



News Letter

July 31, 2023

Volume 1, Edition 3



Program Committee Update

by Teresa Walker

The Program Committee has been busy planning the upcoming 15th Annual Appraisal Summit. This committee has been meeting every two weeks to finalize the sessions, speakers and optional events.

The Summit will be held in Las Vegas at Planet Hollywood, Sept. 16-19. We have all the session and speakers confirmed. Appraiser eLearning is busy sending out course approval applications for the Summit and pre-conference courses.

We will kick off the NAA George R. Harrison Scholarship Fund, see page 3, at the Opening Reception on Sept. 17 from 5:30 to 7:30 p.m. We are planning a masquerade themed gala. We are still organizing this event, so if you have any ideas, please reach out to us at info@appraisalsummit.net.

For more information on the Summit, go to www.appraisalsummit.net. You can also click on the picture to the right to view the schedule of activities.

We hope you can join us for this fun-filled event.

Conference Activities

by JoAnn Apostol, MNAA

Appraiser eLearning is co-hosting the conference and offering several CE courses Sept. 16-17, 2023 and up to 14-hours of CE for full conference attendance. The Summit and other conferences would not be possible without the sponsors and exhibitors.

Special Trainee and Supervisor Events are planned on Sept. 17th that are full of great information and practical guidance.

Fannie Mae and Class Valuation are the Platinum Sponsors and Exhibitors for the event. Silver Sponsors are Aloft and Synapse by Spark. Visit their booths in the exhibit hall along with all the other exhibitors and bronze partners.



Click the image above for more info on the schedule and speakers.

Click the image below to hear how the ARF has helped fellow appraiser Ryan Campbell!



NAA Provides Feedback to FHA on ADU Income

by JoAnn Apostol, MNAA

The Federal Housing Authority requested feedback on the Single-Family Housing Policy on accessory dwelling units (ADU). This feedback is important to represent the "boots-on-the-ground" perspective from the membership of NAA. NAA's remarks are related to the draft Mortgagee Letter (ML) and utilizing short-term rental income.

"The NAA recognizes the continued demand for more affordable housing and the lift that creating and utilizing an ADU has in the market. The NAA is concerned that the income generated from an ADU could be related to either a long-term lease or a short-term rental (STR) and the two values would be conflated.

The Mortgagee Letter recommends the use of the 1007-Single-Family Comparable Rent Schedule to show the fair market rent. Additionally, it is stated the the appraiser may provide the ADU's market rent, "if the Appraiser determines that a non-transient monthly market rent can be credibly developed." Finally, it concluded with "No income from commercial space may be included in the rental income calculations."

We believe additional language should be included to inform both the Mortgagee and the Appraiser that:

- a. If the ADU is being used as a short-term rental then that represents transient activity.
- b. The IRS defines the income from a lease as passive income and the income from an STR as business income.

The 1007 was designed nearly two decades ago, long before the advent of STRs. The form is currently being misused in the market and an appraiser reporting the STR income as Fair Market Rent is misleading as a result, a potential USPAP violation.

The ML goes on to define "boarder" and states "a tenant" of an ADU is not a boarder. It may be helpful to define a "tenant" as a person who occupied land or property rented from a landlord. A person who occupies an STR is not a "tenant" but a "guest."

Volunteer Opportunities

Many committees are looking for new members. Committees meet 4 - 12 times a year for about one-hour meetings and provide the Board with assistance and proposals based on the duties assigned. Email info@naappraisers.org for more information or to apply.

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Welcome to New Members

NAA has both state appraisal organizations and individual memberships for appraisers and others.

We have 96 new members since Mar 1st of 2023 which includes one new state organization - Real Estate Appraisers of Southern Arizona(REASA). Welcome!

Fundraising Committee

Be the change you want to see!

by Blair Dingemann, MNAA

I got involved in fundraising in the early 2000's while participating in a local horse association in Arizona. I enjoyed being able to give back to a cause that was and still is, near and dear to my heart! I have been involved in the appraisal industry since 1992 and this profession has allowed me to be able to provide for my family for many, many years. I wanted to give back to a profession that has given me so much. With the creation of the Appraiser Relief Fund (ARF) in 2021, this was the perfect opportunity for me to step up and get involved. To date, this fund has helped 18 people in their time of need.

One of those recipients had the following to say about the AFR:

"I have loved being an appraiser in my SW Florida home for the last 17 yrs. Hurricane Ian's devastation in September of 2022 caused thousands of my neighbors to lose their homes, possessions, and jobs. Even worse, we lost lives. The NAA Appraiser Relief Fund gave me a helping hand when I needed it most. I would like to thank them and of course thank the many donors that made it possible."

