

APPRAISAL CONFERENCE 2012

Name _____
Address _____
City _____ State _____ Zip _____
Phone (W) _____ (H) _____
*e-mail address _____
WRA member # _____

*A confirmation for this course will be sent by e-mail. You can also go to "myWRA" at www.wra.org/myeducation to verify course registration.

CONFERENCE FEES

Fees include all course materials, morning and afternoon breaks and lunches for both days.

<u>Two Day</u>	<u>thru 2/28</u>	<u>after 2/28</u>	<u>ATD</u>
Appraiser Section Members	\$255	\$265	\$285
WRA Members	\$265	\$275	\$295
Non-Members	\$275	\$285	\$305

<u>One Day</u>	<u>thru 2/28</u>	<u>after 2/28</u>	<u>ATD</u>
Appraiser Section Members	\$145	\$155	\$175
WRA Members	\$155	\$165	\$185
Non-Members	\$165	\$175	\$195

1/2 Day - (Does NOT include Lunch)

1/2 Day Section Members	\$80	\$85	\$105
1/2 Day REALTOR® WRA Member	\$85	\$90	\$110
1/2 Day Non-Member	\$90	\$95	\$115

Please indicate which sessions you plan to attend:

March 13, 2012

- 2012-2013 7-Hour National USPAP Update Course

OR

- UAD: Coping with the Aftereffects

March 14, 2012

- Real Estate Statistics Without Fear (AM)
 Anatomy of a House (PM)

OR

- Residential Style & Design – What Makes a House Good?

PAYMENT

- Enclosed is my check made payable to the WRA
 Charge my VISA/MasterCard (Circle one)

Card number _____ Exp. date _____

- Special Services: Check here if you require special services to attend. Attach a written description of needs.

LOCATION

Kalahari Resort & Convention Center
1305 Kalahari Drive
Wisconsin Dells, WI 53965
Reservations: (877) 253-5466

Room Rate: \$89

Release Date: 2/11/2012

To register ask for **Wisconsin REALTORS® Association Room block**

Register by Mail: WISCONSIN REALTORS® ASSOCIATION
4801 Forest Run Road, Suite 201 | Madison, WI 53704-7337

Register by Phone: (800) 279-1972 | (608) 241-2047

Register by Fax: (608) 241-5168 | **Online Registration:** www.wra.org/AppraisalConference

CANCELLATION POLICY: The WRA reserves the right to cancel these courses if not filled. Cancellations must be made in writing prior to the start of courses and will be refunded, minus a \$25 administrative fee. Registrations cannot be transferred from person to person.



2012 APPRAISAL CONFERENCE



March 13-14

Kalahari Resort & Convention Center | Wisconsin Dells

7-Hour National USPAP 2012-2013 Update

UAD: Coping with the Aftereffects

Real Estate Statistics Without Fear

Anatomy of a House

Residential Style & Design – What Makes a House Good?

WISCONSIN REALTORS® ASSOCIATION



4801 Forest Run Road, Suite 201 | Madison, WI 53704-7337

register today!

wra.org/AppraisalConference

Day 1 - March 13, 2012

8:00 - 8:30 | Registration

8:30 - 4:30 | 2012-2013 7-Hour National USPAP Update Course (includes copy of the USPAP book)

Instructor: Mike Brunson

The course focuses on the changes made to the 2012-2013 USPAP. Completion of the course fulfills the continuing education requirement which specifies that state licensed and certified appraisers must complete an update course on the Uniform Standards of Professional Appraisal Practice (USPAP) every two years.

The 2012-13 USPAP contains the following changes:

- Revisions to the definitions of “Client,” “Extraordinary Assumptions,” “Hypothetical Condition” and a new definition of “Expose Time.”
- Creation of a new Record Keeping Rule and related edits to the Conduct Section of the Ethics Rule.
- Revisions to Advisory Opinion 21.
- Revisions to Standards 7 and 8.

**USPAP course approved for 7-hours CE credits for Wisconsin Appraiser and Assessor CE and Michigan and Minnesota Appraisers.*

8:30 - 4:30 | UAD: Coping with the Aftereffects (7 hours)

Instructor: Dawn Molitor-Gennrich, SRA

In addition to reporting a thorough and accurate property description and providing a credible opinion of value, the Uniform Appraisal Dataset (UAD) has added a number of new assignment conditions. As a result, many appraisers have learned that there is more to the UAD than meets the eye. By the end of the session you will be able to:

- Search the Fannie Mae and Freddie Mac websites from an appraiser’s perspective to stay abreast of appraisal and UAD-related changes.
- Update your knowledge about the Appraiser Independence Requirements (AIR) from Fannie Mae and Freddie Mac.
- Recognize a lender’s obligations when selecting an appraiser in general as well as under the UAD requirements.
- Recognize what Fannie Mae and Freddie Mac state is and is not an appraiser’s role in the appraisal process for loans sold to the agencies.
- Understand the lender’s obligations when using third-party vendors to manage and control the appraisal process in general, as well as under the UAD.
- Identify revised or recently established appraisal-related selling guideline changes and guidance from Fannie Mae and Freddie Mac.
- Identify UAD-specific selling guideline changes and guidance from Fannie Mae and Freddie Mac.
- Understand the role of the Uniform Collateral Data Portal (UCDP)

