



# NEWSREAL

The Seattle Chapter of the Appraisal Institute Newsletter

March 2008



## President's Message

by **Chris Berger, MAI**  
**Seattle Chapter President**

As members and associates of the Appraisal Institute, there is much to keep track of, both locally and on the national front. As President, it is my goal to help keep our local members informed.

### Local Picture

2008 is largely planned out in terms of our educational and program offerings. We are fortunate to have very devoted individuals heading up both of these areas with Chuck Munson, MAI as Programs Chair, and Randy Gilliam, MAI as Chair of Education. Both have worked with their committees and alongside Seattle Operating Support to make sure we have the best possible line-up for our members. I would like to steer everyone to the 2008 Chapter Calendar on the Seattle Chapter website ([www.ai-seattle.org](http://www.ai-seattle.org)) for the current list of educational offerings, which includes a mixture of national course/seminar offerings as well as our own chapter developed seminars, and upcoming chapter meeting dates & locations.

In addition to our recent and successful South Lake Union Mixed Use Development seminar offering, some of the educational highlights for 2008 include two new residential seminars (Residential Appraising – “How to Handle a Changing Market” on March 28 & a new chapter developed “Condominium Seminar” on April 11); Report Writing with Dan Swango, PhD, MAI, SRA on June 12-14; Attacking and Defending An Appraisal in Litigation with Ted Whitmer, MAI on September 9 followed by Expert Witness, Moot Court on September 10 with Richard Hagar, SRA and Ted Whitmer, MAI; a chapter developed Vineyard/Winery Seminar to be scheduled in September; as well as Advanced

Sales Comparison & Cost Approach on September 11-13 & 15-17 with Ted Whitmer, MAI; and General Market Analysis & Highest and Best Use with Richard Parli, MAI in early October.

As far as Programs, we have the Washington State Attorney General, Rob McKenna, as our guest speaker for the April Chapter Dinner Meeting which is also “Treat Your Associates Night”. This year’s May lunch meeting will be held at the Seattle Yacht Club and will feature the roll out of Richard Hagar’s new seminar on Foreclosure “Rescue” and Short Sales (2-Hr CE version). Please register early for both of these events on the Chapter website.

Efforts are full speed ahead on the 2<sup>nd</sup> Annual Fall Real Estate Conference. Again, we look forward to the Seattle Chapter’s flagship annual event, it is a great opportunity for all of us, both as a social and educational function. It is scheduled for November 5, 2008 at the Washington State Trade and Convention Center and there are many opportunities to participate as a volunteer in the planning and implementation of this year’s event. Please notify the Chapter office of your interest in volunteering and also feel free to send us any ideas/suggestions you may have.

Two other areas for members to look for change this year will be the implementation of a Seattle Chapter Speaker’s Bureau and upgrades to our local website. Stay tuned on both; and again, feel free to send us your comments and suggestions.

### National Picture

There are two areas I would like to bring up under the national umbrella with the first being a non-AI related item. In the last President’s Message, I discussed the new 2008 AQB requirements that impact all of us. Right now, the AQB is soliciting constructive feedback on the new requirements to take into consideration for their meetings during the upcoming year.

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## Upcoming Courses

### **Residential Appraising - How to handle a changing market**

**Friday, March 28, 2008**

With all the change in the housing economy, how does a residential appraiser keep busy? What's the best way to tell if the market is stable or declining? Get some great advice from members of Washington State Department of Transportation and Karen Peterson with US Army Corps of engineers. Listen to how other appraisers have taken steps towards doing non-typical residential work.

**Location:** Shoreline Conference Center

**Credit:** 7 hrs CE Pending

### **Standards of Professional Practice**

**Thursday - Friday, March 20-21, 2008**

Using the National USPAP Course material developed by the sponsoring organizations of The Appraisal Foundation, this two-day course covers basic rules for ethical behavior and competent performance. The course is designed to comply with USPAP requirements for state certified appraisers and it highlights the role of the appraiser and the implied impartiality often associated with this role. Participants will learn how requirements of the Uniform Standards of Professional Appraisal Practice affect their appraisal businesses.