I think we all can agree that stories like this keep us motivated to keep raising money for our peers in need.

In addition to the AFR, we are so excited to share the creation of the [NAA George R. Harrison Scholarship Fund](#) in honor of the late George R. Harrison, the first president of the NAA and one of the founding members. The mission of this fund is to offer opportunities to those who may not otherwise have the means to start a new career in the real estate appraisal field.

Appraiser Relief Fund

The Appraiser Relief Fund was established just over two years ago to assist appraisers with day-to-day life after unexpected events like fires, flooding, earthquakes and hurricanes. The fund can assist with education, licensing fees and other items that can help these appraisers get their businesses up and running again. This is a 501-c3 non-profit organization. A silent auction, 50/50 raffle and cash donations at ACTS 2023 raised over \$8,000 for the fund.

If you know a fellow appraiser in need of assistance or want to donate to the fund, click here:

<https://naappraisers.org/arf>

We are looking to bring in a diverse group of individuals to better serve our communities and enhance the profession.

The way we raise money for these amazing funds is through our silent and live auctions, the 50/50 raffle, and regular donations throughout the year. We are quickly approaching our next conference, the Appraisal Summit which will be held in Las Vegas on Sept. 16-19, 2023, at Planet Hollywood. We are currently accepting donations for the silent and live auctions. No item is too small or large! One way to donate an item (s) is to scan the QR code below, or you can reach out to me directly.

The bidding will go live on Sept. 11, 2023. Please share this information with your peers, family, and friends! The items do not have to be industry related. Don't hesitate to reach out me via email (blair@dingeman.com) or by phone at (480) 209-9632. All donations are tax deductible. If you are interested in stepping up to help and would like to be on the Fundraising Committee, please reach out to me. We are looking forward to a great conference and to be able to increase our ability to help more people!

Donate NOW!

To the silent auctions to benefit the ARF and NAA George R. Harrison Scholarship Fund



Catch us on Social Media

Follow us on Facebook at: <https://www.facebook.com/NAAppraisers>

Find us on Linked in at: <https://www.linkedin.com/company/national-association-of-appraisers/>

Discuss current appraisal topics on the Clubhouse App or website: <https://www.clubhouse.com/>

ANSI and FHA

Look for this article and more in the upcoming **Appraiser Focus Magazine!**

by **Bryan Merideth, MNAA**

Since 1989, (USPAP) Uniform Standards of Professional Appraisal Practice has guided appraisers with uniform standards that have evolved as part of The Appraisal Foundation's mission to promote and protect public trust in our profession. USPAP provides the minimum standards of conduct for professional appraisers but does not prescribe the specific methodology to be employed in individual assignments. Rather, USPAP requires appraisers to be familiar with and employ the appropriate methods and techniques to produce credible results in meeting the needs of their clients and intended users of appraisal services.

USPAP recognizes that perfection is impossible to attain but cautions appraisers to avoid rendering appraisals in a careless, negligent or misleading manner and requires appraisers to use due diligence and care in researching and preparing appraisal reports.

How does FHA differ from Fannie Mae?

Are the guidelines compliant with USPAP?

What about ANSI Z765-2021 measuring standard and does it measure up to FHA guidelines. FAQs from Fannie Mae give three reasons for requiring ANSI Z765-2012 that warrant a closer look.

Does the guidance from Fannie Mae and ANSI make an appraisal report USPAP compliant?

For a deeper look at FHA and Fannie Mae measuring guidelines be sure to read the next Appraiser Focus Magazine.

ACTS 2024 - April 20-23, 2024

ACTS 2024 will be held in Colorado Springs, Colorado and is hosted by the Colorado Association of Real Estate Appraisers.

There's a full guide to activities on the next few pages of the newsletter.

Be sure to plan your trip to this beautiful area of the county for the conference April 20-23, 2024.

<https://www.appraisersconference.net/>

TAF Highlights

by **Malinda Griffin, MNAA**

The Appraisal Foundation (TAF) is an organization that focuses on finding ways to improve the appraisal profession. The TAF Board of Trustees held their semi-annual meeting in Cape Coral, FL. May 17-19, 2023.

During the event, the TAF Women's Forum & Roundtable addressed the need for women's involvement and advancement in the profession. Having a strong female presence in the profession today is paramount to the continued success and growth of the industry. Tracy Johnston, MAI, CAE, AAS and Vice Chair of the BOT presented a discussion designed to offer connection and mentorship opportunities specifically for women in the profession. An initiative called Raise the Ranks encourages women to advance and elevate within the profession. By highlighting the many successful and influential women already in the profession, as well as why it is a good fit for women, it is hoped that more women will be encouraged to become an appraiser.

