

Appraisal Institute™

Professionals Providing
Real Estate Solutions

Great Lakes Chapter Newsletter

September 2016

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CHAPTER MEETING & SEMINARS

Our September Chapter Meeting is at noon on September 15th, at the Crowne Plaza Lansing West. We will be having 2 hours of continuing education “Legislative Update”. These 2 hours have been approved for continuing education for the Appraisal Institute and State of MI Appraisers. You can find the registration form on **page 2**.

On September 20th we will be having a 7 Hour Seminar “Valuation by Comparison: Residential Analysis and Logic”. This seminar will be held at the Greater Lansing Association of Realtors. You can find the registration form on **page 3**.

September 27th we will be having the 4 Hour Seminar “Supervisory Appraiser/Trainee Appraiser Course”. This will be held at Stout, Risius, Ross Inc. You can find the registration form on **page 4**.

Officers and Directors 2016

President

Michael T. Williams, MAI

Vice President

Paul R. Arnold MAI

Treasurer

Alan L. Johns MAI

Secretary

Ryan T. Lake MAI

Directors

Peter F. Arbour, MAI

Brent R. Davis, SRA

Robert R. Davis, SRA

Curt S. Hanson

Sharon B. Harbin, MAI, SRA

AI-GRS

Semone M. James

Valerie Lafferty

Patricia A. Mohritz, SRA,

AI-RRS

Marc G. Nassif, MAI

William G. Steinke, SRA

Shaun B. Toupin

Past President

Patrice M. Uhnavy, SRA

NEW DESIGNATIONS

John J. Bouhan, MAI — Zeeland
William P. Fowler, MAI — Terzo and Bologna, Inc.— Livonia
Zachary J. Glaspie, MAI — CBRE, Inc.— Southfield
Rebecca E. Hawker, SRA — Flagstar Bank — Troy
David J. Van Stensel, MAI — A. Van Stensel and Son — Grand Rapids

Congratulations! Great Job!!

WELCOME NEW MEMBERS

Max Katsarelas— Bloomfield Hills
Jordan Supowit — Southfield

GLCAI SOUTHEAST MICHIGAN ECONOMIC SUMMIT

Friday, October 14, 2016
Crowne Plaza Auburn Hills

The Great Lakes Chapter Appraisal Institute is pleased to present its fourth annual Southeast Michigan Economic Summit. This program will include expert insights into the Southeast Michigan economy. Leaders in their respective industries will share invaluable first-hand perspectives including the economy, commercial and industrial real estate, investing in real estate, housing development, business development and complex project structuring and lending.

This program was developed and is administered by the Great Lakes Chapter. Attendees are eligible to receive 7.0 hours of continuing education credit for the Appraisal Institute, State of MI Appraisal License.

**GREAT LAKES
CHAPTER MEETING**

THURSDAY NOON, SEPTEMBER 15, 2016

Crowne Plaza Lansing West
925 S. Crepts Road
Lansing, MI 48917

Cost: \$40 for Appraisal Institute Members; \$45 for Non-Members

9:30 AM **Board of Directors**

11:30 AM **Networking**

12:00 PM **Lunch & Chapter Meeting**

“Legislative Update”

Special Speaker: Bradley J. Ward, J.D.

Vice President of Public Policy and Legal Affairs

(2 Hours CEC have been approved for MI Appraisers and A.I.)

NAME _____

NICKNAME (FOR BADGE) _____

FIRM _____

STREET ADDRESS _____

CITY/STATE/ZIP _____

PHONE: (____) _____

EMAIL: _____

AI MEMBER TYPE: ___ DESIGNATED ___ ASSOCIATE ___ AFFILIATE ___ NON-MEMBER

FORM OF PAYMENT: _____ CHECK ENCLOSED PAYABLE TO GLCAI

_____ VISA _____ MASTERCARD _____ AM/EX _____ DISCOVER

CARD # _____

EXPIRES: ____/____ CCV_____

SIGNATURE: _____

Please fill out the above and fax it to 888-587-5381 OR Call 810-364-5640.

