



APPRAISING THE PLAINS of Kansas



A Publication of the Kansas County Appraisers Association

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KCAA Legislative Reception



Shawnee Co. Appraiser Steve Baumann, Rep. Vic Miller (D-Topeka), and Atchison County Appraiser Melissa Crane at this year's legislative reception. See more pictures from the event on page 5.

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Kenton's Korner

Kenton Lyon, RMA
Russell & Osborne County Appraiser
2017 KCAA President

Valuation notices have been received by our taxpayers in what has become a rite of spring all across Kansas. Hopefully, you've had some time to reflect on the process as we catch our breath prior to beginning a new year and another process.

I've got some random rambling to share.

Over the years, my interaction with taxpayers at valuation time has greatly diminished. Seriously, I wonder if taxpayers even look at CVNs anymore. This has come accompanied with an inverse amount of time spent interacting with taxpayers once tax statements are received in December and May. May PUPs occur exactly 17 months after the valuation date—nothing beats historical hearings.

In my area of the state I've never had so many discussions centered on ag use valuation/taxation. The conversation goes something like, "What in the world do you guys do with so much money?" This spring the answer is fairly simple. Battling wildfires in rural Kansas is one of the more recent uses of tax dollars. We should all be thankful for the folks who do battle fire and for the funding provided to ensure that they have the tools and training to keep the rest of us safe...so that we can grumble about taxes.

Ever wonder exactly how you came to occupy space in a courthouse? More specifically, in the Appraiser's Office in

that courthouse? And why you're still there? Especially as you contemplate seeking re-appointment and another four years, best not to ask those questions. Better to just enjoy the experience. For many of us it has been, and remains, a positive experience.

Speaking of experiences, I've had the pleasure of serving both Osborne and Russell counties for the past seven months and 21 days. Not that I'm counting or anything, but what an experience. It's hard enough to remember a single set of passwords, to comply with just one county policy book, to do analysis just once, and to work with a single board of commissioners. Just how do some of you guys and gals do it year after year? Sangster? Hale? Wellbrock? McCully? Deslauriers? Miller? Batchellor? Webb and others? Now that's serious experience.

Our conference dates are rapidly approaching. Remember Wichita, Kansas, June 19–22 for the NCRAAO gathering. Rick Stuart, CAE, has lined up some great informative courses, KIOGA is coming with opportunities to learn more about the energy industry up close and personal, and we have the opportunity to interact with other professionals in our industry in an informal, relaxed atmosphere. What could be better than being together for this opportunity?

I look forward to seeing you there.

IN MEMORIAM

We Lost Longtime Friends



Walter James Staab
Walter James Staab, 89, Hays, died Friday, Dec. 23, 2016 at Via Christi Village.

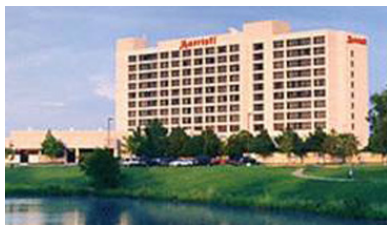
He was born Nov. 13, 1927 in Catharine, Kansas, the son of Jacob H. and Theresa (Gross) Staab. He graduated from St. Joseph Military Academy in 1945 and from Salt City Business College in Hutchinson, Kansas. He completed appraisal courses at Iowa State University in Ames, Iowa and at the University of Nebraska in Lincoln. On Sept. 26, 1949, he married Alice M. Leikam in Severin, Kansas. To this union were born five children, which included sons Stanley, Douglas, and Kevin; and daughters Teresa and Deanne.

After college, Walter was a bookkeeper for various Hays businesses, he was a tax preparer, and he farmed nights and weekends. He was elected Clerk of the District Court in Ellis County from 1952 until 1957 and was elected Ellis County Clerk in 1966. Walter was appointed Ellis County Appraiser in 1970, a position he would hold until his retirement in 1990.

He was an expert in land and oil appraisals, was an expert witness during trials, and was one of the first County Appraisers in Kansas. He was appointed to the State Board of Tax Appeals from 1974 until 1976.

He was a U.S. Army veteran, a member of the American Legion,

continued on next page



NCRAAO/KCAA CONFERENCE

June 18 – 22, 2017

Wichita Marriott

9100 Corporate Hills Drive

Longtime Friends, continued

Immaculate Heart of Mary Catholic Church, and the third degree Knights of Columbus Council #1325. He was also a member of IAAO, the International Association of Assessing Officers, for over 45 years; a senior member of ASA, the American Society of Appraisers; CKA, a Certified Kansas Appraiser; and was a Real Estate Broker in Kansas. He was a past president of the Kansas County Appraisers Association.

Walter enjoyed playing cards, visiting and talking politics, and fishing, but most of all he loved the land, his farm and cattle, and spending time with his grandchildren.