Two of the initiatives proposed by Johnston at the meeting were to target veteran appraisers and veteran's spouses to join the profession, as well as creating a welcoming and encouraging environment for women. To further the success of women in the profession, Johnston also proposed the Edie Yeomans Scholarship, an annual scholarship to support and advance women in the field of professional appraisal. It is clear that encouraging and celebrating the strengths of women in the appraisal profession today.

TAF Consumer Affairs and Stakeholder Outreach Committee announced goals for the upcoming year. Recognizing the importance of engaging with sponsors and stakeholders to promote and foster a productive relationship with the Foundation. To this end, they will be creating quarterly sponsor meetings and a "road show" spearheaded by Dave Bunton, TAF, President to help expand and publicize the mission and message of the Appraisal Foundation.

In addition to external engagement, they plan to strengthen their consumer and policymaker outreach efforts. The committee will update the consumer fact sheet on valuation products and use social media to promote public trust in the appraisal process and to highlight the safeguards TAF has put in place to prevent bias.

The committee also aims to incorporate the underutilized specialties of business valuation and personal property appraisal into the Foundation's outreach objectives. Finally, the committee wants to create an outreach program to veteran appraisers and help raise awareness of appraisal profession specialties. The program will consist of veteran initiatives, an Appraisal Foundation video series, and BIPOS (Blacks, Indigenous, and People of Color) inclusion and involvement through this program.

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Fun Things to do in Colorado Springs for ACTS 2024

by JoAnn Apostol, MNAA

Deciding if you want to go to ACTS 2024 in Colorado? Why not make a trip of it and head out to the sunshine state early or stay a few days after to see some sights or do some fun things? Colorado Springs is one of the top ten destinations in Colorado featuring Pikes Peak rising from the plains where it snows most months of the year due to the 14,115 feet above elevation. This was the symbol among pioneers and explorers during the 1859 Colorado gold rush who used the slogan "Pikes Peak or Bust." The area is home to many unique outdoor features, arts, culture and recreational activities.

I remember being young growing up on the north side of Denver. Every time family members came to visit from the Midwest, my parents would plan a trip somewhere close that was a marvel of this beautiful state. The state averages 300 days of sunshine, but April and March are the snowiest months of the year. I've sat at opening day baseball in Coors Field, home of the Colorado Rockies, in 26-degree and 80-degree weather. Bring good sunscreen if you plan for outdoor activities because you are closer to the sun and can burn more quickly at altitude.

"Altitude Sickness" is common for people who live at or close to sea level. The air is "thin" which means the oxygen pressure is lower with less available oxygen and less humidity. Drink plenty of water, 3-4 quarts a day, as this restores the oxygen levels and watch for dizziness, headaches and muscle weakness.

No matter the weather around the conference in April of 2024, you can find something that is interesting and fun to do in town or the Pike National Forest areas to the west.

I asked the members of the Colorado Association of Real Estate Appraisers (CAREA) what their favorite fun things were to do in and around Colorado Springs.

Outdoor sights and activities:

Garden of the Gods: A popular hiking destination for its beautiful red landscape and rocks rising from the green grass, this destination is a must see for any visit to the city. There is a loop that can also be driven for those just wanting to take in the beauty, sweat free. The visitor center is worth stopping at to understand how these amazing rock formations came to be. <https://gardenofgods.com/>

Pikes Peak: Colorado Springs sits at the base of this mountain with the Cog Railway taking visitors to the summit and visitor center. The heartier souls can drive the highway that hosts a race to the top but descend slowly because the steep winding road can burn up brakes in a hurry! <https://www.pikes-peak.com/>

("TAF Highlights" continued from page 4)

TAF Diversity, Equity, and Inclusion (DEI) Committee addressed the need for inclusive appraisal practices and a more diverse workforce. Chaired by Jillian White, SRA, member of the Board of Trustees for TAF, reported the committee is attempting to develop creative solutions for increasing representation of minorities and women within the profession through initiatives such as requesting that the Appraisal Qualifications Board (AQB) study existing college degree programs for their qualification as a real estate appraiser (QE).

TAF and the DEI Committee are also working in coordination with the Office of the Comptroller of the Currency (OCC) on a project known as Project Reach to create language and establish policy for Regulatory of Valuation (ROV) compliance. Part of this initiative is to adequately remove barriers to entrance into the field, while providing prospective new appraisers with the support and guidance they need to thrive. To that end, the DEI Committee is looking into the feasibility of welcoming retired and semi-retired professionals to a mentorship role. This would include assistance and support in filing the necessary paperwork, understanding how to interpret and comply with regulation.

