

President's Letter



Moving into winter 2015, the Atlanta Area Chapter has been moving forward on several important items for our members. We also have several new education offerings and opportunities coming up in the next few months for both residential and commercial appraisers.

The first item of business is to acknowledge the Atlanta Area Chapter for winning two prestigious awards at the Appraisal Institute's Chapter Leadership Conference in Chicago. President Elect Joe Anderson, MAI accepted the Special Projects award on behalf of the Chapter. The award was given to the Chapter for its partnership with the Georgia State University Economic Forecasting Center. Dr. Rajeev Dhawan is one of our speakers at the Chapter's State of Atlanta program every year. Our Chapter also provides access to the GSU Economic Forecasting quarterly programs at a 50% discount. If you are interested in attending a conference, please contact our Executive Director, Suzanne Brockway for the details.

The Atlanta Area Chapter also was awarded for its Candidates Guidance program which has successfully designated more members in 2014 than any of the other large chapters of the Appraisal Institute. This award is due mainly to the hard work of Vice President Elect Andy Sheppard, MAI and our Executive Director Suzanne Brockway. I would also like to note that the Atlanta Area Chapter is the first appraisal organization in the county to partner with the Veterans Administration to offer courses for State Registration under the GI bill. If you

know of one of our veterans that are looking to start a new career in appraisal, please have them contact Joe Anderson or Suzanne Brockway for details.

Another point item of upcoming business is the November 12, 2015, chapter meeting and related education seminar at the Cobb Galleria Centre. The seminar is on Appraisal Standards, Investigations and Regulations and is being held between 1:30 P.M. and 5:30 P.M. on November 12. The seminar will include information on changes in the new 2016/2017 USPAP and how appraisers can implement the changes by January 1, 2016; understanding the investigation and disciplinary process of the Georgia Real Estate Appraisal Board; understanding when an appraisal is subject to regulatory compliance issues and help appraisers make sure that they are preparing compliant reports. The seminar has been approved for 4 hours on continuing education credit. Additional details can be found on the Atlanta Area Chapter website www.ariatlanta.org.

The keynote speaker at our meeting that night is William Rogers, Jr., the Commissioner of the Georgia Real Estate Commission. A reception will begin at 5:30 P.M. and the dinner begins at 6:30 P.M. I will be at the reception at 5:30 P.M. and will be available to hear any concerns or questions you may have about our chapter. I look forward to seeing you November 12, 2015 at the Cobb Galleria.

Finally, the Atlanta Area Chapter is offering the new 7-hour 2016/2017 USPAP update class on December 6, 2015 and January 7, 2016 for our members and all appraisers. You can now sign up for either class and additional details can be found on the Atlanta Area Chapter website www.ariatlanta.org.

Best regards,

Jeff Bowling, MAI, SRA
Atlanta Area Chapter President

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The articles in this newsletter represent the authors' opinions and do not represent the opinions of the Atlanta Area Chapter Appraisal Institute.

Upcoming Chapter Meetings – Save the Dates!

Atlanta Area Chapter Education & Dinner Meeting

Installation of 2016 Officers and Directors

November 12, 2015

Location: Cobb Galleria Centre

Atlanta Area Chapter Education & Dinner Meeting

January 28, 2016

Location: Cobb Galleria Centre

Atlanta Area Chapter Education & Meeting

April 15, 2016

Location: Callaway Gardens, Pine Mountain, GA

Atlanta Area Chapter Summer & Fall Meetings TBA

2016 Election Report

On April 30, 2015, the Atlanta Area Chapter held the second quarter Chapter Meeting at the Cobb Galleria Centre in Atlanta, GA. During this meeting, the following AI Professionals were elected to 2016 Atlanta Area Chapter AI positions. Congratulations!

Officers (2016)

- Joe Anderson, MAI – President
- Andy Sheppard, MAI - Vice President
- Marlon Day, MAI, SRA – Secretary
- Sherry Watkins, MAI - Treasurer

Regional Representative (2016-2017)

- William E. Carden, Jr., SRA, AI-RRS
- Peter Lamas, MAI
- George Petkovich, MAI

Alternate Regional Representatives (2016)

- Hugh "Bo" Bass, Jr., MAI
- Rick Kenny, MAI
- Jeff O'Dell, MAI
- Patrick Adamson, MAI, SRA
- Tammy Bledsoe, MAI
- Eric Durden, MAI
- Jay Hembree, MAI
- Greg Adams, MAI
- Beth Hall, MAI
- Brock Wilson, MAI

A Big Thank You to All of Our 2015 Braves Outing Sponsors!

