the same as reported in the letter. Their form has “yes” or “no” boxes and a place for my signature with a return envelope. Is it ok for me to provide this information?

Response:

Like the previous question, USPAP prohibits the appraiser from communicating assignment results or confidential information to anyone other than the client and parties specifically authorized by the client (with the exception of those authorized by due process of law, etc.). Except for an agreement between the appraiser and the original client prohibiting disclosure of any information pertaining to the assignment, the appraiser would be allowed to confirm that he/she performed an appraisal on the subject property, and may communicate anything other than assignment results (which include the appraiser’s opinions and conclusions, which includes the value conclusion) or confidential information (as defined in USPAP).

Question:

I’ve been hearing a lot about the new UAD (Uniform Mortgage Data) Program coming up. I have heard that appraisers will be entering a lot of codes for certain items (i.e. condition and quality). In the USPAP Preamble it states “It is essential that appraisers develop and communicate their analyses, opinions, and conclusions to intended users of their services in a manner that is meaningful and not misleading.” This is also brought up in Standard 2, as well as others.



Doesn’t the UAD protocol violate this?

Response:

No. On the surface, this looks like it could be a problem! But, if we take a close look at this statement from the USPAP Preamble, we will see that the important issue is “intended users” of appraisal services. The UAD is, currently, for Fannie Mae and Freddie Mac only...and limited to the 1004, 2055, 1073, and 1075. Fannie Mae and/or Freddie Mac are the intended users...and their new XML (Extensible Markup Language) format will allow the report to be “meaningful and not misleading” to them. The UAD Program would never be used for any other type of appraisal service. If it was, then THAT would be violating USPAP’s requirement to communicate analyses, opinions and conclusions in a manner that is meaningful and not misleading. No one else would understand it.

Looking for a Few Good Men and Women

Have you thought about becoming an ATA Board Member? Contact one of our nominating committee members (Tom Shirley, Candy Cooke or Mike Braught) and let them know you’re interested in serving.

We are also looking for members to serve on our membership and program committees. If you’re interested in the Membership Committee, contact Rick Neighbors or Program Committee, contact Bobby Crisp.

Get the Word Out

Do you know some one that might benefit from receiving *ATA Connections*? Email us at info@txappraisers.org and we’ll add them to our mailing list.



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.

Association of Texas Appraisers - Meeting Registration Form

Houston Area Meeting
Courtyard Marriott
12401 Katy Freeway
Katy, TX

Name: _____ E-Mail: _____
Address: _____ Phone: _____

Mail Registration and Payment to:

Member	\$70
Non-Member	\$140
Total Due	\$ _____

Association of Texas Appraisers

Rick Neighbors, ATA-R
ATA Treasurer
P. O. Box 172
Keene, TX 76059

Or Register and Pay on-line at:

www.txappraisers.org (click the Meetings link and go to the bottom of the page and it will take you to Pay Pal)



For more information, contact:
Teresa Walker (210) 386-5706
(info@txappraisers.org)

Rick Neighbors (817) 648-1801
(rick@rickn.com)

Registration form and payment must be received by June 1. No refunds after June 1.

Times: Registration/Breakfast—7:30 a.m. Class—8:00 a.m. - 5:00 p.m.

Don't forget to make your Hotel Reservations

A block of rooms has been reserved for ATA members at the [Courtyard Marriott](#), 750 IH 35 North. Sleeping rooms are \$99 per night for single/double. Reservations must be received by **May 13, 2011**. After this date, reservations will be accepted on a space and rate availability basis. Call (800) 321-2211 and mention code ATAATAA (king) or ATAATAB (2 queens) to receive this discounted rate.

Look forward to seeing you in June.