



**Appraisal
Institute®**

*Professionals Providing
Real Estate Solutions*



**North Star
Chapter**

NorthStarAI.org

October Meeting

1265 Josephine Rd., Roseville, MN ~ 651-633-0676 ~ Web site: www.northstarai.org

September, 2012

*At the October 16h Meeting
~ Afternoon Seminar ~*

**“Appraisal Review and
Regulatory Issues in the
Current Banking
Environment”**



Tony Lesicka, MAI, gives us his update on this topic from an Appraiser/Bank Reviewers perspective.

Here are some of the issues that Tony will discuss:

Regulations and the Independence of the appraisal/evaluation process— including:

- Communication between banks and appraisers
- Preparing customers for appraisals
- Expectations for appraisers

How a bank can utilize “Best Practices” for regulatory compliance

- Determining when an appraisal or evaluation is required
- Depth of the level of analysis required
- Common questions from loan officers
- Quick compliance suggestions

A practical approach to appraisal review from the Bank Review Appraiser’s perspective

- Specific Examples and the red flags
- Questions and Answers

Plan to join us! This is an opportunity you will not want to miss!

*We have applied for 2 hours of
Appraisal Institute CE
MN Appraisal & Real Estate CE
and Assessor CEUs*

The North Star Chapter of the Appraisal Institute

October 16, 2012 Chapter Meeting

**“Appraisal Review & Regulatory Issues in the
Current Banking Environment:
A Bank Review Appraiser’s Perspective”**

Location: *Midland Hills Country Club*
2001 Fulham Street
Roseville, MN 55113 651-631-0440

Luncheon: 11:30 am – 12:00 pm - Registration
12:00 pm - 12:30 pm - Luncheon/Meeting

Seminar: 12:30– 2:30 pm
“Appraisal Review and Regulatory Issues in the Current Banking Environment: A Bank Review Appraiser’s Perspective”

Guest Speaker:
Tony Lesicka, MAI - Central Bank

No fee for those who have paid the Chapter Service Fee
\$50.00 - Out-state Members who have not paid CSF
\$50.00 - Non-Members and Guests

Reservation Deadline is October 13, 2012

2 Hrs. Appraisal Institute CE applied for
2 Hrs. MN Appraisal & Real Estate Continuing Education —Applied for

This program was developed and is administered by the North Star Chapter

Enjoy a beautiful fall season!!!

- Upcoming Events -

November 29 Chapter Meeting—Golden Valley Country Club
“The State of the Appraisal Institute”, Installation, Designations

Nov. 5-8 General Appraiser Market Analysis & Highest & Best Use
Dec. 3-6 General Appraiser Report Writing and Case Studies

Register: www.northstarai.org/education





We can say, proudly, that the 14th Annual Real Estate Trends Seminar was another big success. Michelle Kohler and her Committee deserve a big round of applause and pat on the back for a job well done. I did hear comments that the afternoon session is still of less interest for the residential attendees than for the commercial attendees. Most of the comments have been positive, but I certainly think that we may need to think outside of the box to continue keeping the interest going forward. I heard a suggestion by one participant that we split it into two days, with one full day for residential and one full day for commercial. This could be one way to solve our problem of being limited by the room size of about 250 people. If we were to split it into two days, we could effectively have 500 attendees, but realistically we would probably end up with 100 and 200. An interesting idea and perhaps a way to move forward. This separation by discipline might also entice more real estate brokers and bankers, which would be good for exchange of ideas. Another suggestion was to have one of the speakers in the morning and one in the afternoon to present for 2 hours, rather than limiting everybody to just one hour. If you have any definite ideas - please send them to Julie Bjorklund, SRA who will be the Chair for the 15th Annual Real Estate Trends Seminar which is scheduled to be held on May 22, 2013.