Gwinnett Braves Outing – 5/12/15

Adamson Real Estate Advisors
CompFlo Valuation Information Systems
FREAS, Inc., Filson Appraisal Services
J. Lawson & Associates, LLC

Atlanta Braves Outing – 9/17/15

Bass & Associates
HBR Appraisers Consultants
McColgan & Company

Education Schedule

[View Program Details and Register Online http://www.appraisal institute.org/education/Atlanta.aspx](http://www.appraisal institute.org/education/Atlanta.aspx)

Continuing Education (hours)	Month	2015	Instructors
Appraisal Standards, Investigations & Regulations (4) *	Nov	12	Panel
Economic Forecasting Center Conference Q4 2015 (3)	Nov	18	Panel
USPAP Update (7 hours)	Dec	8	Jeff Miller, MAI, AI-GRS
Qualifying Education Courses		2016	
Real Estate Finance Statistics & Valuation Modeling (15)	May	9-10	Lamar Ellis, MAI, SRA, Jim Vernor, PhD, MAI
General Market Analysis & Highest Best Use (30)	Aug	22-25	David Lennhoff, MAI, SRA John Urubek, MAI
Gen Appraiser Sales Comparison Approach (30)	May	16-19	Jeff Bowling, MAI, SRA Jim Vernor, PhD, MAI
Gen Appraiser Site Valuation & Cost Approach (30)	June	6-9	Gary Taylor, MAI, SRA Jeff Bowling, MAI, SRA
General Appraiser Income Approach/Part I (30)	July	11-14	Jim Vernor, PhD, MAI Alex Rubin, MAI, AI-GRS
General Appraiser Income Approach/Part 2 (30)	Sept	12-15	Jim Vernor, PhD, MAI David Childers, MAI
General Appraiser Report Writing & Case Studies (30)	Oct	17-20	Alan Blankenship, PhD
Advanced Designation Courses			
Advanced Market Analysis & HBU (35)	Sept	26-30	David Lennhoff, MAI, SRA John Urubek, MAI
Advanced Income Capitalization (35)	April	18-22	Jim Vernor, PhD, MAI Gary Taylor, MAI, SRA
Advanced Concepts & Case Studies (40)	Dec	5-10	Jim Vernor, PhD, MAI Kerry Jorgensen, MAI
Review Case Studies – General (32)	Mar	21-25	David Lennhoff, MAI, SRA
Pre-Licensing Courses			
Basic Appraisal Principles (30)	Feb	22-25	Robert Driggers, MAI Alex Rubin, MAI
Basic Appraisal Procedures (30)	Mar	14-17	Robert Driggers, MAI Jeff Lawson, MAI, SRA
National USPAP (15)	April	6-7	Jeff Miller, MAI, AI-GRS
Residential Report Writing & Case Studies (15)	April	28-29	Alan Blankenship, PhD
USPAP Update Course			
USPAP Update (7)	Jan	7	Jeff Miller, MAI, AI-GRS

- Participants who attend both the ½ day seminar and the Chapter Meeting will receive one extra hour of Appraisal Institute continuing education credit. Be advised that the Chapter Meetings are not approved for State continuing education credit.
- \$30 early registration discount deadline is 2 weeks prior to program start dates. If one registers after this deadline, the tuition fees are increased by \$30 (\$10 for Chapter Meetings).
- GSU Economic Forecasting Conferences are developed and sponsored by Georgia State University.
- **Chapter Developed seminars are approved for AI and Georgia CE credit only.**

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

Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want.

[Check out the current course listing now!](#)



Online Education:
Learn at your own pace anytime, anywhere.
Visit appraisal institute.org/online for a list of classes!

State of the Estate

Celebrity homes are packed with features and challenges for an appraiser.

By Daniel Fries, SRA

One assignment that really stands out for me was an estate owned by a celebrated athlete but in foreclosure when I was hired to perform the appraisal. It was a huge house — 32,000 square feet with an additional 12,000 square feet of finished basement space and 4,000 square feet of parking and storage, all on 105 acres about 15 miles from downtown Atlanta.

The entire estate was fenced and gated and included two lakes (one with a 4,500-square-foot screened pavilion sited nearby) and extensive landscaping, including a pasture used for equestrian pursuits; a seven-stall stable and equipment and storage buildings served the owner's equine activities. The grounds also included a lighted baseball field with scoreboard and a swimming pool — one of the largest in the region, complete with two diving boards, a spa, a separate kid pool and a cabana.

The 109-room home had 12 bedrooms, 13 full bathrooms and eight half baths; a three-story entry foyer with a domed ceiling painted in gold leaf; a two-lane bowling alley; an indoor lap pool; a regulation racquetball court; a 20-seat movie theater; and a luxury master suite with large sitting room, his and her custom baths and closets, and a private exercise room. That wasn't the property's only workout facility, however. The estate included a detached 5,800-square-foot gym and music studio.

Can you guess some of the challenges I encountered when I was hired to appraise this unusual property?

Sizing Up the Property

First and foremost was performing an accurate inspection and measurement of the estate. As basic as it sounds, being able to measure a home this size and noting the upgrades and condition was both intensive and extensive. It helped to have my son, who also happens to be my co-worker, assist in measuring, and it

took us a full day just to get the place taped and inspected. It took another full day to sort my notes, piece it all together, sketch the property, and lay it out before I could really get into the appraisal.

