

**Fall
2013**

**Special points of
interest:**

- **Photos from 2013 Shrimperoo**
- **NEW Job Mart announcements!**
- **LDAC 2013 Update**

Inside this issue:

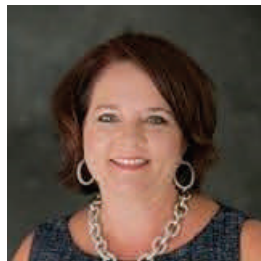
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NC Chapter Appraisal Institute



North Carolina Appraiser

2013 President's Message - Laura (Rich) Mallory, MAI



**Laura (Rich)
Mallory, MAI**

As we move into the fourth quarter of 2013, I would like to say that I have enjoyed serving the NC Chapter of the Appraisal Institute as President this year. I have had the opportunity to meet professionals that serve the Appraisal Institute at the local, regional, and national levels and have enjoyed the relationships that I feel will continue throughout my career. As a Chapter, we have had some challenges, but overall I feel that we are in a good position for the year. As always, our organization depends on the volunteers called to serve and I am honored to be a part of the North Carolina Chapter of the Appraisal Institute.

I would like to take this time to congratulate Scott Robinson, MAI, SRA, who will serve as National Vice-President in 2014 and continue through to National President in 2016. Scott has always been an asset to our Chapter, Region and National leadership. We are proud to call him our own.

The Candidate for Designation Program launched this year is progressing. I would like to invite designated members to take part in this program by becoming advisors. Please pay it forward as undoubtedly, you were helped along the designation path in some fashion by others in our organization.

In the recent past, we have increased our presence in social media on both the National and State levels. Please follow the Chapter on LinkedIn and Facebook. Timely educational and meeting offerings are broadcast as well as congratulatory remarks of our members that have achieved notable milestones. As always, for the most recent information on educational offerings, quarterly meetings, branch chapter happenings, and other events please visit the website at www.ncappraisalinstitute.org.

We are gearing up for the Fifth Annual Real Estate Valuation Conference (REVC) to be held in Cary in April 2014. If you have not had a chance to attend this timely seminar, please make it a mission to attend as well as invite your clients and peers. This seminar has up to date information that benefit not only appraisers but all real estate related professionals.

Thank you all for your continued support of the Appraisal Institute and the North Carolina Chapter. If I can be of assistance to any of our chapter professionals, please let me know.

Respectfully,

Laura K. Mallory, MAI
President, NC Chapter of the Appraisal Institute



LDAC Meeting (above)

- 1: Zach Spurgeon
Chesney Baker
Pat Gray, MAI
- 2: Zach Spurgeon
Edwin Farr
Steve Perrotta, staffer for Richard Burr
- 3: Chesney Baker
Sara Stephens, MAI, 2012 AI President



Spring Chapter Mtg (left)

- 1: Laura Mallory, MAI
NC Chapter President

Shrimperoo

July 31, 2013



NCAI Professionals & Guests



Thanks to those
who volunteer their
time to our
organization!

FALL 2013

11/7-8/13

Carolina Hotel – Pinehurst

HOSPITALITY SUITE

Jack Locke, MAI

Clarice Locke, Benji Flanagan,
Vanessa Hall, Mike Mallory**BUSINESS MEETING****REGISTRATION**

Vanessa Hall, Andrea White

SEMINAR REGISTRATION

Cal Reynolds, MAI, SRA

Chapter Professionals Who
Transferred Out – Best Wishes!Chapter Professionals Who
Have Joined Us – WELCOME!**Welcome New Chapter Professionals**

Eric Jennings	Charlotte	Practicing Affiliate
David Karhan	Charlotte	General Candidate
Christopher McNichol	Clayton	Practicing Affiliate
Christopher Smitherman	Greensboro	Practicing Affiliate
Gregory D. Wolfe	Raleigh	General Candidate
Susan H. Sharp	Raleigh	Practicing Affiliate
Meredith Anglyn	Charlotte	Practicing Affiliate

Welcome Transfers

	To	From	
Philip Scott Porter	Charlotte	Hoosier State	General Candidate
George R Mann, MAI, SRA	Robbins	Ohio	Designated Member
Mark W Galeshaw, MAI	Lenoir	South Carolina	Designated Member
Steven J MacGrogan	Raleigh	Florida Gulf Coast	Candidate
Chris Droitcour	Charlotte	Northern California	Practicing Affiliate
Clark W. Gregory, MAI	Charlotte	South Carolina	Designated Member

We Say Goodbye

Transfer Out	To	From	
David W. Duke	Philadelphia Metro	Fayetteville	General Candidate
William J Crawford, MAI	North Texas	Clayton	Designated Member
George F. Tingley, MAI, SRA	South Carolina		Designated Member
Jonathan D Miles	Alabama	Salisbury	General Candidate
Margaret V. Whitaker	South Carolina	Charlotte	General Candidate

Resigned

Scott L. Twillmann	Waxhaw	Practicing Affiliate
Sunny B. Carr	Asheville	Practicing Affiliate
Phyllis H Yandle, MAI	Charlotte	Designated Member

Congratulations to Our New Members*Michael N. Moody**New Bern***MAI***Robert T Duckett**Raleigh***MAI***Jeffery A. Smith**Charlotte***MAI**