**Location:** Hawthorn Suites, Kent

**Instructor:** Chris Monger, MAI

**Credit:** 15 hours QE

**To register** or to find out more about other courses being offered, go online to [www.ai-seattle.org](http://www.ai-seattle.org).  
For more information, please contact: Jessica Larson at (206) 622-8425 or by email: [aisea@qwest.net](mailto:aisea@qwest.net)

## Chapter Calendar

DATE	EVENT	LOCATION/TIME	HOURS
March 5-8	General Appraiser Site Valuation and Cost Approach	Hawthorn Suites 6329 S 212th Street, Kent	30 hr QE/CE
March 11	Finance Committee Meeting	9:30 AM by phone	
March 18	Board Meeting*	9:30 AM Cushman & Wakefield 1420 5th Ave #2900, Seattle	
March 20-21	Standards of Professional Practice	Hawthorn Suites 6329 S 212th Street, Kent	15 hr QE
March 21	Newsreal Deadline		
March 28	Residential Appraising - How to handle a changing market	Shoreline Conference Center Spartan Room 18560 1st Ave. NE, Shoreline	7 hr CE

#### **For More Information**

For more information on the Seattle Chapter of the Appraisal Institute's upcoming events, contact (206) 622-8425, or via email at [aisea@qwest.net](mailto:aisea@qwest.net). Information can also be located at the Seattle Chapter website at [www.ai-seattle.org](http://www.ai-seattle.org).

## March 2008

There will be no Chapter Meeting this month.

## April 16, 2008

### Chapter Meeting “Treat Your Associates”

#### Speaker: Rob McKenna, Washington State Attorney General

**Special price of \$25! This is a great opportunity to enjoy dinner, the associates meeting, and to hear Washington State Attorney General Rob McKenna speak for 50% less than our normal nonmember rate. This is a steal, so don't wait!**

**Associates Meeting:** Reviewers tell you how to be a better appraiser.

#### **Associates Meeting Panelists Include:**

Scott Adams, MAI - Chief Appraiser, Banner Bank  
Rick Hull - Commercial Review Appraiser, Sterling Savings Bank  
Graham Albertini, SRA - Residential Review Appraiser

#### **Location:**

Broadmoor Golf Club  
2340 Broadmoor Drive East Seattle, Washington  
*Please note: Cell phones and denim are not allowed.*

#### **Schedule:**

**5:00-6:00 PM**

Associate Member Meeting

**5:30-6:30 PM**

Chapter Social

**6:30-8:30 PM**

Chapter Dinner Meeting with Rob McKenna, Washington State Attorney General



## LIBRARY COLLECTION GIVE AWAY

Jim Eaton has graciously offered his library collection of over 300 real estate appraisal related publications to members of the Appraisal Institute Seattle Chapter. For more information and an inventory list, please contact the Seattle Chapter office by Monday, March 10, at (206) 622-8425 or by email at [aisea@qwest.net](mailto:aisea@qwest.net).

### **President's Message Continued**

I ask everyone to familiarize yourselves with these changes, and secondly to consider voicing any concerns you might have regarding the changes to the AQB. It is noted that for a concern to be taken seriously, it needs to be in writing, relevant to what AQB oversees, and most importantly it should be well reasoned and logically spelled out in a professional manner, as opposed to a simple rant. I can assure you that your voice will be heard if you handle your feedback in this manner. The feedback will be discussed as early as March, so the time to act is now! Additional information can be found on the AQB website.

The second national item pertains to a recent letter sent out to Chapter Presidents and regional leaders from several past national presidents, raising some questions and concerns to the current national officers about the way certain items perceived to be of significance to our profession are being handled, and the direction in which they are headed. The primary areas of concern are: Unification; NAR Affiliation; Valuation for Financial Reporting (VFR); LNDC & Vice Presidential nominating process; and the handling of several new programs. In my opinion, we are at a critical time to make some significant decisions regarding these items and the future of our profession and can only hope that these questions are taken constructively and professionally (which it appears they have) and will ultimately prove healthy to our organization in the long run. It also shows there is no doubt that present and past national leadership are passionate about assuring the best for our profession and members long-term. More specific information can be found in the Members Only section on the national website.

## **SEND US YOUR SUGGESTIONS**

Members – We are getting ready to redesign the Seattle Chapter Website. Please take the time to look over the current website at [www.ai-seattle.org](http://www.ai-seattle.org) and let us know any changes you would like made. We welcome any input you might have. Email your suggestions and changes to [aisea@qwest.net](mailto:aisea@qwest.net).

## **SEARCHABLE DATABASE**

We are making improvements to the searchable database and could use your help. Please visit the database at [www.ai-seattle.org/find\\_an\\_appraiser.asp](http://www.ai-seattle.org/find_an_appraiser.asp) and let us know what we can do to improve the database and how you think we could make it work better. Send your ideas and suggestions to [aisea@qwest.net](mailto:aisea@qwest.net).