My next challenge was finding comparables for a home of this nature. Atlanta is a growing city, but mega sales are infrequent, which required some date-of-sale or time adjustments, as well as consideration for the differences in land values in the respective locations of each comparable sale. When I performed the appraisal on this property, there were a couple of good comparable luxury home sales, including a 58-acre property with a 30,000-square-foot home that sold to another celebrity. I was fortunate enough to have appraised that property on another occasion, so I had all the data. The home was a resale and had some of the same condition issues as the 18-year-old property I was appraising. There also was a 72-acre property with a newer home that was close in square footage and a few other larger homes, but on smaller sites. Fortunately, there were several estates of comparable quality and acreage currently listed for sale at the time, which helped set the upper range of value. The market is limited when it comes to mega-luxury properties, so they typically sell for less than cost but still can command prices ranging from \$5 million to \$10 million.

The property's extensive grounds and its suburban location also required me to consider highest and best use. Although the site had some development potential, the market is saturated with vacant sites and land tracts that would take many years to absorb to a degree that would make this property's 105 acres ideal for development. I can't disclose the opinion of value I provided for the property, but the bank sold the estate for nearly \$5.9 million to another celebrity. This time a rap star, not an athlete. Interestingly, I was involved with that sale, as well, hired to do the purchase appraisal even after disclosing my prior service. I don't think anyone else wanted to fool around with the property, which made it harder for the lender to find an appraiser willing to take the assignment.

Continued on next page

Practice Makes Perfect

If you haven't yet appraised a high-value home like this one or if it isn't your specialty, don't shy away from it. It's no secret that the more practice you have with a particular type of property, the better your work becomes. If you do get the chance to take such an assignment, it helps to be able to go inside the comparable properties or talk to someone who has, so you're not just relying on FMLS or MLS photos and crunching the tax record reports on square footage, which can be inconsistent. For example, some counties may include the below-grade area in the tax record while others may not. It's also helpful to get the appraiser data and separate non-gross living areas and ensure you're making the adjustments in the correct spot and at the right dollar amount for its particular contributory value. I also found that when you dig around for data and talk to people, they may call you for the next job — it's a great way to network and land future assignments.

Wrapping things up, I have one last note on challenge

and it applies to this property, as well as to others. The valuation profession is becoming increasingly regulated, which can make it harder to tackle unusual and special properties such as the estate discussed in this article. One of the most difficult processes I'm now encountering is getting through the appraisal review process. But, as a result, I learned to do a better job communicating the features unique to these special estates and I better support my adjustments. I guess it is okay to be an old dog because I keep learning new tricks.

About the Author

Daniel Fries, SRA, is the president of Daniel Fries & Associates, an appraisal and consulting firm based in Cumming, Georgia. He has nearly 35 years of valuation experience, specializing in luxury homes, lakefront properties and homes on significant acreage, among other property types. He can be reached at dfries@danielfries.com.

Report from the Greater North Fulton Chamber of Commerce Luncheon

By Rick Higgins, MAI

The keynote speaker at this June 3, 2015, event was Mr. Ed Baker, publisher of the Atlanta Business Chronicle (ABC). The title of his address was "Hot Topics Around Town". In humble fashion, Mr. Baker jumped right in, forgoing a planned biographical introduction by the Chairman of the Chamber, Mr. Ken Davis. Mr. Baker curiously started by asking if there were any questions, which induced nervous laughter from the crowd of 100± business professionals. Finally, one attendee asked Mr. Baker what his favorite ABC story was in his 29 year career at the paper. He said the one that he remembers the most is from when he first started 29 years ago, titled "Water Wars", and then mentioned that the topic is still headline news today, and probably will be 29 years from now. Mr. Baker then segued into what he termed his first issue, the "Poor state of the education system" in the area, and Fulton County specifically. He mentioned that the dropout rate in Fulton County schools is currently 40%, and that this particular statistic has not materially changed in the last 30 years. Mr. Baker's second issue revolved around his concern for today's Millennial generation. He said that they are graduating with \$100K in debt from college loans, but are frustrated with the inability to find "good jobs". However, in almost the same breath, Mr. Baker stated that "Hotlanta is back", so perhaps there is hope for the younger generation after all. Without citing specifics, he stated that "banking activity is back", and "hospitality numbers are at record levels". One notable quote which induced genuine laughter was, "We are not going to fix Atlanta's traffic problems in our lifetime. If you don't like it, move to Asheville". Mr. Baker ended by promoting the Junior Achievement of Georgia program and the success of its downtown facility. He suggested that North Fulton should have a similar facility for this program as well.

Education Scholarship Program – Application Deadline

The Education Scholarship Panel will award four \$500 scholarships and four \$250 scholarships in 2016. [The application](#) is available on the Chapter's web site at www.aiatlanta.org.

Deadline to submit an application is December 15, 2015. The scholarships will be awarded within 30 days. Persons awarded the scholarship will be asked to attend the Chapter meeting for the formal presentation announcement.