Congratulations to Our New Members



AJ Hutson (right)



Bobby Gillespie (rt)

Thanks to our Volunteers

Shrimperoo – Susan Wolfson

Summer Registration – Mike Watts, MAI, SRA
Jim McNairy, MAI, SRA

Shrimperoo & Seminar— Holiday Inn Resort, Wrightsville Beach, NC

LDAC Leadership Development And Advisory Council

Written by: Pat Gray, MAI

The North Carolina Chapter of the Appraisal Institute sent five (5) appraisers to attend the 2013 Leadership Development and Advisory Council (LDAC) event May 21-23, 2013. This year's 100 LDAC attendees were from the US, Mexico, and Guam. LDAC strives to foster creative thought from talented individuals involved in the real estate appraisal profession while developing the future leaders of the Appraisal Institute. LDAC also establishes an "appraiser-presence" in Congress and demonstrates that the Appraisal Institute is made up of professionals who recognize the importance of being actively involved in the political process.

The LDAC schedule included leadership activities, four (4) break-out sessions on key appraisal issues, and lobbying on Capitol Hill with US Senators and Representatives. The North Carolina delegation met with staffers of Senators Kay Hagan and Richard Burr, and Representatives Patrick McHenry, David Price, and George Holding. The two discussion points reviewed with the representatives were HR1553/S727 "Financial Institutions Examination Fairness and Reform Act" and S526 "Rural Heritage Conservation Extension Act".

The Appraisal Institute supports HR1553/S727, which intends to promote consistency of bank examinations and enhance understanding of bank examination guidelines. AI recommends changing the language in the bill that prohibits bank examiners from ordering appraisals on performing loans, so that the examiners have the option of ordering an appraisal if they have concerns on a bank's safety and soundness.

AI supports S526, which would extend the current tax incentives around conservation easements. The current law is set to expire at the end of 2013. We urged our representatives to co-sponsor this bill and the companion bill to be introduced into the House of Representatives.

LDAC**Leadership
Development
And
Advisory
Council****“Evolve Beyond General and Residential Valuation Distinctions”**

By: Zach Spurgeon

Darrell Bullock, MAI of Bullock Appraisal Services, LLC in Sumner, MS led this discussion group. The primary focus of the discussion was to examine the strength and weaknesses of the current Appraisal Institute distinctions and determine what changes should be made to better serve the existing membership and attract new members.

Participants emphasized that market appeal of the current designations is very strong and allow clients to easily identify existing members. As a result, it was agreed that the market would be highly resistant to any alteration to the existing designations as they are too ingrained in the current system. There was, however, a great deal of support for additional accreditations and/or designations in specialized fields from the Appraisal Institute. This would allow appraisers to better market a specific skill set to clients and would be similar to the current professional development series. It would also increase the appeal of the profession for the next generation.

Also discussed was the issue of the appraisal profession not being widely known among college undergraduates. In order to increase the appeal of our profession to first career professionals it was suggested that the Appraisal Institute provide entry level appraisal education and materials to colleges and universities. The materials can include background information on the Appraisal Institute, information on its educational offerings and the advantages of becoming affiliated and obtaining a designation. It was also suggested that the Appraisal Institute provide the local chapters with a professional presentation that can be presented to university students. Another idea is to create an intern matching program that would make it easier for undergrads to enter the appraisal field. This could be in the form of an intern registry on the national AI website.

In summary, it was concluded that the existing Appraisal Institute distinctions are very strong and should not be altered although new accreditations and/or designations in a specific skill set would be beneficial. The overall profile of the appraisal profession needs to be elevated, particularly in the university setting and the Appraisal Institute can spearhead efforts through easier access to materials and education.

Discussion: Achieving Peer Level Acceptance With Other Professions

Discussion Leader: Kathryn Sturgis-Bright, MAI, MBA

By: Edwin Farr

The responses from this group covered an array of areas and touched on various aspects of achieving peer level acceptance. Here are some general comments below summarizing some of the responses.

Do Appraisal Institute members have peer level acceptance with other professions?

The general response is yes; however, there is a difference in response between commercial appraisers and residential appraisers. The commercial appraisers appear to have the highest opinion of their standing; however, the residential appraisers are definitely being impacted by the changes in their market place. There were exceptions. Those SRAs who do not do lending work indicate that they were well regarded in their market.

How do we manifest peer acceptance?

Many responded that getting visibility at the university level is critical. With college degree requirements, the profession has a higher level of regard.

LDAC**Leadership
Development
And
Advisory
Council****Discussion: Achieving Peer Level Acceptance With Other Professions****(cont'd)**

Secondly, having interaction with other professions brings about peer level acceptance when they see the analysis and understanding we have of the real estate market and the tricky nuances. By having more contact and engagements with other professionals, our standing will continue to grow.

While the group was instructed to stay away from the topic of branding, that is something people wanted to discuss. And while it may not be feasible to do a national campaign, there is a sense that AI could provide guidelines to chapters to promote the AI designated member on a grass roots level. If they had some "best practices" methods for creating that promotion on a local level, the chapters would run with it. Create a mission on a grass roots level to promote quality in the valuation industry through hiring designated members and improve the financial community as a whole. Members want a game plan.