VALUATION BY COMPARISON: RESIDENTIAL ANALYSIS AND LOGIC

Instructor: Rachel Massey, SRA, AI-RRS
Tuesday, September 20, 2016
Greater Lansing Association of Realtors
4039 Legacy Parkway
Lansing, MI 48911
8:30 a.m.—4:30 p.m.

Valuation by Comparison: Residential Analysis and Logic informs appraisers about the issues and procedures used in developing a sales comparison analysis for residential properties. Discussion focuses on the rationale and logic of the residential sales comparison approach through thoughtful debate on topics such as market value of actual sales, pending sales, new construction sales, expired listings, and rejected offers. In addition, the seminar explores the techniques used by appraisers to interpret and then anticipate the actions of buyers and sellers in today’s market. Participants will learn about a variety of approaches and resources available for gleaned indications of market value as well as how to consider the logic and appropriate support of adjustments. At the conclusion, participants will better understand which items require adjustment and which items can be ignored.

Attendees are eligible to receive 7 hours continuing education credit for the Appraisal Institute and State of MI Appraisal License. It has also been approved for 6 hours Assessor continuing education.

You may fax ahead to (888) 587-5381 to start the registration process.

SEMINAR TUITION: \$175 member/\$200 non-member. Tuition fees include all instruction, material, coffee, tea and lunch.

If you are paying with credit card please fill in the information below:

Visa, MasterCard, Am/Ex and Discover _____ Card number _____
Expiration _____ CCV# _____

Billing Address of Card _____

REGISTRATION INFORMATION (please print)

Full Name _____

Nickname for Badge----- _____

Appraisal Institute Member: MAI SRPA SREA SRA RM
 Associate Member Affiliate Member Nonmember

Company Name _____

Company Address _____

City/ State/Zip Code _____

Office Phone () _____ Office Fax () _____

Home Phone () _____ E-Mail _____

◇ If you have a disability and may require some accommodation, please check here; please notify us in writing at least two weeks in advance to allow sufficient time to arrange for reasonable accommodations.

SIGNATURE _____ **DATE** _____

MICHIGAN APPRAISER LICENSE# _____

LICENSE TITLE _____
(L-Limited, SL-State Licensed, CR-Certified Residential, CG-Certified General)

SUPERVISOR APPRAISER/TRAINEE APPRAISER COURSE

Instructor: Robert Davis, SRA
Tuesday, September 27, 2016
Stout, Risius, Ross, Inc.
4000 Town Center
20th Floor
Southfield, MI 48075
1:00 p.m.—5:00 p.m.

If you entered into a new supervisor/trainee relationship after January 1, 2015, you must take a Supervisory/ Trainee Course per the 2015 Real property Appraiser Qualifications Criteria. The Appraisal Institute’s four-hour course addresses the national minimum requirements, responsibilities, and expectations for Trainee Appraisers and Supervisory Appraisers that are included in the AQB’s required course outline.

Attendees are eligible to receive 4 hours continuing education credit for the Appraisal Institute and State of MI Appraisal License.

You may fax ahead to (888) 587-5381 to start the registration process.

SEMINAR TUITION: \$50 member/\$75 non-member.

If you are paying with credit card please fill in the information below:

Visa, MasterCard, Am/Ex and Discover _____ Card number _____

Expiration _____ CCV# _____

Billing Address of Card _____

REGISTRATION INFORMATION (please print)

Full Name _____

Nickname for Badge----- _____

Appraisal Institute Member: MAI SRPA SREA SRA RM
 Associate Member Affiliate Member Nonmember

Company Name _____

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City/ State/Zip Code _____

Office Phone () _____ Office Fax () _____

Home Phone () _____ E-Mail _____

◇ If you have a disability and may require some accommodation, please check here; please notify us in writing at least two weeks in advance to allow sufficient time to arrange for reasonable accommodations.