Overview of the Requirements:

- Applicant must be an Atlanta Area Chapter Candidate for Designation or Practicing Affiliate actively pursuing the MAI, SRA, AI-GRS, or AI-RRS designation.
- Applicant must have attended a minimum of 2 Atlanta Area Chapter Appraisal Institute meetings within the past eighteen months.
- Applicant must submit a list of completed Appraisal Institute courses, to date.
- Applicant must submit a resume or statement of qualifications.
- Applicant is asked to list any Honors, Awards or Distinctions, any extracurricular activities, affiliations with other professional organizations, and any volunteer or community service.
- Applicant must state if he/she is a previous scholarship recipient of this award.
- Applicant must submit a maximum 500 word written essay stating why he or she should be awarded the scholarship, highlighting professional goals and experience. In this essay, applicant should list educational plan for the MAI, SRA, AI-GRS, or AI-RRS designation.
- In lieu of an essay, two questions supplied by the Scholarship Committee may be answered. Examples: Why do you want this scholarship? Please discuss your interest in residential or commercial real estate appraisal and your career objectives. Please include why you believe your interest and objectives make you uniquely qualified for this scholarship.
- Applicant must provide a letter of recommendation from current or previous employer.

Qualified Candidates and Practicing Affiliates are encouraged to apply for this scholarship. Incidentally, if you know of an Atlanta Area Chapter Candidate for Designation or Practicing Affiliate, who may be qualified for an Atlanta Area Chapter scholarship, please forward this e-mail to that person.

Contact me for more information at lwells@renasant.com. Please note that the scholarships will apply to in-classroom instruction held in Atlanta and offered by the Atlanta Area Chapter Appraisal Institute.

Congratulations New Designated Members and AI Professionals

MAI Designated Members

Hugh "Bo" Bass, Jr., MAI
Bradley D. Belcher, MAI
Blaine K. Newton, MAI
Kevin L. Witcher, MAI

SRA Designated Members

Tamika Whitted, SRA

AI-RRS Designated Members

Jeffrey L. Hyatt, SRA, AI-RRS

AI-GRS Designated Members

Paul A. Laneback, Sr, MAI, AI-GRS
Jeffrey T. Miller, MAI, AI-GRS
Alexander B. Rubin, MAI, AI-GRS

General Candidates

Matthew Thomas Carson
Charles R. Cheek
Christopher Gaines Dempsey
Russell B. Hardeman
Marcus M. Kilpatrick
Virginia Elaine Maddox
David W. Moore
Barton Cantrell Sands
Matthew P. Smith

Candidates for the AI-GRS Designation

David B. Griffin
Shannon Elaine Reyome

Candidates for the AI-RRS Designation

Scott D. Roberts, SRA

Practicing Affiliates

Scott J. Bourne
Hannah L. Brook
Michael D. Congemi
Michael W. Evans
Connor H. Malcolm
Hillyer Parker
Kenneth Harold Rountree

Affiliates

Sarthak Dhingra
Warren Kriesel

Volunteer for the Atlanta Area Chapter AI

The Atlanta Area Chapter leadership is seeking volunteers to fill 2016 committee and panel positions.

Participation from our designated members, candidates, and practicing affiliates is vital to the Atlanta Area Chapter of the Appraisal Institute and plays a critical role in the advancement of our organization and the profession. We need to know more about your particular areas of interest, knowledge, and experience.

If you are interested in volunteering for the Atlanta Area Chapter, please follow the below link and complete the online leadership resource registry **by November 16, 2015.**

The information you provide on the registry will help us when we seek feedback on particular issues and especially when selecting designated members, candidates, and practicing affiliates to serve on future committees, project teams, panels, and in other leadership positions.

VOLUNTEER TODAY!

http://www.myappraisal institute.org/myappraisal institute/my_lrr.aspx

We have opportunities in the following Chapter committees:

- Candidate Guidance Committee
- Education Committee
- Government Relations Committee
- Public Relations Committee
- Long Range & Strategic Planning Panel

Committee descriptions, qualifications, and responsibilities are found on the AI Leadership Resource Registry website provided above.

Feel free to contact Joe Anderson, MAI, 2016 Chapter President, at 770-736-6112, JoeAndy@PetroVal.net or Suzanne Brockway at 770-803-0024, sbrockway@aiatlanta.org with questions.

Meet Our New Designated Members!



Brad Belcher, MAI

Cushman & Wakefield of Georgia
Atlanta, GA

Upon graduating from the University of Georgia in 2001, Brad began his career in real estate by helping to start a 1031 tax deferred exchange company with a real estate attorney specializing in closing loans for commercial properties in the metro Atlanta area. Brad began appraising in 2005 after spending a few years in Washington, DC, where he worked at the Corporate Executive Board, a membership-based provider of best practices research and executive education for some of the world's largest companies. Prior to joining Cushman & Wakefield, Brad worked for Atlanta-based appraisal firms D.S. Murphy & Associates, as well as McColgan & Company. He joined Cushman & Wakefield in February 2011, and focuses on a variety of properties including industrial, office and retail properties. Brad and his wife Angela have two daughters that keep them on their toes, Annaleigh (5) and Clara (3). In what free time he has, Brad enjoys any game involving a 7-iron and cooking on his Big Green Egg.