Lastly, the North American Conference of Appraisal Organizations (NACAO) group, which was first established in the 1960's, was determined to have served its mission; and therefore, it was best to "sunset" this organization. However, state organizations can join NAA to connect with their colleagues on the Board of Governors Committee.

North Cheyenne Cañon Park: This canyon west of town includes hiking, Helen Hunt Falls, Starsmore Visitors Center and the Seven Bridges Hiking Trail. Seven Bridges is a moderate to difficult hike for those more experienced. Gold Camp Road or Cheyenne Canyon Road can take you into the area with winding mountain roads and tunnels to travel through. <https://coloradosprings.gov/NCC>
<https://coloradosprings.gov/document/hhfbrochure.pdf>

Cheyenne Mountain State Park: This state park is a newer area that has many awesome hiking trails for all levels, a bow and arrow shooting range, and campground. <https://cpw.state.co.us/placetogo/parks/CheyenneMountain>

Cheyenne Mountain Zoo: Bring your walking shoes to one of the best things to see and do close to Colorado Springs. The zoo has daily events, new exhibits and programs as well as group tours and custom animal experiences. Just on the west side of town close to the hotel and only takes an hour or two. <https://www.cmzoo.org/>

Seven Falls: The Broadmoor Seven Falls is in Cheyenne Cañon with a 0.8-mile walk to reach the base of the falls and Restaurant 1858. From there, you will ascend 224 steps to the top of the falls with trails, leading to other waterfalls. The views of the city from here are astounding. <https://www.sevenfalls.com/>

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(Fun things to do in Colorado Springs for ACTS 2024 continued from page 5)

Cave of The Winds: Between Colorado Springs and Manitou Springs are two unique features of Colorado Mountains. Cave of the Winds takes visitors on a 45-60-minute adventure of natural caves and rock formations lit up with educational tours. There is a TERRORdactyl ride and wind walker challenge for the daring visitors. Check the spot where visitors touch the cave walls to see what body oil does to the natural rock formations. <https://caveofthewinds.com/>

Manitou Cliff Dwellings: A small example of the many cliff dwellings found in the western United States, you can explore the past inside the cliff dwellings and learn how the native people accessed their homes from above the creek below. This is another shorter tour just outside of town. <https://www.cliffdwellingsmuseum.com/>

Manitou Incline: Is not for the lighthearted but for the avid sportsman. Reservations are required for the trail and steps that rise 2,000 feet in elevation in less than one mile. Located near the cog railway, reservations are free, but research parking options and head out before the afternoon storms roll into the area. <https://coloradosprings.gov/parks/page/manitou-incline>

Royal Gorge: Located west of Canon City, a day trip to the area is well worth the highest suspension bridge in America. Spanning the Arkansas River as it heads east, you can stand atop the bridge 956 feet above the river, swing over the edge at 50 mph on the Skycoaster or take a leisurely ride across in the gondolas. You can also take a train ride on the narrow-gauge tracks and travel through the gorge from the river level. <https://royalgorgebridge.com/>
<https://www.royalgorgeroute.com/>

Fly Fishing along the South Platte River – northwest of Colorado Springs is a small hamlet with some of the best gold-medal fly fishing waters where a quiet day can get you Rainbow Trout that exceed 20-inches in length. <https://troutsflyfishing.com/a/info/rivers/south-platte-river-deckers>

Spinney Mountain, Eleven Mile and Antero Reservoirs: These three large reservoirs and two forks of the South Platte River are west of Colorado Springs along US Highway 24 in Park County. There are gold-medal waters for rainbow trout, ice fishing, fly fishing and camping. https://cpw.state.co.us/learn/Maps/SouthPlatteInSouthPark_FishingRegulations_GeoPDF.pdf

Paint Mines Interpretive Park: One of the most unique open spaces, about one hour northeast of Colorado Springs, are the natural colorful clays that were collected by American Indians. Open from dawn to dusk, this free open space has many trails to explore. <https://communityservices.elpasoco.com/parks-and-recreation/paint-mines-interpretive-park/>

Zip lining and aerial parks: Manitou Zip Lines straddle the canyons back and forth just outside of town. There is also a Pikes Peak Zipline location. This company offers jeep tours, balloon rides and many more including biking DOWN Pikes Peak. <https://advoutwest.com/>
<https://www.broadmoor.com/adventures/soaring-adventure>

