



Spring Membership Survey

Your chapter board of directors is actively seeking feedback on a variety of issues with the intent of providing our membership with the very best of chapter services. Recently, you received a short survey by email to be completed and returned to Shela Edmonds, our HRAI Chapter Secretary, at shela@apg-va.com. Please reserve a few minutes and complete your survey. Your views as associate members are most important to the board and all your comments and suggestions will be considered. Appraisers specialize in giving their opinions, so here's your chance to sound off and make your voice heard as we work to make HRAI even better!

May Chapter Dinner Meeting

Mark your calendar for May 13th and plan to attend our next chapter membership meeting at the Norfolk Yacht & Country Club, at 7001 Hampton Blvd in Norfolk. Registration details will be sent by email shortly. The CE speakers are Bill Garber, director of the Washington, D.C. office for the Appraisal Institute, who will give us a legislative update on matters impacting the appraisal industry on Capitol Hill, and Sam Long, MAI, SRA, who will speak to us about the appraisal issues to be discussed at the upcoming Region V meetings in Austin, TX, June 25-27. With Congress' focus on financial reform legislation in response to the credit crisis, this presentation will be one you won't want to miss. Remember: by attending all four of our chapter membership meetings you can earn 8 hours of affordable CE credit!

HRAI Residential Associates Newsletter Spring, 2008

Required Appraisal Institute Seminar Offered In May

The Business Practices and Ethics seminar will be offered at the Norfolk Yacht & Country Club on May 16th, with instructor Rick Borges, MAI, SRA. This course is designed to familiarize current and potential members with the obligations of a professional appraiser in light of the Appraisal Institute's Code of Professional Appraisal Practice and the Uniform Standards of Professional Appraisal Practice. An exam will be administered following the seminar presentation.

All associate members (Residential and General) and as well as designated Members of the Appraisal Institute are required to successfully complete the Business Practices and Ethics seminar and exam during their 5-year continuing education cycles.

More HRAI Education Events!

June 20th: Appraisal Challenges: Declining Market and Seller Concessions

September 19th: REO appraisals: Appraisal of Residential Property Foreclosures

October 13th: Office Building Valuation: A Contemporary Perspective

Registrations for the above seminars can be completed online by visiting the chapter website at www.hrai.org.



Destination: SRA

Looking ahead and planning on the steps needed to earn your SRA designation? You'll want to remember that the Basic Appraisal Principles course and the Basic Appraisal Procedures course (30 hours each) are waived by the Appraisal Institute if you are a state certified appraiser. Of the remaining six required educational courses to earn your SRA designation, the only course which you must personally attend is Advanced Residential Applications and Case Studies, a 15 hour course of study.

All of the other required courses can be challenged by the associate member for a flat \$200/fee per course, plus the cost of the course materials for study. This is a much less expensive alternative to traveling to attend these courses when they are offered around the country.

A review of the national educational calendar indicates that the Advanced Residential Applications and Case Studies course will be offered in two locations reasonably close to Hampton Roads this year. I would urge you to attend the course at one of them:

Baltimore, MD: May 28-29, to register contact Tim McKenna at 410-752-3318

Greensboro, NC: September 24-25, to register contact National Programs at 312-335-4140

Read the complete requirements for the SRA designation by visiting the following page on the Appraisal Institute's national website:
www.appraisalinstitute.org/designations.

Appraisal Standards Board USPAP Q & A

Question: I perform appraisal assignments for a client who asks to be notified of my final value conclusion via instant message or text message. Is this communication to the client an appraisal report that must comply with USPAP? (October, 2007).

Response: Yes, this communication of assignment results is considered an appraisal report. Instant messages or text messages are written communications and, for assignments involving real property, are subject to the requirements of Standards Rules 2-2. Oral appraisal reports of real property (where assignment results are communicated by the spoken word) are subject to the requirements of Standards Rule 2-4.

Question: Are the results from an Automated Valuation Model (AVM) an appraisal? (June, 2007).

Response: No. Advisory Opinion 18, *Use of an automated Valuation Model (AVM)*, states: *An AVM's output is not, by itself, an appraisal, and communication of an AVM's output is not, in itself, an appraisal report.* An AVM is a tool that delivers an estimation or calculation, whereas an appraiser arrives at a value opinion by applying his or her judgment and experience. An appraisal is defined as "an opinion of value," which is distinctly different from an estimate or calculation of value. An AVM uses automated processes and cannot produce an opinion of value because only individuals can exercise judgment and form opinions. An AVM is just one tool among many that an appraiser might use to arrive at an opinion of value. Appraisers are cautioned that this response is based on the USPAP definition of "appraisal." Jurisdictions that use a different definition of "appraisal" may reach a different conclusion.



Regional Meetings

The multi-regional meetings for the Appraisal Institute will be held June 19-27 in Austin, TX. Registration deadline is May 19th. A new seminar, An Introduction to Valuing Green Buildings, will be one of the offerings available for CE credit at the meetings, along with the two day "Yellow Book" seminar which deals with the federal appraisal standards for land acquisition. A day long program will also be offered through the Appraisal Institute's Client Advisory Board regarding the recent agreement between the NY State Attorney General and Fannie Mae and Freddie Mac.

In addition to the those seminars being offered by the Appraisal Institute, the International Right of Way Association will also be hosting their 54th annual Education Conference from June 22-25 featuring a total of four (1) day and three (2) day seminars on topics such as "Introduction to Environmental Issues", "Valuation of Contaminated Properties" and "Standards of Practice for the Right of Way Professional". To register, or for further details about the regional meetings in Austin, TX, and the Educational Conference of the International Right of Way Conference, simply visit the Appraisal Institute's website and look for links to these events on the opening page: www.appraisalinstitute.org.

The Austin, TX, area offers a variety of things to do and see, and would be the perfect summertime getaway destination for families. Visit the Austin Convention and Visitors Bureau at www.austintexas.org and make your plans to see the great state of TX.



Listen Up!

It's always time well spent when you are able to hear the latest tips on broadening your clientele, expanding your appraisal knowledge, and learning more about emerging trends in the housing industry, such as the impetus toward Green Building. Right now the Appraisal Institute offers three online radio-style programs, called AppraiserCasts, to its members. Download and listen to these broadcasts at your convenience on your computer or your MP3 player. The topics currently offered are: "Expanding Your Career Horizons", "Green Buildings: An Appraiser's Perspective", and "Federal Government Contract Work". The website address is:

www.appraisalinstitute.org/profession/podcast.aspx



Associate Guidance

Please call if I can assist you as you work toward achieving your SRA designation. I am available prior to the start of our quarterly chapter membership meetings or you can reach me by phone and email at other times: 757-467-4178 or scmohon@verizon.net. You may also wish to make note of the national office's associate guidance department: associate@appraisalinstitute.org. They are at your service as well and will promptly work to resolve any questions you may have concerning your associate membership.

Sincerely,

S. Celeste Mohon, SRA

Residential Associates' Guidance Chair, HRAI