Alex B. Rubin, MAI, AI-GRS

Alex Rubin & Company
Norcross, GA

Owner of Alex Rubin & Company, a commercial appraisal firm.
Past Atlanta Area Chapter President
Past Georgia Appraiser Coalition President
Past Co-Chair of Education, Atlanta Area Chapter
Current Instructor of Qualifying Appraisal Classes
Qualified as an Expert Witness in Numerous Courts
Over 25 Years of Appraisal Experience in Metro Atlanta
Significant Condemnation Appraisal Experience

Property types appraised include vacant land, residential subdivisions, offices, day care centers, industrial, self-storage, churches, hotel/motel, gas station/convenience stores, retail, restaurants, apartments, auto/tractor dealerships and mobile home parks. Alex Rubin, MAI, AI-GRS is a native born Atlantan and has lived in metro Atlanta my entire life. I am the oldest of four children, three of which stayed in Atlanta and one who has traveled the world.

I am a graduate of Georgia State University where I obtained a four degree by using the eight year program. My first appraisal job was with Mr. Roger Upton, while I was still finishing at GSU, where we appraised mostly multi-family properties and condemnation assignments. I was admitted into MAI membership in 1992 and went out on my own in 1993. Early in my business I did a lot of contract work with some of the best including Joe Ball, Hank Wise, Gary Bernes, Bill Stripling, Ron Curry and Harmon Garrin as I developed my own business.

I have operated as Alex Rubin & Company since 1993 and perform valuations on most property types including condemnation, conservation easements and expert witness testimony. I am a past president of the Atlanta Area Chapter of the Appraisal Institute and a past president of the Georgia Appraisers Coalition. I attended LDAC in 2000 and have been an instructor for the Appraisal Institute for the past ten years.

Current interests include music, sports and my current challenge is 2nd and 6th grade studies as I help my grandkids with their schoolwork.

Chapter Highlights & Photo Gallery

Annual Chapter Golf Outing – 9/9/15

Congratulations to Adam Cohan, Matt Edmonds, Mike Gibbs, MAI, and Dan Carlson, MAI, for winning the lowest score contest at the Polo Golf & Country Club in Cumming, GA, on September 9, 2015.

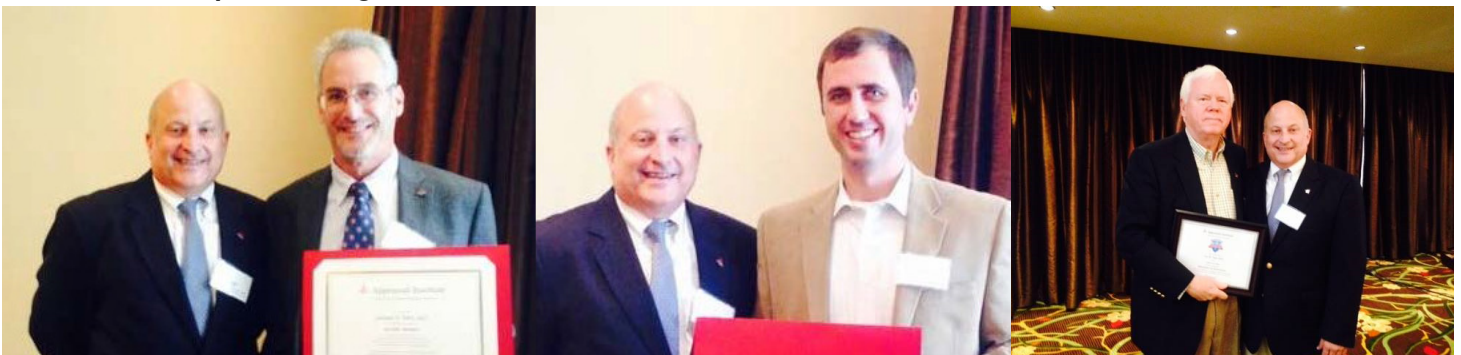


Adam Cohan, Matt Edmonds, Mike Gibbs, MAI, and Dan Carlson, MAI (left to right)

Atlanta Area Chapter Meeting – 4/30/15



Atlanta Area Chapter Meeting – 8/20/15



Golf Outing – 9/9/15



Chapter Highlights & Photo Gallery



A Night Out with the Atlanta Braves – 9/17/15

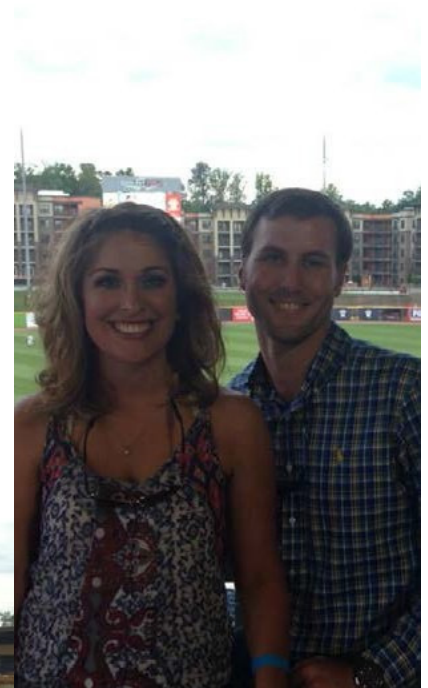
A Big Thank You to Our Event Sponsors!