If these don't suit your style, just west of town, you will find camping, off-roading on ATVs or Razors and hiking trails to please any outdoor enthusiast. Colorado Parks and Wildlife has information about camping, reservoirs, fishing, hiking and much more. <https://cpw.state.co.us/> For information on the Pike-San Isabel National Forest, visit the US Forest Service website. <https://www.fs.usda.gov/psicc>

Restaurants, Museums and Quaint things to do:

Historic Old Colorado City: Established in 1859, you can explore architecture from the Gold Rush Days of Colorado from outdoor cafes or gourmet restaurants. Old Colorado City is also home to many local artisans who display their goods on the first Friday from 5-8 pm where you can browse and watch live demonstrations and meet local artists. <https://www.shopoldcoloradocity.com/>

<https://naappraisers.org/>

Newsworthy?

Do you have something newsworthy for NAA members, state coalitions or sponsors of NAA? We want to share your news, events and happenings.

Submit your news, upcoming state events, or pictures to the communications committee by emailing info@naappraisers.org with "Newsletter" in the subject line.

(Fun things to do in Colorado Springs for ACTS 2024 continued)

Manitou Springs: From fine dining to pubs and brews, the downtown area of Manitou Springs will delight visitors. Turn-of-the-century architecture and quaint shops mixed between local restaurants are ready to be explored. From the Cliff House at Pike Peak to Pub Dog, the only dog-friendly restaurant with an indoor dog park, you will find plenty of local specials to feed your appetite. <https://manitousprings.org/>

Downtown Colorado Springs: The area offers some great restaurants where you can find steak at The Famous Steak House, seafood at Jax Fish House & Oyster Bar, and International Cuisine at CO.A.T.I., La'au's Taco Shop or the Odyssey Gastropub. Fine dining includes the Warehouse Restaurant and Gallery, Springs Orleans or Antlers Grille at the Antlers Hotel. <https://www.visitcos.com/blog/your-guide-to-restaurants-in-downtown-colorado-springs/>

Many outfits offer different tours, so research these online or visit the best food tour on Trip Advisor. <https://www.rockymountainfoodtours.com/>

History buffs will enjoy the 30+ museums in the area that offer a wide variety of historical looks at different topics from trains and motorcycles to cowboys and mining.

Miramont Castle Museum in Manitou Springs, Penrose Heritage Museum, Rocky Mountain Motorcycle Museum, Ghost Town Museum, ProRodeo Hall of Fame, Colorado Springs Pioneers Museum, Dr. Lester L. Williams fire Museum, Pikes Peak Trolley Museum, and Western Mining Museum. Find out more at <https://www.visitcos.com/things-to-do/arts-culture/museums/>

Historic Castle Tour: Glen Eyrie Castle offers 90-minute tours where you will hear stories of the Palmer Family and Colorado Springs History. You can also book one of the 17 guest rooms in the castle for your extended stay before or after the conference. https://gleneyrie.org/tour_types/castle-tour/

Walking Architecture Tour: Tour the Old North End of the city that played a prominent role in the city's history. <https://oldnorthend.org/a-tour-of-the-old-north-end/>

Historic Preservation: The alliance in Colorado Springs offers a variety of tours of local historic homes during the summer and free preservation presentations and lectures. See what is coming up in 2023. <https://hpasprings.org/>

Olympic City:

The training facilities relocated from New York to Colorado Springs in 1978. Twenty-five national governing bodies of sports are headquartered in Colorado Springs where 15,000 athletes train every year. The high altitude of Colorado Springs, about 6000 feet above sea level, gives the American athletes an advantage on the competition.

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State Organizations

Board of Governors Committee

by Pam Teel, MNAA & JoAnn Apostol, MNAA

The Board of Governors Committee met in May with ten state organizations in attendance. The newest chapter to be added to the BOG Committee is the Real Estate Appraisers of South Arizona (REASA). Several states have been successful in getting a statute of repose or statute of limitations law passed in their states recently that restricts the length of time for appraiser liability. This is great news for appraisers in those states. Arizona is celebrating their limitations law being signed in May and Colorado is beginning the work in their state.

Each state organization, and individual appraisers, can attend the Association of Appraiser Regulatory Officials meetings to stay informed about state regulators' concerns, meet state policy makers, and have a say in real time about appraisal issues and current topics. The next AARO meeting is Oct. 6-9, 2023, in Salt Lake City. <https://aaro.net/Events>

Many state representatives raised concerns about Property Data Collectors with the group working on a letter to the Federal Housing and Finance Authority (FHFA) about the concerns. The letter will be presented to the NAA Board of Directors for approval prior to delivery. The intent of the letter is to address the use, vetting, training and qualifications of the data collectors being engaged and the associated risks of using unlicensed and/or unqualified individuals for data collection in the appraisal process. Several states are looking at legislation that would prohibit the use of an unlicensed data collector.