Is there a deterrent to our achieving peer level acceptance?

For residential appraisers, they are facing a market place where they are competing with automated valuation models, and they are required to respond to checklist- reviews by people who do not understand real estate valuation. There is a discouragement about not being respected in the current financial model.

Both commercial and residential LDAC attendees were concerned about the Appraisal Institute cleaning house and monitoring its professionals so that clients will get the quality they expect from the designated member.

What can the AI do to ensure continued peer level acceptance from other professions?

The three primary areas of focus were to develop more joint educational events with other professions, to develop relationships with universities and programs for appraisers, and to monitor our members for quality.

The responses fall into these general categories:

- * Joint events and education with other professions, create synergy
- * Improving AI education
- * Expand university relationships, higher education adds credibility
- * Improve the AI branding, on a national level but, also develop more strategies on the chapter level
- * Create education for end users, from underwriters, attorneys, CPA and even borrowers
- * Expand our relationships with other professional organizations
- * Continue to improve the website and create Apps (This relates to branding but also people's opinions are formed by their interaction with our profession through our website. Higher regards are awarded those with great website design and ease of use.)
- * AI internal – clean house - we need consistency of quality

By showing the various areas of discussion, and points raised by LDAC attendees, will show you the breadth of thoughts prompted by this topic. And while some of the responses appear a little unrelated, it may strike a note with you.

LDAC**Leadership
Development
And
Advisory
Council****Updating the Appraisal Institute's Value Position**

By Cliff Maske, MAI

Michael V. Tankersley, MAI, SRA led the LDAC discussion *Updating the Appraisal Institute's Value Proposition*. The main focus of this discussion was how the Appraisal Institute creates value for its valuation professionals.

Some of the opportunities discussed included university outreach programs, client outreach, and partnering with other real estate related organizations. All of these initiatives could be implemented on a national or a local level.

University outreach programs could include developing a college curriculum, providing educational materials, or serving as guest lecturers. Other opportunities include hosting joint meetings and joint education forums with other real estate professionals. The consensus was that some chapters are successfully building the brand in their markets and that the national organization should highlight some of the best practices of individual chapters so other chapters can leverage these experiences in their own market. Additionally, with the guidance from the national office, local chapters should be able to communicate consistent messages in their local communities.

Although the conversations started with a focus on what the Appraisal Institute can do to create value for real estate appraisers, many of the discussion topics focused on how an appraiser can leverage the Appraisal Institute to create value for himself/herself. Some of the opportunities identified were hosting economic updates or real estate market updates for clients or co-hosting speaking engagements for community groups or schools.

Overall, the consensus was that by increasing the Appraisals Institute's recognition, value of the designations is enhanced. Additionally, the Appraisal Institute should continue publishing texts books, providing education, and lobbying so that its valuation professionals are seen as industry leaders.

Meetings on Capitol Hill 2013

By: Edwin Farr

Every year LDAC attendees spend half a day meeting with their congressional representatives and discussing issues which are laid out by the Appraisal Institute. For LDAC 2013, we began scheduling process four weeks prior to the desired meeting dates. We met with the following representative offices: Senator Kay Hagan, Senator Richard Burr, Rep. Melvin Watt, Rep. Walter Jones, Rep. Brad Miller, Congressman Patrick McHenry, and Rep. David Price. During our meetings we were not able to secure time with the representatives themselves but were able to speak at length with an aid from each office who dealt with the appropriate legislative area of interest. This year, we discussed two pieces of current and proposed legislation which will be summarized in the following paragraphs. It is important to note that positions represented by the members of LDAC during the conference are not necessarily their personal opinions, but that they were representing the Appraisal Institute during discussions with lawmakers.

LDAC**Leadership
Development
And
Advisory
Council****Meetings on Capitol Hill 2013**

By: Edwin Farr (cont'd)

Financial Institutions Examination Fairness and Reform Act H.R. 1553/S. 727

This proposed piece of legislation (as it was written during LDAC) attempts to regulate the bank inspectors and regulators beyond current *Interagency Appraisal and Evaluation Guidelines*. The push is coming from the banking industry which must pay for appraisals when examiners are inspecting a bank for "safety and soundness" and who want to reduce such expenses by not allowing regulators to order appraisals even when they believe it to be prudent.

While the AI supports the overall goals of this bill, it does not agree that bank examiners should have their hands tied when deciding to order an appraisal, evaluation, or do nothing in order to assess the health of a bank and its operations. AI believes that the cause of the disparity exists due to a lack of definitions used by bank examiners for terms such as "Liquidation Value" and "Performing Loan". Currently there are no definitions for these terms and bank examiners are interpreting them differently often confusing liquidation value for market value.

We asked our representatives to leave the decision in the hands of bank examiners as to what appropriate method should be used to value each asset. After all, that is what they get paid for. We also stated that if definitions were established for the ambiguous terms and education was provided to the bank examiners (especially regarding the different definitions of value) banking regulations would be more consistently applied, unnecessary costs could be avoided, and the quality of the examinations would remain consistent or even increase.

Overall, our efforts were noted by each of the offices we visited. In particular, Senator Burr's aid was well aware of the bill and the issues with it. He also understood and agreed with our concerns. In contrast, Senator Hagan's aid did not seem to understand the legislation or implications of the provisions within it.