Bass & Associates
HBR Appraisers & Consultants
McColgan & Company

A Night Out with the Gwinnett Braves – 5/12/15

A Big Thank You to Our Event Sponsors!

Adamson Real Estate Advisors
CompFlo Valuation Information Systems
FREAS, Inc., Filson Appraisal Services
J. Lawson & Associates, LLC



Atlanta Area Chapter Meeting

Thursday, November 12, 2015

Cobb Galleria Centre, Two Galleria Parkway, Atlanta, GA, 30339

Schedule

1:30 p.m. – 5:30 p.m.	“Appraisal Standards, Investigations, and Regulations”
5:30 p.m. – 6:30 p.m.	Reception
6:30 p.m. – 8:15 p.m.	Chapter Meeting, Keynote Presentation, and Installation of 2016 Officers and Directors

Continuing Education & Attendance Policy

The Appraisal Institute and the Georgia Real Estate Appraisers Board have approved 4 hours of continuing education credit for “Appraisal Standards, Investigations, and Regulations.” 100% attendance of classroom time is required to receive credit. One (1) hour of extra AI CE credit is approved for attendance at both the seminar and chapter dinner meeting. Please be advised that the dinner meeting is not approved for state CE credit.

Appraisal Standards, Investigations, and Regulations, 1:30 p.m. – 5:30 p.m.

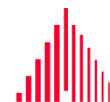
This seminar is designed to be interactive with audience questions and answers for each presenter, who are considered to be experts in each of their assigned topics. The focus will be practical application for each of the subject topics. When faced with new regulations, subject to an investigation and/or complying with new USPAP standards – What is the appraiser’s responsibility?

Seminar Learning Objectives

- Identify the changes in the new 2016/2017 USPAP to enable appraisers to strategically implement the changes by January 1, 2016 prior to completing the mandatory National 7-hour USPAP update course. This is NOT the required 7-Hour USPAP Update course.
- Understand the investigation process and the appraiser’s role and options if the appraiser is ever subject to an investigation by the Georgia Real Estate Appraisal Board.
- Understand the disciplinary options available to the Georgia Real Estate Appraisal Board and the appraiser’s role and options if an investigation is submitted to the Georgia Real Estate Appraisal Board for disciplinary action.
- Help the appraiser identify when an appraisal is subject to specific regulatory compliance issues and what are some practical applications the appraiser can implement into their appraisal reports to help the client with the regulatory compliance.
- Identify routine and common everyday compliance issues within appraisal reports and provide practical applications to help appraisers complete compliant appraisal reports. These issues may include issues with Federal, State, and/or Client mandated Scope of Work.

Seminar Speakers:

- Patrick Adamson, MAI, SRA, Atlanta Area Chapter AI Government Relations Committee Member, Principal/CEO of Adamson Real Estate Advisors, Inc
- Joe Anderson, MAI, Atlanta Area Chapter AI Vice President, President, PetroVal, Inc.
- Donna Bordelon, Vice President, Director of Valuation Services, State Bank & Trust Company
- Audrey Brown, Investigations Area Supervisor, Georgia Real Estate Commission
- Lisa M. Jenkins Wells, Atlanta Area Chapter AI Government Relations Committee Chair & Vice President, Appraisal Officer, Renasant Bank
- Jay Hembree, MAI, Senior Analyst, Integra Realty – Atlanta
- Mike Hunter, MAI, Atlanta Area Chapter AI Government Relations Committee Vice Chair, and President of McColgan & Company, LLC
- D. Scott Murphy, SRA, Chair, GA Real Estate Appraisers Board & President of D.S. Murphy & Associates
- J. Carl Schultz, Jr., MAI SRA, CRE, SGA, FRICS, Director, Integra Realty Atlanta
- Mark Strouse, MAI, AI-GRS, Focus Valuation Advisors
- Wallace White, MAI, Managing Director, White Consulting Group, LLC
- Sandra McAlister Winter, MAI, AI-GRS, 1st Vice President - Manager – REVAL, SunTrust Bank



Chapter Dinner Meeting Keynote Presentation, 6:30 p.m. – 8:15 p.m.

Keynote Speaker: William L. Rogers, Jr., Commissioner, Georgia Real Estate Commission

Commissioner Rogers will discuss the initiative on the customary and reasonable fees legislation and what's ahead for the 2016 legislature.

Master of Ceremony: Hugh B. Bass, Sr., MAI, Bass & Associates

Hugh Bass, Sr., MAI, will conduct the installation of the 2016 Atlanta Area Chapter AI Officers and Directors.