## **APPRAISAL INSTITUTE CURRICULUM MEETS NEW 2008 AQB REQUIREMENTS**

The Appraisal Institute has developed a curriculum that meets the new 2008 core requirements for real property appraisal education mandated by the Appraiser Qualifications Board. Although some states may have additional education requirements, the Appraisal Institute will not be developing courses to meet those state-specific requirements because of lack of resources. All courses are available for classroom settings, and several are available online. As mandated by the Board of Directors, development is currently underway on:

- The advanced education curriculum (new MAI designation courses)
- Several certificate programs
- New seminars
- Revisions of several qualifying education courses
- USPAP updates
- The Advanced Curriculum Overview course

## **FOURTH QUARTER 2007 TREND REPORT NOW AVAILABLE**

The fourth quarter 2007 Trend Report is now available on the Y.T. and Louise Lee Lum Library's online catalog. This quarter produced a bumper crop of articles on real estate. The Trend Report presents a quantitative and qualitative look at trends affecting the real estate appraisal industry through literature searches of the FirstSearch database. The Trend Report is accessible through a tab on the Lum Library's online catalog in the Members Only section of the Appraisal Institute's Web site.

The library's main online catalog contains more than 40 years of The Appraisal Journal and The Real Estate Appraiser articles, as well as all Valuation Insights & Perspective articles, for members to search anytime. Digital Library, a new tab on the menu bar, is a work in progress, and it currently contains articles from the first issues of both the The Appraisal Journal and The Real Estate Appraiser. The Y.T. and Louise Lee Lum Library is underwritten by the Appraisal Institute Education Trust. If you have any questions, e-mail the Lum Library at [ailibrary@appraisalinstitute.org](mailto:ailibrary@appraisalinstitute.org) or call 312-335-4467.

## USPAP UPDATE

Vol. 10 No. 2 February 2008

*The Appraisal Standards Board (ASB) of The Appraisal Foundation develops, interprets, and amends the Uniform Standards of Professional Appraisal Practice (USPAP) on behalf of appraisers and users of appraisal services. The USPAP Q&A is a form of guidance issued by the ASB to respond to questions raised by appraisers, enforcement officials, users of appraisal services and the public to illustrate the applicability of USPAP in specific situations and to offer advice from the ASB for the resolution of appraisal issues and problems. The USPAP Q&A may not represent the only possible solution to the issues discussed nor may the advice provided be applied equally to seemingly similar situations. USPAP Q&A does not establish new standards or interpret existing standards. USPAP Q&A is not part of USPAP and is approved by the ASB without public exposure and comment.*

### Appraiser Qualifications in Report

#### **Question:**

I've seen several narrative appraisals 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.

### Appraisal Report Received by Others

#### **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:**

Yes. 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 the lender who had contacted the appraiser was identified as an intended user in the original appraisal report, that lender is not part of the appraiser-client relationship. Therefore, authorization from the client would be needed if that lender 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).

### Changing the Effective Date

#### **Question:**

I recently had a client contact me and ask me to change the effective date of my appraisal, to make it one week after the effective date shown in my report. Does USPAP permit me to simply change the effective date without taking additional steps?

#### **Response:**

No. As indicated in the SCOPE OF WORK RULE, the effective date of the appraiser's opinions and conclusions is an assignment element.

If the client is asking for an appraisal with a different effective date, the appraiser needs to determine the appropriate scope of work to produce credible assignment results for this request. Such a request would need to be considered a new assignment, but that does not necessarily require "starting from scratch." As with all new assignments, the appraiser must decide the appropriate scope of work to produce credible assignment results. This would include a decision as to whether or not it was necessary to perform another inspection, as well as the extent of any additional research and analyses that might be required. The scope of work for the new assignment can be different from the scope of work completed in the earlier assignment. As with any assignment, the appraiser might be able to use information and analyses developed for a previous assignment.

*The USPAP Q&A is posted each month on The Appraisal Foundation website ([www.appraisalfoundation.org](http://www.appraisalfoundation.org)). The ASB compiles the monthly USPAP Q&A into the USPAP Frequently Asked Questions (USPAP FAQ) for publication with each edition of USPAP. In addition to incorporating the most recent questions and responses issued by the ASB, the USPAP FAQ is reviewed and updated to ensure that it represents the most recent guidance from the ASB. The USPAP Frequently Asked Questions can be purchased (along with USPAP and USPAP Advisory Opinions) by visiting the "Foundation Store" page on The Appraisal Foundation website (<https://commerce.appraisalfoundation.org>).*

For further information regarding USPAP Q&A, please contact:  
John S. Brenan, Director of Research and Technical Issues  
(202) 624-3044  
(202) 347-7727 fax  
[john@appraisalfoundation.org](mailto:john@appraisalfoundation.org)

## EXTENSION OF APPROVAL LETTERS FOR EXAMINATIONS

### TO ALL TRAINEES AND UPGRADE APPLICANTS:

It has come to our attention that many trainees and upgrade applicants feel frustrated because of the Beta period to establish scores for the new Real Estate Appraiser examinations. This Beta period is only temporary and should end no later than the end of March.