The anonymous or unsigned emails from FNMA going to state boards (termed tip letters) are handled differently in each state. The state organizations had concerns that these are automatically opened as investigations, while some states have laws that require all complaints to be signed.

Membership in the BOG Committee of NAA is open to any organization that is properly formed and recognized as active by their state's Secretary of State or the US Internal Revenue Service. Qualifications for membership can be found at this link: The National Association of Appraisers - State Organizations page here: <https://naappraisers.org/stateorganizations>

If your state organization missed the meeting, information will be sent out for an August meeting via zoom and the next live BOG Committee meeting will be held along with the State Appraisal Organizations Leadership meeting at the Appraisal Summit in Las Vegas on Sept. 17, 2023.

NAA Member Organizations

Appraisers Coalition of Washington (ACOW)
<https://acow-wa.org/> - info@acow-wa.org

Association of Texas Appraisers (ATA)
<https://www.txappraisers.org/> - info@TXappraisers.org

Coalition of Arizona Appraisers (CoAA)
<https://www.azcoaa.us/> - info@AZCOAA.us

Coalition of Oregon Real Estate Appraisers (COREA)

Colorado Association of Real Estate Appraisers (CAREA)
<https://carea.wildapricot.org/> - CAREA.appraising@gmail.com

Mississippi Coalition of Appraisers (MSCAPP)
<https://mscapp.org/>

New York Coalition of Appraiser Professionals (NY-CAP)
<https://www.facebook.com/groups/202436526832014/>

North Carolina Profession Appraisers Coalition (NCPAC)
www.ncpac.us - ncpac@live.com

Northern Colorado Association of Real Estate Appraisers (NCAREA) <https://ncarea.org/>

Ohio Coalition of Appraisal Professionals (OCAP)
<https://www.ocapweb.org/> - info@ocapweb.org

Real Estate Appraisers Association (REAA) <https://reaa.org/> - info@reaa.org

Real Estate Appraisers of Southern Arizona (REASA)
<https://www.reasa.org/> - admin@REASA.org

South Carolina Professional Appraisers Coalition (SCPAC)
<https://www.scpac.net/> - info@scpac.net

Tennessee Appraiser Coalition (TAC)
<https://tappc.clubexpress.com/> - president@tnappraisercoalition.com

Utah Coalition of Appraisal Professionals (UTCAP)
<https://uautah.wildapricot.org/>

Other State Organizations

State organizations can join forces with NAA to make a louder voice for individual appraisers. The Board of Governors welcomes Real Estate Appraisers of South Arizona (REASA) to our organization.

First year dues for states are waived as a member organization. Annual costs are \$500 per year after. However, a state organization receives a \$100 per year discount for every 5 state members who are Designated Members of NAA. With 25 designated members, a state can have renewal fees eliminated.

If you have a state coalition that isn't associated with NAA, consider joining forces by contacting a membership committee person or emailing us at info@naappraisers.org.

If you want your organization listed below, email info@naappraisers.org with "Newsletter" in the subject line.

Colorado Coalition of Appraisers (COCAP) - www.cocapp.org - Michael Carroll - mj@mjvaluations.com

Delaware Association of Appraisers, Inc (DAA) - <https://www.deappraisers.net/>

Illinois Coalition of Appraisal Professionals (ICAP) - <https://www.deappraisers.net/>

Louisiana Real Estate Appraiser Coalition (LAREAC) - <https://www.lareac.org/>

Michigan Coalition of Appraisal Professionals (MCAP) - <https://www.facebook.com/groups/michcap/> - Eric Dean Morse - eric@realistappraisals.com

North Dakota Appraisers Association (NDAA) <https://ndappraisers.org/>

Virginia Coalition of Appraisers (VaCAP) <https://vacaponline.com/>

(Fun things to do in Colorado Springs for ACTS 2024 continued from page 6)

Olympic Museum: This iconic building design opened in 2020 and features stories of both Olympic and Paralympic athletes. You could meet an Olympic athlete, test your skills against former Olympians and view the Hall of Fame from 23 Olympic sports. <https://usopm.org/>

Olympic Park and Training Facilities: Open Monday through Saturday for one-hour guided tours, visitors see Olympian Way, the aquatics training facility and more sights. Training at 6,000 feet above sea level gives our athletes an endurance advantage for competition. <https://www.teamusa.org/About-the-USOPC/Olympic-Paralympic-Training-Centers/CSOPTC/About>

The Broadmoor World Arena and Ice Hall: One of the finest training facilities in the world, it is home to the Broadmoor Skating Club which has earned many awards and Olympic ice skaters. This venue is part of the arts culture in the area which hosts Cirque Du Soleil, Trans-Siberian Orchestra, Globetrotters, concerts, sporting events and more. <https://www.broadmoorworldarena.com/arena-info/arena-info-1>

World Figure Skating Museum & Hall of Fame: Located near the Broadmoor Hotel, the museum features how skating jumps are performed and have a collection of costumes.