SIGNATURE _____ **DATE** _____

MICHIGAN APPRAISER LICENSE# _____

LICENSE TITLE _____
(L-Limited, SL-State Licensed, CR-Certified Residential, CG-Certified General)

MAY CHAPTER MEETING



Marshall Brulez, MAI presents Cassie Tithof, MAI, with her MAI Certificate.



Mark Faucher, MAI, stands by as Andy Sill, MAI receives his MAI certificate from Mike Tarnow, MAI, SRA, AI-GRS and Lauren Faucher, MAI also receives his MAI certificate.



Mark Faucher, MAI, Dianna Faucher, Lauren Faucher, MAI and Amy Willard



Dr. Paul Isely has everyone's attention.

LDAC and A.I. ANNUAL MEETING



2016 President, Michael Williams, MAI and Vice President, Paul Arnold, MAI attended the Appraisal Institute's annual Leadership Development and Advisory Council Conference, held May 25-27 in Washington, DC. During the conference, Michael and Paul met with congressional staff members for Michigan Senators, Debbie Stabenow (D) and Gary Peters (D) urging their support for the modernization of the appraisal regulatory process which places burdens on both residential and commercial appraisers.



Great Lakes Chapter Member, Douglas Hodge, MAI, speaking at the Appraisal Institute Annual Meeting in Charlotte, N.C.

2016 Great Lakes Chapter Golf Outing



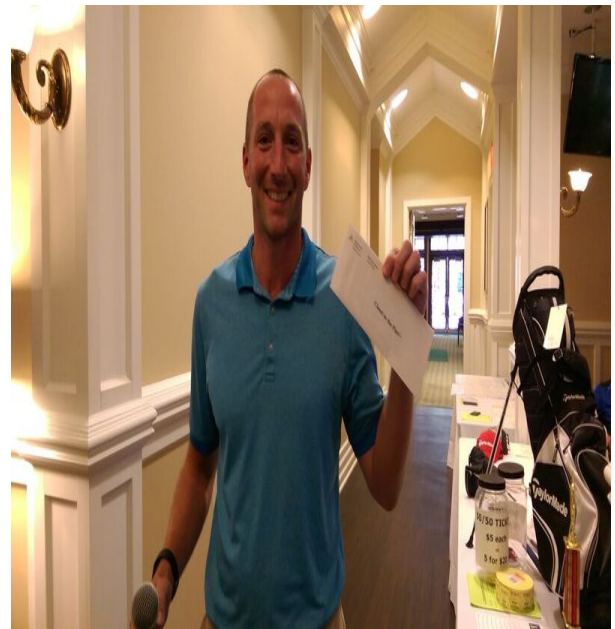
First Place winners: Dave Williams, Rob Elder, Tom Petz and Mike Williams, MAI



Al Beachum received the prize for Men's Longest Drive.



Dave Williams received the prize for Closest to the Pin #1.

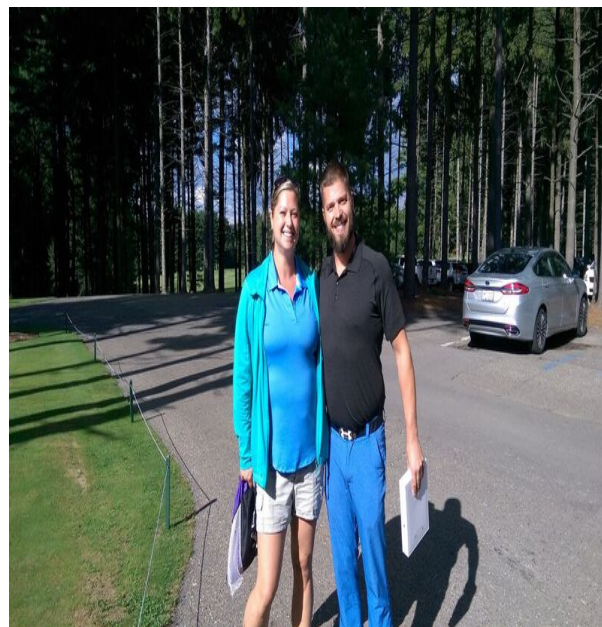


Jason Krentler, MAI received the prize for Closest to the Pin #2.