Although PearsonVue is attempting to expedite the transition, it will take some time to accomplish all that needs to be accomplished.

All trainees and upgrade applicants approved to sit for the examinations will be granted an extension for the amount of time that their approval has fallen within the Beta period should they happen to fail. This extension of time will allow the trainee and the upgrade applicant the full six months to sit for the examination.

Thank you for your patience while we strive to get through this period.

- Ralph Birkedahl

## JOIN THE DOL MAILING LIST

So far, the new Real Estate Appraiser Program LISTSERV® has distributed numerous "Talking Point" Bulletins, occasional "Request For Proposal", Job openings from various Washington State jurisdictions, and other useful information. Every certified and licensed appraiser and all trainees should sign up to receive these important broadcast messages. The Real Estate Appraiser Program's goal is to enhance communication with licensees with available new technology. The messages will be sent as needed to distribute law and rule changes, real estate appraiser licensing updates, and other new information. If you want to be in the know, you can register at LISTSERV® today. There is no cost to subscribe, and you may delete your address at any time. Congratulations to the some 30% of appraisers who are already signed up. All others, PLEASE DO SO TO KNOW THE NEWS.

To sign up, go to:

- 1) <http://www.dol.wa.gov/business/appraisers/>
- 2) Under "Resources and information," click on "What's new"
- 3) You will then see the section called "Join the mailing list"

## APPRAISAL INDEPENDENCE, BLACKLISTING, ANONYMOUS COMPLAINTS

Appraisal independence was among the hot topics during a February 13 conference call by the Appraisal Institute's Washington, D.C., office. Over 30 state government relations representatives from around the country took part in the call, which addressed current federal legislation, blacklisting, and anonymous board complaints. The call included an overview of last November's passage by the House of legislation promoting appraisal independence, promoting appraisal designations, and increasing enforcement. The bill was originally introduced as H.R. 3837 but was later rolled into H.R. 3915, and then passed through the House. On the Senate side, Sen. Chris Dodd, D-Conn., introduced legislation (S.B. 2452) that prohibits appraisal pressure as well.

"Unfortunately," according to Justin Morton, Appraisal Institute State Government Relations representative, "Dodd's bill includes provisions that would require appraisers to become bonded, plus the bill also includes other detrimental provisions." Morton said the D.C. office is working closely with Dodd's staff to remove these provisions from the bill and is confident they will be eliminated. The next step is a hearing for Dodd's legislation, which currently has not been scheduled. Morton says it is hoped this will occur by mid-March.

Related to appraiser pressure, Morton also discussed the blacklisting of appraisers, asking call participants whether there is a legislative solution. One response was to write a letter to the president of the company doing the blacklisting and carbon-copying the local office of the Office of Thrift Supervision. Other participants thought that including blacklisting in appraiser-coercion language would be a strong deterrent. South Carolina and Minnesota have such language, and Hawaii is attempting to include such language in its bill. "It will be interesting to see whether such language can pass through the legislative process and become enacted into law," Morton said.

Listeners also considered the effectiveness of allowing individuals to file complaints anonymously with their state appraisal boards. Oklahoma is considering such a bill this year. "The ultimate concern is the potential for abuse," Morton said. "Anonymous complainants can use the process to tie up an appraiser or they can use it as a means of impeaching an appraiser during a court hearing. On the other hand, anonymous complaints do allow appraisers in smaller communities to lodge complaints without fear of retribution," he explained. "This is an issue that is likely best resolved, state by state."

## 2008 Seattle Chapter Board & Committee Chairs

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### PAST PRESIDENT

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OPEN

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### 2008 COMMITTEE CHAIRS

#### Member Admissions, Development and Retention

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#### Associate Member Liaisons

Ian Lamb

Matt Bacon

#### Nominations

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#### Endowment

Carol Peisley, SRA

#### Newsletter

Rhonda van Engelen

#### Education

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#### Education Vice-Chair

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Justin Slack, SRA

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Selena Woods

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#### Long Range Planning

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#### Technology

Jim Greenleaf, MAI

#### Legislative Action

Dave Hunnicutt, MAI

#### Executive Secretary

Elly Snow

6351 Seaview Avenue NW  
Seattle, Washington 98107-2664  
(206) 622-8425/Fax (206) 623-4474  
e-mail: aisea@qwest.net

## Classified Ads

### SENIOR LEVEL VALUATION ANALYST/ APPRAISER

Greenfield Advisors LLC of Seattle, Washington is looking to hire a Certified General Real Estate Appraiser to join us as a mid- to Senior level Valuation Analyst. For a general look at some of the work we do, please see our website: <http://www.greenfieldadvisors.com/case.html>

The ideal candidate is comfortable writing narrative appraisals and has worked on projects involving complex eminent domain, environmental contamination, and/or large-scale (class action) litigation. S/he is comfortable directing a team of highly intelligent researchers and trainee appraisers in a wide variety of projects. Mentoring is expected and may comprise a large part of every day tasks. Excellent communication skills (written and verbal) are essential.