Military Influences:

Not only is NORAD located west of The Springs, but there are also four other key military installations in the area.

Air Force Academy: One of the most iconic places to visit north of town includes many tours of available buildings including the Cadet Chapel. The Chapel is in the final stages of restoration and is estimated to be completed by 2027. This spired chapel is visible for many miles and not the only interesting site on the large campus. A self-guided tour is available where you can visit many of the planes on display, the planetarium and even watch the noon formation of the cadets. <https://www.usafa.edu/visitors/self-guided-tour/>

Peterson Air & Space Museum: Colorado's oldest aviation museum preserves the rich aviation and space history of the airbase and Colorado Springs. This base was renamed the Space Force Base in 2021 to reflect its new role in the new space service. <https://petemuseum.org/>

National Museum of WWII Aviation: This museum opened in 2012 takes visitors through the role aviation played in World War II and the technological advancements in aviation during that time. <https://www.worldwariaviation.org/>

The actual bases in the area are not all available to the public, and you must be a guest of base residents. NORAD no longer has tours, but they have offered the Official NORAD Santa Tracker for more than 60 years. <https://www.noradsanta.org/en/>

Golf Courses:

Patty Jewett Golf Course: This course is the third oldest course west of the Mississippi River and was built in 1919. It is a public course that offers tree-lined fairways along a time-tested track. <https://coloradosprings.gov/golf>

The Broadmoor Golf Course: Consistently ranked among the best in the world and host to many US Opens, the two courses play along the base of Cheyenne Mountain and the Historic Broadmoor Hotel. <https://www.broadmoor.com/activities/golf/courses>

Kissing Camels Golf Club: The 27-hole course plays east of Garden of the Gods with views that are amazing and astounding. This course is a private course, but guests of the Garden of the Gods Club and Resort can play the course. <https://www.gardenofthegodsresort.com/>

To find all the courses in the area visit: <https://www.visitcos.com/things-to-do/outdoors/golf/>

The Colorado Springs tourist website has a list of things and a trip planning tool to help you decide. <https://www.visitcos.com/things-to-do/>

The Pikes Peak Region Attractions also has coupons and deals, available tours and itineraries for different lengths of stays. Consider having a guided experience. <https://www.pikes-peak.com/>

Whatever your plans are for April 2024, we hope you come to the Appraiser Conference and Trade Show in April 2024 and enjoy our beautiful city and state!



For more information and links to other activities including a trip planning tool, visit the Visit Colorado Springs website at <https://www.visitcos.com/> or click on the picture.



Write No Evil!

by Rebecca Jones, MNAA

While in my office digging deep into my research for a review appraisal assignment, I found a recent sale in the multiple listing system (MLS). I had noticed a comment; I have learned to read from the bottom of the listing up as I find the true description. The private agent remarks had the words “stingy appraisal that is why the deal fell through.”

Wait, did I read that correctly? Stingy? What in the world does stingy mean? I grabbed my phone and googled STINGY. The browser revealed, “Unwilling to spend, ungenerous, tight willing not to share.” WHAT THE HECK!

“APPRAISER: one who is expected to perform valuation services competently and in a manner that is independent, impartial, and objective.”

How can a real estate professional, an appraiser be generous, when we are required by Congress or state laws to be independent, impartial, and objective? Having my impartial hat on is important to me when I am performing my valuation services I cannot be biased. Bias is a whole other story!

My emotions elevated to a high point as I noted who the listing agent was. This professional should have a better understanding of the appraisal process. YIKES, there goes my bias! My mission has been to create and deliver quality valuation educational material or nuggets of knowledge. This agent has been a student of mine in many continuing education classes through the last 25 yrs. He should have known better! Then through my anger and disbelief I realized these words “STINGY APPRAISAL” was intentional! It dawned on me, there has been a shift in the moral compass in the real estate profession. Not only with this one agent that was intentional with the words “STINGY APPRAISAL”, but across the broad realm of industry professionals. He was choosing to lash out, to spread negative energy and thoughts into my local REALTOR family against this appraiser and my profession. REALTOR members also agree to a code of ethics.