I hope that all of you have been enjoying your favorite summer time activities. With the Trends Seminar now behind us, the Chapter Officers, Board of Directors and Committee Members time and effort will be providing our membership the most up to date information on the upcoming Candidate for Designation Program, planning education offerings for 2013 and the 2013 budget. I am sure you have all been receiving information this last month about the Candidate for Designation program. By the end of the year each associate will have to make an election as to what their future plans with the Appraisal Institute will be. It is your chapter leadership's intent to assist our associates as much as possible to ensure a smooth transition. The Candidate for Designation Program is a part of the Institutes goal to be recognized as a professional society, rather than as a professional association. It is a move designed to continue to develop the Institute and to improve the value of membership. Research by the Appraisal Institute shows designated members, whether MAI's, SRPA's or SRA's, earn more than those without a designation. For those of you who missed the August 31 deadline, the Appraisal Institute is offering a \$25 discount on 2013 dues if Associates sign up by the end of October. This does not mean that the 2013 dues have to be paid early. SINCE ALL ASSOCIATES have to make this election it only makes sense to sign up by the end of October, even if you have only one or two requirements left. If you do not elect to do the Candidates for Designation program and remain a Practicing Associate, you could potentially lose all of the requirements that you have completed. In addition to the information on the Appraisal Institute's website about the program, as well as emails sent out by the Institute and the Chapter, we plan to hold get-togethers to meet with you and go through the requirements as a group. It would be my suggestion that it would be best to sign up for the program and then you would have an established time frame for completion to designation. Benefits of the program are a structured program and a time frame. Another benefit is the benefit of having an individual advisor for each Candidate. Advisors will be needed and given incentives to assist the candidates. This program puts equal emphasis on the path to either the MAI or the SRA designation.

Another program that was approved earlier this year is the Review Designation Program. This program will provide those who specialize in review more uniformity in review standards that clients are looking for.

The good news is the North Star Chapter has designated 3 new SRA's and 6 new MAI's, so far this year. The bad news is that we have a net loss of 30 chapter members from last year. I also, expect that some Associates will elect to drop their membership at the end of this year rather than continuing with the Institute. So, as your leadership makes plans to set the budget for next year, it is going to be a challenge to estimate member numbers and the makeup of that membership and at this time an unknown fee structure from National. The Chapter has another budgeting challenge. National required the Chapter to provide a financial review of 2011 activity, which cost about \$4,500. This review has been completed and sent to National. It was not budgeted for. National has informed us that going forward, we can expect to be required to provide the review every year, not because of something that the North Star Chapter has done, but because National is enforcing an existing policy that states: *If a Chapter's annual receipts and/or other funds exceed \$200,000, then a review or audit by an independent accounting firm must be performed annually and reported to the Chair of the national Finance Committee.*



Don't forget to check the North Star Chapter website for education offerings during the rest of the year. The Chapter has planned an outreach seminar in South Dakota. We will be offering the one day seminar "*Appraising the Appraisal: Appraisal Review - Residential*" in Watertown, South Dakota on September 18th. This seminar has not only been scheduled to offer education to our remote members, but also to allow chapter leadership to meet and have a chance to visit with these members and/or potential members.

A number of your Chapter Leaders, Region III Committee Leaders and National Committee members attended the National conference in San Diego. One of the topics discussed was the North Star Chapter's pro active approach by Ev Strand and his Public Relations Committee. Those attending the National meetings have heard about the efforts of this Committee to promote the Appraisal Institute Designations on a local level! They have also heard about the continuing efforts of the PR Committee to respond to various news articles concerning the appraisal industry and appraiser topics and the list of local members within the Chapter who are available to speak before groups. The concept and ideas were extremely well received!

Finally, I hope everybody is planning on attending both the October and November meetings. We have planned a luncheon meeting at the Midland Hills Country Club on October 16th. Tony Lesicka, MAI will speak on "*Appraisal Review & Regulatory Issues in the Current Banking Environment: A Bank Review Appraiser's Perspective*" - (2 Hours of Appraisal and Real Estate CE and Assessor CEUs applied for).