Survivors include two sons: Doug Staab and wife Lisa of Holcomb, Kansas, and Kevin Staab and wife Carol of Hays; two daughters: Terri Stanton and husband Loren of Prairie Village, Kansas, and Deanne Wakefield and husband Bill of Wichita; a daughter-in-law Carol Staab of Denver, CO; thirteen grandchildren: Tony Stanton and wife Kristin; Cameron Stanton and wife Katie; Lucas Staab and wife Jessie; Chad Staab; Amanda Zernickow and husband Sean; Jade Patchett and husband Eric; Rylee Staab; Brent Staab and wife Angel; Wade Staab and wife Randi; Clayton Staab; Britta Mondt and husband Anthony; Raegan Quandt and husband Eric; and Kethlyn Staab; eleven great-grandchildren and numerous nieces and nephews.

He was preceded in death by his parents, his wife Alice, his son Stan, and by siblings Philomene Adler, Felicitas Staab, Anna Staab, Marcella Walter, and Norbert Staab.

Mass of Christian Burial will be at 10:00 am on Thursday, Dec. 29, 2016 at St. Catherine Catholic Church in Catharine. Burial will follow in the church cemetery. The family will receive friends from 4:00 pm until 8:00 on Wednesday and from 8:30 am until 9:30 on Thursday, all at the Hays Memorial Chapel Funeral Home, 1906 Pine Street. A Knights of Columbus Council #1325 rosary will be at 6:30 pm followed by a vigil service at 7:00, both on Wednesday at the funeral home. Memorials are suggested in Walter's memory to

St. Catherine Catholic Church or to St. Catherine Cemetery, in care of the funeral home. www.haysmemorial.com



Terry Brown

Terry Vern Brown, age 80, of rural Independence, Kansas, passed away Saturday, Dec.

31, 2016, at the Jane Phillips Medical Center in Bartlesville, Oklahoma.

Terry Vern Brown was born Nov. 20, 1936, in Independence, Kansas, to Vern and Opal (Dickey) Brown. He grew up in the Independence, Jefferson area graduating from the Field Kinley High School in Coffeyville. After graduation, Terry farmed for several years.

On Oct. 28, 1956, Terry married June Fair. The couple made their home on the farm. In 1967, Terry went to work and traveled with the Jacob's Company as an appraiser. In 1973, the couple returned to rural Independence, Kansas. Terry then became the Montgomery County Appraiser, which he worked for many years before becoming the appraiser for Chautauqua County. He also ran a dairy farm from 1976 to 1984. In 1996, Terry started the Brown Auction Company and also worked part-time for Chautauqua and Elk County as an appraiser. June preceded Terry in death on Jan. 19, 2010.

He was a member of the Dearing Christian Church, the Kansas Auctioneer Association, and was a Charter Member of the Caney Valley Antique Power Association, which he spent endless hours to help. On Oct. 1, 2011, Terry married Mary Anna Williamsen in a shotgun wedding at Dalton Defender Days.

Survivors include his wife Mary of the home; one daughter Tammie and husband Jim Vannoster of Jefferson, KS; two sons Dale Dean and wife Julie Brown of Wichita, KS; and Jimmy R. and wife Karen Brown of Caney, KS; sister Laverda and husband Melvin Folk of rural Coffeyville, KS; stepchildren Daniel Adamson of Colorado, Steve Adamson of Wyoming, David Adamson of Nebraska and Mark Adamson of Wyoming; 13 grandchildren and 16 great grandchildren. www.pottsfuneralhome.com



IAAO Member News

Thanks to all of you for your support of the IAAO. What a great number of names!

New member(s): Vanessa Haslouer and Travis Lilly, Geary County; Eldon Kottwitz, Douglas County; Steven Schurle, Riley County; Ralph Lopez and Peter Reveles, Wyandotte County; Brad Wright, RMA and Joseph Pennycuff, Reno County.

5 years: Michael Lorius, RES, RMA, and Shannon Hiss, RES, RMA, Johnson County; Ryan Janzen, RMA, Emporia; Jerry Chatham, Overland Park; Cyril Kovar, RES, Sedgwick County; Sean Robertson, RMA, Saline County.

10 years: Sheila Schauff, Manhattan; Ralph Bellamy, Wyandotte County.

15 years: Vickie Berntsen, Sedgwick County; Angela Wright, Montgomery County.

20 years: Donald E. (Ed) Crane, III, Topeka.

25-years: William Black, RES, Chris Morlan, AAS and Janice Yoder, Sedgwick County; Lori Reedy, AAS, Harper County; Barry Porter, Republic County.

45 years: Former Kansan – George Donatello, CMS, Georgia.

September 24–27, 2017
Bally's Las Vegas
www.iaao.org



The Director's Update...

By David Harper, AAS, RMA, Director, Property Valuation Division

County appraisers may file an informal appeal on the ratio study prior to May 15, 2017.