Register online here: <http://www.myappraisal institute.org/education/Atlanta.aspx>

This Educational Program was developed and organized by the Atlanta Area Chapter Appraisal Institute with the intent of addressing topic(s) of current local interest solely for educational and informational purposes. The Appraisal Institute national organization was not involved in developing or organizing the Program. The content of this Program, including but not limited to any written materials and presenter comments, do not represent the viewpoint of the Appraisal Institute (defined as including but not limited to, the national organization, its Regions, Chapters, members and staff) unless formally adopted by the national Board of Directors. Further, the Appraisal Institute may not even have reviewed the content of the Program and does not warrant the accuracy or timeliness of the content of the Program. The content of the Program is subject to court decisions and local, state and federal laws and regulations and any such revisions of such laws and regulations. This Program is presented with the understanding that the Appraisal Institute is not engaged in rendering legal, accounting or other professional advice or services. Nothing in the Program is to be construed as the offering of such advice or services. If expert advice or services are required, attendees and readers are responsible for obtaining such advice or services from appropriate professionals.

General Demonstration Report: Capstone Program 2016 Schedule

[Registration](#) is now open for the 2016 Capstone Program.

Capstone Location	Webinar 1	Webinar 2	Classroom Dates
Los Angeles, CA	Jan 8, 2016	Feb 2, 2016	Feb 22-28, 2016
Tampa, FL *	Jan 8, 2016	Feb 2, 2016	Feb 22-28, 2016
Chicago, IL	Jan 8, 2016	Feb 2, 2016	Feb 22-28, 2016
Savannah, GA	Mar 11, 2016	Apr 5, 2016	Apr 25 - May 1, 2016
Cincinnati, OH	Mar 11, 2016	Apr 5, 2016	Apr 25 - May 1, 2016
Synchronous*	Mar 11, 2016	Apr 5, 2016	Apr 25 - May 1, 2016
San Francisco, CA	May 27, 2016	Jun 21, 2016	Jul 11 - 17, 2016
Newark, NJ	May 27, 2016	Jun 21, 2016	Jul 11 - 17, 2016
Nashville, TN	May 27, 2016	Jun 21, 2016	Jul 11 - 17, 2016
Dallas, TX	Aug 5, 2016	Aug 30, 2016	Sep 19 - 25, 2016
Denver, CO	Aug 5, 2016	Aug 30, 2016	Sep 19 - 25, 2016
Synchronous	Aug 5, 2016	Aug 30, 2016	Sep 19 - 25, 2016
New York, NY	Sep 23, 2016	Oct 18, 2016	Nov 7 - 13, 2016
Charlotte, NC	Sep 23, 2016	Oct 18, 2016	Nov 7 - 13, 2016
Pittsburgh, PA	Sep 23, 2016	Oct 18, 2016	Nov 7 - 13, 2016

*Programs sold out.

Chapter Receives Special Projects and Candidate Guidance Awards



The Atlanta Area Chapter received two prestigious awards at the Appraisal Institute's Chapter Leadership Conference recently held at the Swissotel in Chicago. The Candidate Guidance and the Special Projects Awards went to Atlanta, the only chapter to win two awards this year.

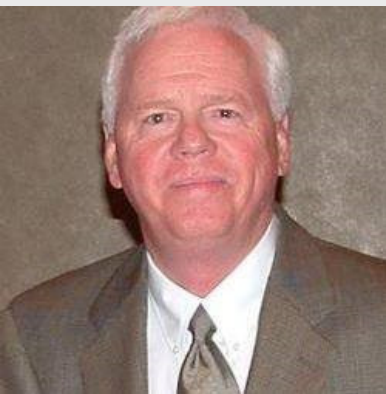
"It was an honor to accept the Special Projects award on behalf of the many tireless volunteers involved with the Atlanta Area Chapter" said President Elect Joe Anderson, MAI (*right*). The award was given to the chapter for its partnership with the Georgia State University Economic Forecasting Center, which celebrated its tenth year with Dr. Rajeev Dhawan this past month.

Vice President elect Andy Sheppard, MAI, (*left*) who is largely recognized for the success of the Atlanta **Candidate Guidance** program that successfully designated more members in 2014 than any of the large chapters, was on hand also. Sheppard said "It is wonderful to see vision and action come together with great results."

Both officers credited Executive Director Suzanne Brockway (*middle*) with the long term success of the Atlanta Area Chapter. If you are interested in becoming an appraiser, please contact Brockway at sbrockway@aiaatlanta.org. The Atlanta Area Chapter is the first appraisal organization in the country to partner with the Veterans Administration to offer courses for State Registration under the GI Bill.

Region IX Volunteer of Distinction

Atlanta's Joe W. Ball, MAI, Honored as Appraisal Institute's 'Volunteer of Distinction'



Joe W. Ball, MAI, of Atlanta, was recognized as the Appraisal Institute's August "Volunteer of Distinction" for Region IX.

"Joe Ball is an outstanding representative of the Appraisal Institute," said Appraisal Institute President M. Lance Coyle, MAI, SRA. "We are fortunate to work with dedicated volunteers like Joe, who devote their time and energy to advancing the real estate valuation profession in their communities."