2016 GOLF OUTING CON'T



Tim Cronan, MAI wins the 50/50.



Kelli Clark and Brian Kirksey, MAI, SRA ready for a day of golf.



Everyone relaxing before dinner.



Andrew Fusco wins one of the raffle prizes.

2017 Great Lakes Chapter Officers

BOARD:

President	Paul R. Arnold, MAI
Vice President	Alan L. Johns, MAI
Treasurer	Ryan T. Lake, MAI
Secretary	Daniel J. Bittner, SRA

DIRECTORS:

Peter F. Arbour, MAI	Valerie Lafferty
Brent R. Davis, SRA	Robert J. Lentz, MAI
Robert R. Davis, SRA	Patricia A. Mohritz, SRA, AI-RRS
Curt S. Hanson	Andrew E. Sill, MAI
Sharon B. Harbin, MAI, SRA, AI-GRS	Shaun B. Toupin
Semone M. James	

REGION III REPRESENTATIVES:

Alan L. Johns, MAI (1 year term)
Daniel J. Bittner, SRA
Ryan T. Korth, MAI
Thomas Petz

Note: Chapter President is automatically a member of the Regional Representatives and is required to attend Regional Meetings.

REGION III ALTERNATE REPRESENTITIVES – (ALL ONE YEAR TERMS)

Randall R. Davis, SRPA, SRA
John A. Meyer, SRA
David C. Molenaar, SRA
Thomas D. Petz
Hans J. Schwab, SRA
Janeene C. Ziozios, MAI

2016 Nominating Committee:

Patrice M. Uhnavey, SRA
Immediate Past President, Chair
Jeffrey S. Grendysa, MAI, SRA
C. Edward Larson, MAI
Kenneth R. Sielge, MAI

Calendar of Events 2016– Great Lakes Chapter A.I.

CALL: (810) 364-5640

Or register on-line at: www.appraisalinstitute.org/education/GreatLakes

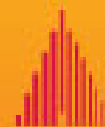
September 15, 2016	<p>CHAPTER MEETING (NOON) LEGISLATIVE UPDATE Special Speaker: Brad Ward 2 Hours CEC</p>	Crowne Plaza West Lansing
September 20, 2016	<p>VALUATION BY COMPARISON; RESIDENTIAL ANALYSIS AND LOGIC Instructor: Rachel Massey, SRA, AI-RRS 7 Hour s CEC</p>	Greater Lansing Association of Realtors Lansing
September 27, 2016	<p>SUPERVISORY APPRAISER/TRAINEE APPRAISER COURSE Instructor: Robert Davis, SRA 4 Hours CEC</p>	Stout, Risius, Ross Southfield
October 14, 2016	<p>GREAT LAKES CHAPTER ECONOMIC SUMMIT Special Speakers: Paul Traub, BBA, MBA Mark S. Rosentraub, Ph. D. Richard Murphy Matt Lester Paul Robertson COMMERCIAL PANEL: A.J. Beachum, J.D. Paul DeBono Peter Rogers Arthur Itkis</p> <p>7 Hours CEC</p>	Crowne Plaza Auburn Hills
December 1, 2016	<p>CAPITALIZATION RATES: REAL WORLD APPLICATIONS MICHIGAN Instructor: David Rice, MAI and David Lieberman, MAI 7 Hours CEC</p>	Crowne Plaza Detroit/Novi Novi
December 2, 2016	<p>CHAPTER MEETING (NOON) Installation of 2017 Officers</p>	Crowne Plaza Detroit/Novi Novi

**WATCH FOR ADDITIONAL CLASSES TO BE ADDED THROUGHOUT THE YEAR.
DATES AND TIMES ARE SUBJECT TO CHANGE!!!**



Online Education:
Learn at your own pace anytime, anywhere.

Visit appraisalinstitute.org/online for a list of classes!



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