12:00 - 1:00 Lunch (included in fee)

Day 2 - March 14, 2012

8:00 - 8:30 | Registration

8:30 - 4:30 | Residential Style & Design – What Makes a House Good? (7 hours)

Instructor: Dawn Molitor-Gennrich, SRA

This seminar provides answers to this question and many more on the effect that a home’s style and design has on a buyer’s perception. It will assist you in reconciling the qualitative nature of design and appeal with the quantitative nature of the appraisal assignment.

The seminar begins by explaining the key elements of good design and how and why buyers react to them. Buyer motivation is discussed within the context of current demographics and market segments. An overview of American residential architecture shows how structural innovations shaped today’s styles and will help you better understand how to answer the new Uniform Appraisal Dataset (UAD) question, “What is the quality rating of my subject and the following comparables?” -The overview of American architecture will also help you to identify the various “styles” of today to comply with the repurposed UAD Design/Style data field.

8:30 - 12:00 | Real Estate Statistics Without Fear (3.5 hours)

Instructor: Mike Brunson

Professional appraisers, both residential and commercial, need to realize that appraisal development and appraisal report writing are changing. Clients and lenders are looking for a greater amount of analysis. For residential appraisers, the 1004MC form was just the first step. Appraisers are being called on to utilize new tools to extract meaningful information from large quantities of high quality data. Inferential statistics, specifically linear and multiple regression analysis, will soon be a common part of everyday appraisal practice for both residential and commercial appraisers.

This course is designed to introduce professional appraisers to the theories of Central Tendency, Spread, the Normal Distribution and Data Modeling. We will explore how those theories are applicable to professional appraisal practice. This course is not designed to make you a statistician, but it is designed to introduce you to applied statistical analysis in a way that will take some of the fear out of the coming change in our profession.

12:00 - 1:00 Lunch (included in fee)

1:00 - 4:30 | Anatomy of a House (3.5 hours)

Instructor: Steve Tadevich

The ability to identify, examine and rate the quality and condition of the components found in a house is critical to providing a professional appraisal and avoiding embarrassing mistakes and expensive lawsuits. Although this course is not designed to transform appraisers into home inspectors, it is designed to (1) transform the inspection process by equipping the appraiser with indispensable construction knowledge, and (2) raise the “inspection bar” skill level, thus instilling a professional confidence that will result in a more accurate and reliable appraisal. This seminar will forever change the way you inspect a house.

Instructors

Michael Brunson



Mr. Brunson is a certified Residential Appraiser in the states of Nevada and Utah and an Associate Member of the Appraisal Institute. He is a graduate of the University of Nevada at Las Vegas with a B.A. in Psychology.

Michael is an AQB Certified USPAP Instructor, providing USPAP Consultation to private clients, attorneys and practicing appraisers. Since 1997 he has held the position of Owner and Chief Appraiser for Ascent Appraisal, Inc., an independent real estate valuation and consulting firm specializing in complex valuation assignments, USPAP compliance reviews, and expert witness and litigation support.

Michael is a founding member and the interim Vice President of the National Association of Appraisers (NAA). Michael is a founding member, the current president and the immediate past vice-president of the Coalition of Appraisers in Nevada (CAN). He is also the returning chair of CAN’s Government Relations Committee. In 2009, Michael and his committee worked on the successful passage of AB 287 – Nevada’s Appraisal Independence and AMC Registration bill.

Dawn Molitor-Gennrich



Dawn Molitor-Gennrich, SRA is a co-owner of Heyn, Molitor-Gennrich, LLC. She is an AQB certified USPAP instructor and experienced appraisal education developer with extensive speaking and teaching experience. Dawn is a former member of the Appraisal Standards Board and a Certified Distance Education Instructor.

Her firm specializes in the development and delivery of real property-related education as well as a variety of appraisal and consulting services that focus on quality control, regulatory compliance and fraudulent practices avoidance.

Steve Tadevich



After graduating from the University of Wisconsin with a degree in landscape architecture, Steve began a career in designing and building single-family homes and constructed over 100 homes in the Madison area. Other real estate experience includes ten years as part owner, REALTOR® and President of Century 21 City Wide Realty, and a licensed home inspector for a number of years.

Since 1984, Steve has been appraising homes for many lenders in the Madison area. In addition to appraising full time, Steve has taught many appraisal continuing education classes plus a 40-hour continuing education class for home inspectors.

Courses submitted for Wisconsin Appraiser and Assessor CE, Michigan and Minnesota CE.