Ball served on the Board of Directors of the Atlanta Area Chapter from 2005-07, and previously in 2000. In 2005, he was chair of the chapter's Nominating Committee. Ball has served the chapter as: immediate past president (2005); president (2004); vice president (2003); secretary (2002); and treasurer and finance chair (2001).

In 2000, Ball was a member of the national Leadership Development and Advisory Council. He received his MAI designation in 1983..

Ball has mentored numerous appraisers, and has taught introductory real estate appraiser courses at the Atlanta Area Technical Education School.

Ball was president of Pritchell, Ball & Wise, Inc., in Atlanta; he is now the company's president emeritus. He received his bachelor's degree from Mississippi State University, in Starkville, Mississippi, and has completed graduate work at the University of Georgia, in Athens, Georgia. Ball and his wife, Jeannine, have three children and seven grandchildren

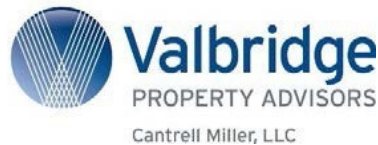
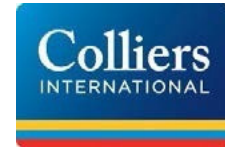
Thank You State of Atlanta Conference Sponsors!

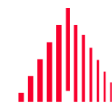
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In Memory

Donald M. Conner, MAI

Our sincere condolences go out to the family and friends of Donald M. Conner, MAI, of Stone Mountain, GA. Donald M. Conner, Age 64, of Atlanta, passed away Oct. 17, 2015. Services 2 PM Oct. 23 at Holy Cross Catholic Church. Phoenix Funeral Services, Conyers, GA. Published in The Atlanta Journal-Constitution on Oct. 21, 2015 - See more at: <http://www.legacy.com/obituaries/atlanta/obituary.aspx?n=donald-matthew-conner&pid=176173176#sthash.nLijnSve.dpuf>

Douglas D. Lovell, MAI

Our sincere condolences go out to the family and friends of Mr. Douglas D. Lovell, MAI, of Atlanta, Georgia. The family has provided the following biography.

Doug passed away June 4, 2015 after a two month illness. During his career, Doug authored and co-authored many articles on NPV, asset valuation etc., including the Appraisal Institute's book "Subdivision Analysis."

He was a broker in North Carolina and formerly in Florida. He was a licensed appraiser in Georgia and North Carolina. An MAI (possibly the youngest when awarded the designation) and a member of the Society as well.

He coauthored Government Regulation R41C. He was a recognized valuation and appraisal expert who testified before congressional committees as well as during Department of Justice trials. He had a bachelors and a masters degree.

William "Bill" S. Stripling, MAI

Our sincere condolences go out to the family and friends of William "Bill" S. Stripling, MAI, of Norcross, GA. William S. William Shay Stripling, III, age 74 of Norcross, GA passed away Monday, October 19, 2015. A graveside service will be held at 11:30 am on Thursday, October 22, 2015 at Peachtree Memorial Park, Peachtree Corners, GA. The family will receive friends on Thursday, October 22, 2015 from 10:30 am to 11:30 am at Crowell Brothers Funeral Home and Crematory. William is survived by his wife, Monika Stripling; daughters, Taylor Sword (Andy) and Jeannie Reakirt; grandchildren, Susan, Jane, Shay, Ramzy and Tyler. In lieu of flowers, donations may be made to the Crohns & Colitis Foundation of America, www.cafa.org. On-line condolences can be made at www.crowellbrothers.com. Arrangements by Crowell Brothers Funeral Home and Crematory, Norcross/Peachtree Corners, Georgia. 770-448-5757. Published in The Atlanta Journal-Constitution on Oct. 20, 2015- See more at:

<http://www.legacy.com/obituaries/atlanta/obituary.aspx?n=william-s-stripling&pid=176161400&fhid=5305#sthash.kfzyFfy2.dpuf>

2015 Atlanta Area Chapter Leaders

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Joe Anderson, MAI

Secretary

Andy Sheppard, MAI

Treasurer

Marlon Day, MAI, SRA

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Dori Bower, MAI

Lamar Ellis, MAI, SRA

Mike Hunter, MAI

George Petkovich, MAI

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Joe Anderson, MAI

Donna Bordelon, General Candidate

Syrah Paul, MAI, SRA

Rudy Quillian, MAI

Philip Thomas, MAI

ALTERNATE REGIONAL REPRESENTATIVES

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James Griffin, MAI, SRA

Elizabeth Hall, MAI

Richard Higgins, MAI

Lisa Jenkins Wells, General Candidate

Rick Kenny, MAI, SRA

Peter Lamas, MAI

Marie Ledford, MAI

Jeff O'Dell, MAI

Scott Tomlinson, General Candidate

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Long Range Strategic Planning

Jean Moss, MAI, Chair

Newsletter

Carolyn Sawyer, MAI, Chair

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Sandra McAlister Winter, MAI, AI-GRS