Conservation Tax Incentives

This proposed piece of legislation has not yet been cosponsored in the House but has been introduced in the Senate. The bill is an effort to procure a tax deduction through the use of perpetual conservation easements. In practice, a property owner would damage the market value of their property by placing conservation easements upon it that would restrict its use into perpetuity. In exchange, the property owner could use the 'losses' to write down their adjusted gross income for tax purposes.

Currently this write-down is authorized to be 30% of adjusted gross income. Property value losses that exceed that amount can rollover to six subsequent years. This bill is attempting to increase that amount to 50% of adjusted gross income for a regular property owner, and 100% of adjusted gross income for farmers and ranchers, and would increase the number of years from 6 to 16.

The Appraisal Institute's position on this bill was that, to properly evaluate the reduction in value (and subsequent income deduction), a competent appraiser must be used who has been trained and understands conservation easements. AI offers, as an example, its designations and education programs for valuing such property. "...the Appraisal Institute lead a campaign to develop a Valuation of Conservation Easements course, which includes an examination and issue of a certificate of completion. " Traditionally, some property owners have utilized real estate brokers or CPAs to value such easements when preparing tax documents. AI recognizes that this could cause misuse or abuse of the law due to the lack of competency with such professions.

Overall, our efforts were noted by each of the offices we visited but most expressed reservations about tax entitlements, inciting that the current budget atmosphere would likely call for larger restructuring of the tax code. In contrast to this general sentiment, Rep. Price's aid was interested and said that they would consider cosponsoring the bill.

LDAC**Leadership
Development
And
Advisory
Council****Analyst or Consultant – Opportunities Beyond Point-in-Time Valuations and Forms**

By Chesney Baker

Jeffrey M. Bowling, MAI, SRA, and Director of the Atlanta Chapter of the Appraisal Institute led this discussion group focusing on the appraisal profession's ability to capture a strong market demand for various non-traditional valuation services, including litigation support, market/feasibility studies, business value, insurable value, tax appeal and other consulting assignments.

While optimistic regarding these various opportunities, some participants expressed concerns regarding USPAP and state compliance as well as insurance coverage while performing such services. While many participants were already experienced in many of these areas, others felt they lacked sufficient expertise and suggested more advanced education opportunities as well as AI guidelines and templates to enhance the quality of these work products.

The topic of advanced education for non-traditional valuation services was further expanded to include cross-disciplinary education opportunities with CCIMs, attorneys and other real estate professionals. Participants also expressed the need for social media marketing classes to help expand market awareness with regard to these types of services. Others suggested that the Appraisal Institute could further enhance market awareness through market surveys and target marketing.

The discussion group concluded by restating the need for more advanced education and guidelines for performing expanded services as well as the need for a greater market awareness of appraisers as analysts and consultants capable of a broad range of professional consulting and appraisal services.

Since the 2013 LDAC Conference, AI President Richard Borges, MAI, SRA, announced via his October 8 email that AI's Board of Directors recently approved three major strategic initiatives relating to proposed standards of valuation practice, expansion of AI education, and the creation of "a new certification organization to establish a future generation of cross-disciplinary valuation professionals and to enhance marketability in a competitive job environment."

AI's three new initiatives address market demand and echo opinions voiced during the discussion sessions at the 2013 LDAC Conference. Facilitating solutions to challenges facing the appraisal industry is one of many reasons to attend the Leadership Development & Advisory Council's annual conference.

Many thanks to the North Carolina Chapter and The Hopkins-McElhannon Group for making this important and rewarding experience possible.

Conclusion

By Pat Gray, MAI

LDAC is an opportunity for appraisers to benefit from networking and development activities, participate in discussion groups that provide input into the Appraisal Institute's Strategic Planning Committee for consideration in the future path of AI, and play an active role in influencing future laws and regulations by participation in lobbying activities on Capitol Hill.

Just Released

Thomas A. Dorsey, MAI, SRA of Charlotte, NC

October 27, 2013 – Thomas A. Dorsey, MAI, SRA of Charlotte, NC has been elected as the 2014 Chair of the US Green Building Council of North Carolina.

Jack C. (Cal) Morgan III, MAI, SRA of Wilmington, NC

October 23, 2013 – Jack C. (Cal) Morgan III, MAI, SRA of Wilmington, NC has been appointed by Governor Pat McCrory to the NC Property Tax Commission.

David A. Smith, MAI, SRA of Durham, NC

October 23, 2013 – David A. Smith, MAI, SRA of Durham, NC has been appointed by Governor Pat McCrory to the NC Property Tax Commission.

Summerfield's Jeanne and James McNairy Honored as Appraisal Institute's 'Volunteer of Distinction'

CHICAGO (Sept. 4, 2013) - Jeanne J. McNairy, MAI, SRA, and James D. McNairy, III, MAI, SRA, of Summerfield, N.C., were recognized today as the Appraisal Institute's September "Volunteer of Distinction" for Region V.

The Appraisal Institute is the nation's largest professional association of real estate appraisers; Region V consists of Indiana, Kentucky, North Carolina, Ohio, Virginia and West Virginia. The McNairys are members of the North Carolina Chapter.