Then in November we will meet at the Golden Valley Country Club on November 29th. Rick Borges, MAI, SRA, the Incoming President of the Appraisal Institute, will be the guest speaker. Rick will provide us with timely information about the status of the Candidates for Designation Program, as well as an update on the Capstone Program and other current issues. We will Install the Officers and Directors for 2013 and will be honored to present several Designation Certificates.

Looking forward to see you at the meetings.

Steve Shaykett, MAI
Chapter President, 2012



Chapter Candidate for Designation and Education Programs

North Star Chapter's - "Candidate for Designation" Program - Update

- We are off and running! The "Beer and Brat - Get-Together" on August 28 was a great beginning to offering these get-togethers throughout the year!
- Board and Committee members, Dan Boris, Jason Messner, Janene Hebert, Christy Mackaman, Byron Miller and Tony Lesicka were with us to meet and visit with the great group of Associates who joined the gathering. The Associates came ready to ask questions and sometimes to express concerns, both of which led to great discussions by the whole group. If answers weren't available, those from the Board and Committees were more than willing to help find the answers! It was a great way for both groups to listen to each other and work together.

For example - two questions were raised that would be of interest to all.

Q. Will Advisors be available?

A. Jason Messner, who is the 3rd Director for Region III and attended the National Board Meetings in August, was able to tell us that the A.I. will be sending out letters to all of the Designated Members asking for Advisor Volunteers in September. Now that the August 31 discount deadline has passed for Associates to elect to become Candidates for Designation, the Appraisal Institute will be in a better position to begin to know how many 'Mentor/Advisors' will be needed. Once this process has been accomplished the Chapters and Candidates will be notified and the one-on-one personalized support will begin.

Q. When will Appraisal Institute courses be approved and available online in Minnesota?

A. Here again, Jason Messner was able to discuss this problem with the Technical Support Staff at the Appraisal Institute. Jason was told that the Appraisal Institute is hoping that several courses will be approved and available for students by the end of the year (seminars are taking a back seat to getting the courses up and running). They have promised that obtaining credit for these courses is a 'priority' for them. We will let you know asap when this approval is received. We know for many of you, this would be a great help in scheduling some of the courses as you work toward your deadlines.

Watch for details for a "Get-Together" in October and then again in November !

For the most current information available—including current discount programs from the Appraisal Institute go to www.appraisalinstitute.org

Education Committee Update - Kurt Ophus, MAI

Kurt Ophus and the Education Committee are hard at work on the Education Course and Seminar schedule for 2013.

With many Associate members electing to become Candidates for Designation, the Committee has developed a grid indicating which Associates will need which courses to complete their Designation goals. Surveys will be sent to these individuals asking them to indicate a year and the best seasonal time for them to take the courses. We need to have at least 10 students in each course in order to offer it.

A more general survey will be sent to those members who are still undecided or may have decided not to enroll in the Candidate for Designation Program, but would like to take the courses required to achieve either a Certified Residential or Certified General License in MN.

As soon as a schedule is determined, you will all be notified. It would be the hope of the Committee to have everything on the website and registrations enabled by the middle of November. If there is a course you have a strong interest in taking, please let Kurt know by e-mail: kurt.ophus@cbre.com

Upcoming General QE/PreLicensing Courses.....

**Do you need to UPGRADE your Minnesota Appraiser License?
Do you need to take these courses as you work to fulfill your requirements for the MAI Designations?
A Great Opportunity to take these courses NOW!!**

General Appraiser Market Analysis & Highest & Best Use - Nov. 5-8

This course is designed for those seeking the MAI Education Requirements, General Appraiser Certification and Appraisers wishing to develop and enhance their market analysis skills

This AQB-approved course will help you apply meaningful market analysis in valuation assignments. It presents the basic concepts and terminology of market analysis and marketability studies, then shows how marketability studies provide vital information for the highest and best use decision. Throughout the course, the emphasis is on conducting a reliable analysis of demand. You'll gain practice in applying methods for inferred, or trend, analysis to three property types—a suburban residential subdivision, an existing multifamily property, and an office building. Using the tools introduced in the course will help you increase the reliability of your highest and best use analyses and support the conclusions you reach in the three approaches to value.