Article 15 – National Association of Realtors Code of Ethics

“REALTORS® shall not knowingly or recklessly make false or misleading statements about other real estate professionals, their businesses, or their business practices.”

Understand this is in the private section of the MLS; however, there are a lot of newer agents that do not need to have this negative influence. There is a lack of understanding of what the appraisal process is and means.

I gathered my laser and tape measure, clip board, file folder and camera and headed for the car. Yes! I am a baby boomer and I love my clip board! Sitting in my car I checked my emails and social media. This is how I stay connected with my students, appraisers, and agents. Social is where they can find me to ask a quick question, and I can expand on the nuggets of knowledge that I try to promote to real estate professionals.

It was like scales falling from my eyes, what I am seeing of those international yucky, dark words from the local and national appraiser groups. I sat in the driveway of my office for 20 minutes, my jaw dropped and mouth wide open as this is exactly what I was reading:

“Why did this agent bother with leaving information on the counter that was not useful? The are full of non-comps!”

“Local agents don’t let Paul the appraiser into your listings he will KILL the deal!”

“I don’t have time for the agent to point out the toilet sets and upgraded doorknobs. I don’t want the agent there when I complete my appraisal inspection.”

This has been a watershed moment for me. We as a profession need to go back to the basics of humanity. Those that know me best, and I am talking about all the way to the Old Testament grounding.

Psalms 34:13-14 (NLT) “Then keep your tongue from speaking evil and your lips from telling lies, turn away from evil and do good, seek peace and pursue it.”

Understanding I cannot bring all my real estate professionals into my home and start studying the bible. Let’s start at a less aggressive level in other words, “DON’T shove the DOVE!”

Where do we start?

Most real estate professionals are members of professional organizations and there are codes of ethics or professional codes of conduct. I am a member of the National Association of Appraisers (NAA) I affectionately call my national appraiser family. There is a standing committee called “Professional Conduct Committee” our Chair Martin Wager, MNAA whom I have known for many years at the national level of my volunteer world. This could be your start if you are feeling the same emotion.

Get involved and join the committee or another professional organization as the first step.

NAA’s Professional Conduct Committee

The mission of the committee: Serves to create forums where members can examine the ethics of their actions; stimulate the expression of appropriate behaviors for appraisers, and reviews NAA’s Standards of Conduct to identify and recommend appropriate revisions.

There is the NAA Code of Professional Conduct.

An excerpt within the code that fits my evil tongue concern.

“Conduct himself/herself in a responsible and professional manner and utilize fair and equitable business practices when dealing with his/her employer, colleagues, clients and associates; and when performing appraisals or rendering other appraisal services.”

Other professional organizations that have similar codes of ethics, pathways to professionalism and codes of professional ethics; please whatever they are titled.

Yes! Please let’s get back to the basics of our own behavior.

I am probably teaching to the choir if you have continued to read my story.

There are three more steps.

Step #1 We need to be aware of the rules and professional conduct. Keep our own mouths and fingers away from negative words.

Step #2 Stand against the evil as appraisers have a lot of experience in this. We live under pressure to look the other way. What would I do when a client or real estate agent pressures me to “make the numbers work” or ignore the repairs that are required by that intended user? I would educate my client or real estate agent who is pressuring me. Why not do the same thing, educate your fellow professionals on the conduct rules. Kindness is always a good way.

To the agent that made the “Stingy Appraisal” comment in the private remarks of the MLS, my action will be a direct phone call to the agent. Have an educational conversation with the agent. If the remark is not removed my MLS system has a “police button” within the system for any type of violations.

Step # 3 If kindness does not work and the rules are broken then “report them in” to the organization that the rules are enforced by, I know this is a harsh step, or is it?

I do practice what I preach. I have on numerous occasions, after speaking with the offender, reported them. The offender knew it was coming, I did not surprise them. Some might call me a snitch or a tattletale; however, I am more concerned about the moral compass on society.

I want to do my small part!

This has given me the reputation within my local profession of someone that is an expert. This has increased my non lender business such as attorneys. This has opened up opportunities for the New York State Appraisal boards and groups working on subcommittees and task groups.

My guidance always falls back on to my faith and the scriptures for those that know me. I look to Matthew 18: 15-17, the parable of when your brother sins against you with four detailed steps of what to do. That might be upsetting to some; however, the moral compass must be moved back in place in our society today and that starts with one person at a time.

That person can be you!