"Jeanne and James McNairy are outstanding representatives for the Appraisal Institute," said Appraisal Institute President Richard L. Borges II, MAI, SRA. "We're proud to have individuals like Jeanne and James who continuously strive to advance the valuation profession while also serving their local communities."

Jeanne McNairy was chair of the Appraisal Institute's Experience Review Panel from 2005-2009 and vice chair in 2004. She served on the national Board of Directors from 2001-2003, as well as on a variety of national and chapter committees. She received her SRA designation in 1981 and her MAI designation in 1991.

She has been owner and appraiser at McNairy & Associates in Greensboro, N.C. since 1978. She has been involved in the real estate valuation profession for 35 years. She received a bachelor's degree from the University of North Carolina at Greensboro.

Jeanne McNairy serves on the UNC Greensboro alumni board and is a member of First Presbyterian Church.

James McNairy has been chair of the Appraisal Institute's Experience Screening Panel since 2010. He was North Carolina Chapter president in 2000, president elect in 1999, vice president in 1998, treasurer in 1997 and secretary in 1996. He served on the Piedmont Chapter Board of Directors from 1991-1992 and as treasurer in 1991, as well as on a variety of national and chapter committees.

He has been owner and appraiser at McNairy & Associates in Greensboro, N.C. since 1978. He has been involved in the real estate valuation profession for 38 years. He received a bachelor's degree from the University of North Carolina at Chapel Hill.

James McNairy served on the board of the Oak Ridge Military Academy and is a member of First Presbyterian Church.

The McNairys have mentored more than 40 appraisers in their business.

CONGRATULATIONS Jim and Jeanne and well deserved!!



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On
Facebook*



*And
LinkedIn*



Jeanne and Jim McNairy

J. Scott Robinson, MAI, SRA of Salisbury Elected Appraisal Institute Vice President for 2014 -- The First National Officer from North Carolina

CHICAGO (July 30, 2013) - J. Scott Robinson, MAI, SRA, of Salisbury, N.C., was elected 2014 vice president of the nation's largest professional association of real estate appraisers July 26 in Indianapolis. Robinson's one-year term at the Appraisal Institute will begin Jan. 1, followed by one year each as president-elect, president, and immediate past president.

"I am humbled and honored by this opportunity, and I promise to give everything I have to this role," Robinson said. "I'm grateful to everyone who helped me reach this point in my career."

Robinson has been active in real property appraisal and consulting since 1987, when he joined Robinson Associates, a Salisbury, N.C., firm his father started in the mid 1960s. The firm is a general and residential practice encompassing all types of real property solutions for various client types.

Robinson has been actively involved with the Appraisal Institute since joining as a candidate for SRA in 1987. He has served in all offices for the North Carolina Chapter and has been active at the regional and national levels since 1991. In 2007, he completed a four-year term on the national Board of Directors and was chair of Region V. Robinson has been chair of Residential Experience, chair of Residential Admissions and chair of the Admissions and Designations Qualifications Committee.

He is a senior national screener for residential and general experience domestically and abroad, and has been trained and approved as a facilitator for the Capstone program. He received the AI President's Award in 2008 and was named an AI Volunteer of Distinction in 2010.

Robinson received a B.A. degree from Wake Forest University in 1981. He received the SRA designation in 1991 and the MAI designation in 1997. He became a licensed real estate broker in North Carolina in 1989 and has been qualified as an expert witness in numerous courts and jurisdictions.



J. Scott Robinson

MAI, SRA

Roscoe W. Shiplett, MAI, of Charlotte --2013 Appraisal Institute President's Award Recipient

CHICAGO (July 25, 2013) - Roscoe W. Shiplett, MAI, began his AI service with the North Carolina Chapter more than 30 years ago and has been actively involved in the areas of admissions, education, and finance. At the national level, he has served on a variety of committees and is serving on the Board of Directors for the second time. Rocky is also an instructor and developer for Appraisal Institute education offerings.

In addition to his extensive AI roles, he has worked in the valuation profession for nearly forty years and is qualified as an expert witness in several states and counties.

In addition, Rocky has served the Appraisal Institute as a nationally-recognized instructor of courses and seminars, particularly in the litigation area, and also has served on the:

- Educational Programs Committee
- Instructor Subcommittee, including terms as Chair and Vice-Chair
- Long-Range Planning Committee, including terms as Chair and Vice-Chair
- Strategic Planning Committee
- General Appraiser Board Member, Seminars Division
- Executive Committee
- Two terms on the AI National Board of Directors, one of which he is serving now.



(left to right)

Rocky Shiplett, MAI

Rick Borges, MAI, SRA
2013 AI President

Available Positions**Operations Manager 3**

From: Wells Fargo Bank

Date: 2013-11-13

Job Description

Manages a team of Analysts whose focus is to perform quality control reviews on residential valuations completed for Default and REO business partners. Candidate is responsible for monitoring valuation review production, compliance, accuracy and day to day operations. In addition to monitoring valuation quality; manager will ensure adherence to regulatory and Wells Fargo compliance requirements. Provides guidance to staff regarding valuation review assignments and adherence to the Uniform Standards of Professional Appraisal Practice (USPAP). Additional responsibilities will include preparation of various reports; management of workflow as well as establishment of operating procedures and training methods. Required to work with internal and external business partners to ensure successful completion of goals.