The course also provides a transitional discussion to prepare you for marketability studies using fundamental demand analysis, which is covered in the Appraisal Institute's *Advanced Market Analysis and Highest & Best Use* course. Who Should Enroll: Beginning appraisers seeking general appraiser state certification and experienced appraisers who wish to develop and enhance their market analysis skills, property tax assessors, housing and land use specialists within government agencies, lenders and investors, and review appraisers.

Note: This course may be used as an 'Upgrade' to Certified General and may be used for MAI Educational Requirements.

Instructor: *Kerry Jorgensen, MAI*

Tuition: \$525.00 – Members; \$675.00 – Non-members

Credit: Appraisal Institute Qualifying and/or Continuing Education Credit: full attendance at the Course and completion of exam - 30 Hours; 28 Hours CE. State of Minnesota: 30 Hours of Appraisal PL/QE/CE with Exam; 28 Hrs. Appraisal CE - no Exam. Assessor CEUs.

General Appraiser Report Writing & Case Studies - Dec. 3-6

This course is designed for those seeking the MAI Education Requirement, General Appraiser Certification and Appraisers who want to improve their writing skills

General Appraiser Report Writing & Case Studies provides instruction in effectively communicating a sound analysis of selected parts of a valuation. The course addresses USPAP requirements and the three types of writing most often used in appraisal reports: descriptive, numerical, and analytical. Lectures on writing principles, discussions of various sections of the appraisal report, and in-class writing exercises and presentations provide guidance and practice in effective communication of a valuation analysis. Specific assignments include writing a thesis statement, summarizing data, creating effective tables, writing a conclusion, communicating highest and best use, communicating an analysis, writing a letter of transmittal, and writing a reconciliation and opinion of value. During this four-day course, participants will use data provided in case studies as the basis for writing assignments that will help them recognize and produce effective reports. A two-hour multiple-choice examination that focuses on components of good writing concludes the course.

Note. This course can be used for MAI education requirements, and those seeking General Appraiser Certification and appraisers who want to improve their writing skills. This course is required in the MN Core Curriculum.

Instructor: *Richard DuBay, SRPA, SRA*

Tuition: \$525.00 – Members; \$675.00 – Non-members

30 Hours of PL/QE with Exam; 30 Hours of CE with Exam; 28 Hours of CE without the Exam

Register online at: northstarai.org/education



Career Opportunities - Job Open Positions

Certified Appraisers Needed to Join Our Team at The Appraisal Group!

The Appraisal Group (TAG) is expanding and looking to add qualified appraisers to our dynamic appraisal team. Based out of Maple Grove, we specialize in both residential and commercial property appraisals. If you are "certified" and wish to join a progressive industry leader then apply today! TAG is hiring full-time and part-time positions. Please email us at info@tagmn.com. Or call TAG @ 763-545-0690.

Mark A. Oehrlein Appraisals, Inc. is actively recruiting an Associate Commercial Real Estate Appraiser/Analyst.

The person would be responsible for appraising commercial real estate properties including multi-family apartments, industrial properties, office buildings, retail centers, and special purpose properties. Specific job duties include reviewing appropriate property documents (leases, rent rolls, operating statements, purchase agreements, building plans, etc.), inspecting properties, and writing comprehensive reports. Interested candidates should have a four-year degree in real estate or finance, possess strong analytical skills, be self-motivated, have excellent verbal and writing skills, and demonstrate proficiency in Excel, Word, and Argus. The ideal candidate will have 3-5 years of commercial real estate appraisal experience. Certified General Real Property Appraiser License preferred. The company offers excellent clerical support and valuation resources. Compensation plan includes a base salary plus quarterly bonus based on productivity. Other benefits are available including a retirement plan, health insurance, education/licensing expenses, etc. Please respond with a cover letter and resume to: Mark A. Oehrlein, MAI. Mark A. Oehrlein Appraisals, Inc., 7301 Ohms Lane, Suite 230, Edina, Minnesota 55439 Cover letter and resume may be sent by regular mail or by email (mark@oehrleinappraisals.com). No phone calls please.