The ideal candidate is a rainmaker, comfortable with finding new clients and working with them to develop accurate budgets and timetables. As we are a group of experts in our various fields who collaborate to find the best answers to unusual and complex valuation, research, and appraisal assignments, the ideal candidate is also well-known within his or her area of expertise and is looking for a company where s/he can continue to be \_the\_ expert.

We offer excellent benefits and competitive wages.

Please submit your resume/professional qualifications and your salary requirements to Lisa Mc Sherry (Director, Administration) via email ([lisa@greenfieldadvisors.com](mailto:lisa@greenfieldadvisors.com)) or snail mail at:  
2601 Fourth Avenue  
Suite 650  
Seattle, WA 98121

No phone calls or faxes, please.  
EOE

### COMMERCIAL APPRAISAL BUSINESSES WANTED FOR PURCHASE OR JOINT VENTURE

No Puget Sound practice or business would be too small. If you've had enough of ownership, management or self employment for a while, or if you think you might consider teaming up, please email your interest to [yourvalued@aol.com](mailto:yourvalued@aol.com). Thank you.

### REAL ESTATE APPRAISER/ RISK MANAGEMENT OFFICER

Columbia River Bank seeks experienced Certified General Appraiser to work in our Real Estate Risk Management Department. MAI designation preferred but not required. Assist the Credit Department in risk management and valuation issues associated with the bank's real estate portfolio. Prepare evaluations and appraisals on any class of real estate as needed. Order and review appraisals for the bank. Please see our website for more information (<http://www.columbiariverbank.com/CRBJobPosting2.cfm?reqnum=11082.6.4090>) or contact:

Dean Cameron, MAI  
Real Estate Risk Management Department Manager  
(541) 298-6620  
[dcameron@columbiariverbank.com](mailto:dcameron@columbiariverbank.com)

Columbia River Bank is an equal opportunity employer.

### COMMERCIAL APPRAISER OR TRAINEE

PGP has a regional presence and national expansion plan due to the recent partnership with Colliers International. We now have the ability to serve national clients and seek the right person to grow with our company.

We currently have over 150 appraisers in 11 US markets, and an additional 70 appraisers in 5 Canadian markets. We provide a variety of valuation services to corporations, financial institutions, government agencies and the public sector. We are now accepting large assignments including portfolio work. There are opportunities locally, nationally and globally if you have that desire. We currently seek a local candidate, however, if you have aspirations to travel, there may be that opportunity for you.

We are seeking the best candidates. Are you a high level residential appraiser who seeks expanded opportunities and wish to move into the commercial field?

Perhaps you are a commercial trainee looking for advanced opportunities. Do you already have your general license, yet would like to join a company with a future? You bring your appraisal expertise and skills, and we have a review team and office staff to support you.

Qualified individuals will have earned a college degree. Experience in real estate or real estate appraisal is highly desired. Proficiency in Word and Excel is a must. If you have taken classes toward your general license, this is considered a plus.

We seek an individual with a high degree of integrity and a desire to grow in an atmosphere of support. You will be provided with state of the art technology, data and support staff. We offer an excellent benefit package that includes a 401k plan and a production oriented compensation plan.

PGP has a reputation for excellence and could be a good fit for you if you strive to be the best as well. Please call Suzanne Coleman at 206-965-1111 or email your resume' to [suzanne.coleman@pgpinc.com](mailto:suzanne.coleman@pgpinc.com).

### VALUATION OFFICER

\$8 billion institutional real estate investment trustee seeks real estate valuation professional for its downtown Seattle office. Responsibilities include appraisal review and providing valuation consultation for investment real estate assets. A Bachelor's degree, strong computer (Argus and Excel), interpersonal and written communication skills, and 2-5 years of commercial real estate appraisal experience are preferred. Excellent work environment and benefits package provided. Send resume with letter of interest to [greg\\_werner@newtowertrust.com](mailto:greg_werner@newtowertrust.com) or fax to 206-393-0049.