Manages various production initiatives and projects requiring coordination of resources, budgets and deadlines. Participates in review, recommendation and implementations of units' operational systems and processes. Accountable for business unit financial performance. Provides input to the development and implementation of strategies specific to the QC process, including managing a staffing model, and projecting labor cost impacts.

Basic Qualifications:

6+ years experience including 2+ years management experience

Minimum Qualifications:

- Demonstrated ability to interact and manage effectively with multiple levels of operations team members to include senior level professionals
- 5+ years experience as Quality Control Manager/Underwriting/Loan Processing Team Management (10+ team members)
- 10+ years residential valuation review experience
- Experience in leading technology project(s) to enhance accuracy & create efficiencies
- High level of proficiency in MS Office, (Word, Outlook, Power Point and Excel)
- Proven problem solving ability; able to view problems from multiple angles and develop solutions that work across all operation units
- 5+ years experience using an appraisal management platform, such as, Collateral Management System (CMS) and/or Pro Collateral
- Demonstrated understanding of operations, development and implementation of policies & procedures specific to Quality Control functions
- Excellent verbal, written and interpersonal communications skills; self motivated with a high level of initiative and accountability
- Proven ability to meet deadlines; managing multiple requests and prioritizing responsibilities

Preferred:

- Actively Licensed/Certified Appraiser
- Licensed Real Estate Broker / Agent
- Proven ability to multitask and lead business unit to successful completion of goals
- Strong technical and analytical skills

Please apply directly at <https://www.wellsfargo.com/careers/> and use the requisition #3811207

Trainee or Certified Appraiser

From: Tom J. Keith, ASA, MAI, CBA of Tom Keith & Associates

Date: 2013-11-13

FAYETTEVILLE – Established 43 year old commercial appraisal firm with 5 commercial appraisers, 1 residential, and one business appraiser has position open for trainee or certified appraiser. Must relocate to Fayetteville. Firm uses Word, Excel, Argus, GIS and other programs to help make work easier. Numerous databases available for comps including GIS, Co-Star, DataComp, Loopnet, MLS, and county data. Must have college degree. Most of work is within 1 to 2 hours of office. Excellent network computer system with macros and excellent models to follow. Compensation on a fee-split basis and premium client base with 401K profit sharing and bonuses. Research assistance with GIS experience on staff. Contact tel 910 323 3222, fax 910-323-1180, or info@keithvaluation.com.

Certified General Appraiser

From: Claire Aufrance, MAI

Date: 2013-11-02

GREENSBORO -- Aufrance Valuations, LLC is seeking a Certified General Appraiser. Responsibilities include appraising a wide variety of commercial properties with competent and thorough analysis. Candidate must have very good math and writing skills and be proficient with Word and Excel. The majority of assignments will be in the Triad, with periodic regional travel possible. Compensation will be fee split based upon experience. Please forward confidential cover letter and resume to: Claire Aufrance, MAI at claire@aufrancevaluations.com

Help Needed!! York, SC

From: Joe Versen

Date: 2013-11-01

I am looking for help in my appraisal business. My business is well established – 27+years. The type of help needed could be in the form of an equity position or some other capacity. If you know of someone who may be interested, please have them contact me.

Thank you. *Joe Versen Appraisals*, 730 Highway 321 ByPass, Suite 140, P.O. Box 742
York, SC 29745 Or contact: joeversen@bellsouth.net

Commercial Appraisal Analyst

From: Adam W

Date: 2013-11-01

South Carolina Bank & Trust is seeking an experienced commercial appraiser/reviewer to work in the Charleston area. Please refer to the description and requirements below:

Requisition: 13-0334

Description: Review and analyze appraisals of commercial real estate to ensure regulatory compliance and credibility of value conclusions; establish and maintain professional relationships with third party appraisers; effectively communicate with internal staff and 3rd party vendors to ensure timely delivery of appraisal reports.

Requirements:

- Preferably 5+ years of commercial real estate appraisal or review experience.
- A thorough understanding of the Uniform Standards of Professional Appraisal Practice.
- (USPAP)
- Excellent analytical and communication skills
- Proficient with Microsoft Office
- Certified General Real Estate Appraisal license preferred.

Property Tax Assessment and Mass Appraisal

School of Government, The University of North Carolina at Chapel Hill
Date: 2013-10-23

Position: Open Rank: Tenure-track or Fixed-term faculty position to work in property tax assessment and mass appraisal in North Carolina. This position will contribute to the School's core service mission of advising and training for North Carolina public officials. Faculty member will assume administration of a successful property tax assessment and mass appraisal educational program, and be expected to find ways to improve and increase services. Work will also include advising and educating local government officials regarding management and practical aspects of the local property assessment and mass appraisal process. Consistent with the School's commitment to engaged scholarship, faculty members also produce written materials for practitioner audiences in their fields of work, including articles, book chapters, guides, blog posts, and other practical tools. Work is centered in Chapel Hill, but requires occasional travel and consultation around the state. Faculty appointments in the School of Government are 12-month, rather than 9-month academic year.

Educational Requirements: Position requires a Bachelor's degree in finance, business administration, economics, liberal arts, or related field. The ideal candidate will have a Master's Degree in business administration, finance, economics, or a related field.