Hennepin County seeks a County Recorder/Registrar of Titles Division Manager

Job Title: County Recorder / Registrar of Titles Division Manager

Closing Date: 09/27/12 5:00 PM Central Time

Salary: \$74,771 - \$116,351 Annually

Job Type: Full-Time

City Name: Hennepin County

The Public Records Division within the Taxpayer Services Department (TSD) is seeking a County Recorder/Registrar of Titles Division Manager who is responsible for the recording of real estate transactions occurring in Hennepin County and maintaining a system of titles for property registered through the District Court.

Best qualified candidates will have a bachelor's degree or higher in finance, public administration, political science, business administration or related field, plus six years administration experience in property records, taxation, assessment, governmental licensing, real estate or another related field and knowledge of real estate law or a Juris Doctor from an ABA accredited law school.

For more information and to apply, visit our website at www.hennepin.jobs. To be considered for this position you must complete a Hennepin County application. Hennepin County is an Equal Opportunity Employer.

Contact: 612-348-2163 or hr.recruiter@co.hennepin.mn.us.

Real Estate Analyst and Processor - Position in St. Paul, MN

PRIMARY FUNCTION (s): The Real Estate Analyst will become familiar with the multifamily mortgage banking products being offered by RICHMAC Funding LLC and the required processing and underwriting responsibilities outlined for each program. The Real Estate Analyst must demonstrate ability for details, organization and an analytical orientation, and must possess the initiative to work in an independent and reliable manner. Please send your resume and salary expectations via email to: griffinm@richmancapital.com

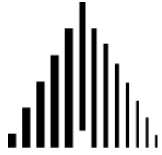
Recently licensed MN Trainee Appraiser is looking for a Supervising Appraiser/Appraisal Group.

10 years experience in analysis, data research and reporting. Please email or call to discuss your requirements and my qualifications. Contact Kari at home 952-496-2886 cell 612-859-0496 or email: barrykari1@hotmail.com.

Full details of the above open positions are shown on the Job Openings page:

<http://www.northstarai.org/open-positions>





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North Star Chapter

1265 Josephine Road
Roseville, MN 55113
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F: 651-633-5956
www.northstarai.org

Fax

To Maribelle

From _____

Fax: 651-633-5956

T _____

Phone: 651-633-0676

F _____

Date: _____

Total Pages: 1



October Chapter Meeting —Midland Hills Country Club - October 16, 2012**

- Registration will begin at 11:30 am, Luncheon—12:00 - 12:30 pm (Limited to 100)
- 12:30 - 2:30 pm - **“Appraisal Review and Regulatory Issues in the Current Banking Environment...”**
- Remember—this is a fantastic opportunity to pick up 2 hours of CE, learn about trends in Appraisal Review from a bank review appraiser’s perspective, and introduce a fellow appraiser to the Appraisal Institute!!!

\$50.00 Dinner/Program fee for Members/Guests who haven’t paid the Chapter Service Fee
No fee for those who have paid the 2012 Chapter Service Fee

_____ Number attending

Names _____

Deadline is October 13, 2012

Cancellations not called in by October 15, will be billed.

No Shows will be billed.

You can fax this form back to 651-633-5956 or send an e-mail: maribellec@aol.com

And you can register online at: www.northstarai.org/meetingsevents.asp

**** Midland Hills Country Club, 2001 Fulham Street, Roseville, MN 55113 - 651-631-0440**