Qualifications and Experience: Position requires approved status on the International Association of Assessing Officers (IAAO), Instructor list at the in-state Instructor level or higher; and commitment to public service. Preferred qualifications include IAAO professional designation, or other professional designation(s) in appraisal or assessment administration (for example, from The Appraisal Institute); approved status on the IAAO Instructor list at the national level; ten years or more of experience in mass appraisal and assessment administration; and experience administering educational programs, teaching, and providing certification to those who work in mass appraisal and assessment.

Background: Established as the Institute of Government in 1931, the School of Government at UNC-Chapel Hill has 53 faculty members. Its mission is to improve the lives of North Carolinians through engaged scholarship that helps public officials improve state and local government. For more information about the School of Government, visit www.sog.unc.edu.

Application deadline: Position will remain open until filled, with an expected starting date of April 1, 2014. The committee will begin reviewing applications on November 15, 2013. For more information and to apply for this position, visit <http://unc.peopleadmin.com/postings/32967>. Applications must be submitted on line, and must include a resume and a cover letter describing your interest in the position. Questions may be directed to the recruiting chair, Associate Dean Frayda S. Bluestein; Knapp-Sanders Building, Campus Box

The school is committed to increasing diversity and encourages applications from women and minority scholars. The University of North Carolina at Chapel Hill is an Equal Opportunity Employer.

Available Appraiser**Experienced Appraiser Trainee**

From: Laurie A. Penca
Date: 2013-11-01

WILMINGTON -- Relocated Appraisal Trainee with experience in residential appraisal work including field work, research, and form preparation seeks the opportunity to continue training with firm in Wilmington, NC. Construction, architecture, real estate and historic properties expertise. Graduate degree.

Please contact Laurie at cvhdesign@aol.com or 440-668-9786.

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2014 NC CHAPTER EDUCATION SCHEDULE**As of November 18, 2013**www.ncappraisalinstitute.org

Date	Course/Seminar	Location	Cost**	Instructor(s)	Credit Hrs.
1/8/14	7 Hour USPAP Update 2014-2015 Version	Hampton Inn & Suites Wilmington	\$145 - AI Price \$160 - Full Price	Ronald W. Loftis, Jr., MAI	7 Hrs
1/17/14	7 Hour USPAP Update 2014-2015 Version Winter Meeting	Grove Park Inn Asheville Pinehurst	\$145 - AI Price \$160 - Full Price	John T. Bosworth, MAI, SRA	7 Hours
1/28/14	7 Hour USPAP Update 2014-2015 Version	111 Place Cary	\$145 - AI Price \$160 - Full Price	Ronald W. Loftis, Jr., MAI	7 Hrs
2/5/14	7 Hour USPAP Update 2014-2015 Version	Crowne Plaza Exec Park Charlotte	\$145 - AI Price \$160 - Full Price	John T. Bosworth, MAI, SRA	7 Hours
2/11-12/14	Real Estate Finance, Statistics, and Valuation Modeling	Deep River Event Center Greensboro	\$300 - AI Price \$350 - Full Price	James Vernor, Ph.D, MAI	15 Hrs inc. 1 Hr exam
2/18/14	Evaluating Residential Construction	Deep River Event Center Greensboro	\$145 - AI Price \$160 - Full Price	James Canestaro, AIA	7 Hours
2/19-20/14	Evaluating Commercial Construction	Deep River Event Center Greensboro	\$290 - AI Price \$340 - Full Price	James Canestaro, AIA	14 Hrs
2/24-28/14	General Appraiser Sales Comparison Approach	Deep River Event Center Greensboro	\$500 - AI Price \$550 - Full Price	William D. "Otto" Spence, MAI	30 Hrs incl 3 Hr exam
3/3-8/14	Adv Concepts & Case Studies	Deep River Event Center Greensboro	\$795 - AI Desig & Candidates \$1,135 -- All Others	Stephen Fanning, MAI Larry T. Wright, MAI, SRA	40 Hrs incl 2 Hr Online; 35Hr. in Class; 3 Hr. Exam
3/7/14	7 Hour USPAP Update 2014-2015 Version	Deep River Event Center Greensboro	\$145 - AI Price \$160 - Full Price	Joyce B. Pusey, SRA	7 Hrs
3/14/14	7 Hour USPAP Update 2014-2015 Version	Embassy Suites Concord	\$145 - AI Price \$160 - Full Price	John T. Bosworth, MAI, SRA	7 Hrs
3/7/14	7 Hour USPAP Update 2014-2015 Version	Deep River Greensboro	\$145 - AI Price \$160 - Full Price	Joyce B. Pusey, SRA	7 Hrs

Date	Course/Seminar	Location	Cost**	Instructor(s)	Credit Hrs.
3/14/14	7 Hour USPAP Update 2014-2015 Version	Embassy Suites Concord	\$145 - AI Price \$160 - Full Price	John T. Bosworth, MAI, SRA	7 Hrs
3/18-21/14	General Appraiser Site Valuation & Cost Approach	Deep River Event Center Greensboro	\$500 - AI Price \$550 - Full Price	Gary P. Taylor, MAI, SRA	30 Hrs incl 2 Hr exam
4/2/14	2014 RE Valuation Conference: Spring Meeting	Embassy Suites Cary	TBD	Multiple Speakers	8 Hrs
5/5-9/14	Advanced Income Capitalization	Deep River Event Center Greensboro	\$745 - AI Desig & Candidates \$1,065 -- All Others	Gary P. Taylor, MAI, SRA	35 Hrs (2 Hrs Online; 30 Hrs Class; 3 Hrs Exam)
6/10-13/14	General Appraiser Report Writing & Case Studies	Deep River Event Center Greensboro	\$500 - AI Price \$550 - Full Price	Alan Blankenship, PhD	30 Hrs inc. 3 Hr exam
8/20-22/14	Condemnation Appraising: Principles & Applications	Deep River Event Center Greensboro	TBD	Stephen Matonis, MAI Roscoe Shiplett, MAI	22 Hrs inc. 1 Hr exam
9/12/14	Business Practices & Ethics	Deep River Event Center Greensboro	TBD	John T. Bosworth, MAI, SRA	7 Hrs**

Continuing Education Credit

The Appraisal Institute requires full attendance (100%) to obtain credit while the North Carolina Appraisal Board requires 90% or better. A Designated Member will not receive credit for a seminar more than once in a 5 year cycle. An appraiser will not receive credit for a seminar more than once in three years.

Cost Column

**Prices listed are the early bird rates. The fees go up (\$30-\$40) about two and 1/2 (2 1/2) weeks prior to the event.

Business Practices & Ethics

**As of 6/1/2011, Business Practices & Ethics has been adjusted by the AQB and NC Appraisal Board to only allow for 4 hours continuing education credit. It will still be scheduled for 7 hours of in classroom time and 7 hours allowed by AI.

North Carolina Chapter, 122 W., Murphy St., Ste 3, Madison, NC 27025; T 336-297-9511; F 336-297-9055
nancy@ncappraisalinstitute.org / www.ncappraisalinstitute.org

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2013 OFFICERS, DIRECTORS, COMMITTEE CHAIRS, REGIONAL REPS. & ALTERNATES

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Directors				
2011 - 2013	Joel Dew, MAI	Asheville	828-255-4964 x114	jdew@jbdassociates.com
	Gene Jordan, SRA	Raleigh	919-870-4854	gene@ncab.org
2012 - 2014	Frank Leatherman, MAI	Raleigh	919-571-1244	fleatherman@aol.com
	Jarvis Martin, SRA	Durham	919-682-5506	apprtp@aol.com
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	Don Johnson, MAI	Henderson	252-433-0000	djohnson@johnsonandknight.com
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Western (14)	Eileen Poulos, MAI	Weaverville	828-484-9590	eileen.poulos@bankofamerica.com
Candidate Liaison				
Committee Chairs				
Bylaws	Doug Thrash, MAI	Asheville	828-252-5393 x305	dthrash@ncappraisal.com
Candidate Guidance	Sheri Colvin, MAI	Greensboro	336-852-2004	sher@swapappraisals.com
Candidates/Practicing Affili- ate	Benji Flanagan	Raleigh	919-334-6900	benji@heritagevaluation.com
Education	Brian Bryant, MAI	Charlotte	704-334-6767	brian@bryantrutledge.com
	Paul Carter, MAI, SRA	Winston-Salem	336-760-3163	paul@michaelclappappraisals.com
Government Relations	Joel Tate	Raleigh	800-607-0530	joel@tateandharrell.com
	Pat Gray, MAI	Raleigh	919-571-1244 x224	patgray1000@gmail.com
International Relations	Scott Robinson, MAI, SRA	Salisbury	704-636-4151	arobinsonassoci@carolina.rr.com
Personnel	Paul Carter, MAI, SRA	Winston-Salem	336-760-3163	paul@michaelclappappraisals.com
Public Relations	Tonya Brady, MAI, SRA	Greensboro	336-378-1564	tobrad@yaho.com
Scholarship	Cal Reynolds, MAI, SRA	High Point	336-886-4801	calvinr@northstate.net

2013 OFFICERS, DIRECTORS, COMMITTEE CHAIRS, REGIONAL REPS. & ALTERNATES

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2013 NORTH CAROLINA APPRAISAL INSTITUTE

BOARD OF DIRECTORS & REGIONAL REP & ALTERNATE DIRECTORY

Position	AI Professionals	City/State	Bus. Phone	Email
Regional Representatives				
President	Laura (Rich) Mallory, MAI	Greensboro	336-378-1564	laurarichmai@bellsouth.net
Thru 2013	Hector Ingram, MAI	Wilmington	910-763-9096 x12	ingram@ncappraiser.com
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Alternates	Tonya Brady, MAI, SRA	Greensboro	336-378-1564	tobrad@yaho.com
	Brian Bryant, MAI	Charlotte	704-334-6767	brian@bryantrutledge.com
	Bob Glenn, MAI	Wilmington	910-791-9922	rglenn@bizec.rr.com
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	Leon Perkinson, SRA	Cary	919-467-7936	leon@perkinson.biz
	Eileen Poulos, MAI	Weaverville	828-484-9590	eileen.poulos@bankofamerica.com
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	Nancy Linton-Hall	Madison	336-297-9511	nancy@ncappraisalinstitute.org

North Carolina Chapter of the Appraisal Institute

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