The 2016 preliminary sales ratio study is complete and, as required by statute, has been distributed to the Governor, the Speaker of the House and the President of the Senate and their respective tax committees, and all county appraisers. From the preliminary study:

—The median sales ratio confidence intervals suggests 100 counties have achieved compliance with the required level of fair market value in the residential subclass. More than 99% of the residential statewide value is found in these compliance counties.

—The median sales ratio confidence intervals suggests 101 counties have achieved compliance with the required level of fair market value for the commercial/industrial subclass. More than 98% of the commercial statewide value is found in these compliance counties.

—The coefficient of dispersion (COD) confidence intervals suggest 88 counties met the standards for uniformity for the residential subclass. The COD confidence intervals suggest 87 counties met the standards for uniformity in the commercial/industrial subclass. Those failing to make the standards for COD make up about 67% of the value in the state

Statewide Summary:

| Year | Residential – Median Ratio | Commerical/Industrial – Median Ratio |
|---------------------------|----------------------------|--------------------------------------|
| 2011 Median | 100.9 | 95.3 |
| 2012 Median | 99.5 | 95.4 |
| 2013 Median | 97.3 | 93.3 |
| 2014 Median | 97.1 | 91.6 |
| 2015 Median | 96.2 | 90.2 |
| Preliminary Median (2016) | 95.8 | 91.6 |
| Preliminary COD (2016) | 12.6 | 26.0 |

The PVD sales ratio study is the critical tool used to evaluate appraisal performance. We are one of the few states that conduct an independent sales qualification effort. However, that statement does not imply that our sales validation process is flawless. We rely on the accuracy of the sales verification questionnaire to determine the validity of almost all residential and other class properties.

For the commercial and industrial subclass, we attempt to make two or three phone calls to confirm and collect additional information. However, we are not always successful in obtaining an interview, and sometimes we do not get the full transaction story, thus making it invaluable for appraisers to review sales and offer validity information, which will assist us in the process.

The informal appeal process is designed to act as the final quality assurance step in the sales ratio study process. County appraisers may file an informal appeal on the ratio study prior to May 15, 2017.

The Appeal Process

We provide detailed information on the appeal process in our ratio study workshops; however, general instructions are as follows:

Informal appeals may be submitted by the following methods:

1. Placed in the US mail (*to attention of the Ratio Study Supervisor and/or Coordinator. We still use the old Docking Building address.*)

2. Faxed (*to attention of the Ratio Study Supervisor and/or Coordinator (785) 296-2320*)

3. E-mailed to angelina.perez@ks.gov or pete.davis@ks.gov

Substantial and compelling documentation must accompany the county's request for an informal appeal when a validity decision is challenged. Informal appeals should contain the following information:

1. The sales validation questionnaires COV number
2. Parcel identification number
3. Name, phone number, date, and time of the county's contact
4. A complete account of the information received through your interview with a buyer, seller or agent
5. Supporting documentation such as multiple listings for short sales, fee appraisals, closing statements, personal property renditions, etc., will be very helpful.

Any questions relating to an appeal may be addressed to the Ratio Study Supervisor (785) 296-3770 and/or Coordinator (785) 296-0228. Questions are also answered by e-mail at the above address. If you have further questions please reach out to us.

ATTN: Appraisers Reminder

June 30, 2017 is the deadline to meet the requirements to remain on the Kansas county appraiser eligibility list. Please contact marilyn.cathey@ks.gov or nikki.larson@ks.gov with any questions, or go online and review your account by logging in at www.ksrevenue.org.



2017 KCAA Legislative Reception

Thank you to everyone who took the time to attend the KCAA Legislative Reception at the Topeka Ramada Inn in January. Attendance by county appraisers was higher than it had been the last couple years, though

the turnout of legislators was a little lower.

Thank you as well to those of you who contacted your legislators in advance to let them know about the reception and whether or not you would be attending. I had numerous legislators mention hearing from you. Keep communicating with them!



Labette Co. Appraiser Delinda White and Rep. Richard Proehl



Mike Borchard, Sedgwick Co. Appraiser and KCAA Past President (center), with legislators



Graham Co. Appraiser Melanie Rowlison, Wabaunsee Co. Appraiser Ryan Michaelis, PVD Director David Harper, and Melissa Wangemann, KAC Legislative Services Director



Shawnee Co. Appraiser Steve Bauman, Rep. Tom Phillips, and Della Rowley



Sumner Co. Appraiser Cindy Magill, Rep. Kyle Hoffman, and Harper Co. Appraiser Lori Reedy

Honoring the Past ... Educating the Future

The 1893 Iron Truss Bridge



The bridge crosses the Elk River and is open to foot traffic

Built in 1893, this venerable iron and wood structure once allowed traffic on U.S. 160 to safely cross the Elk River. It stands just downstream of the beautiful waterfalls on the Elk River from which Elk Falls gets its name. It was closed to vehicular traffic in 1976 after being severely damaged during a flood. Now open to foot traffic only, the Bridge is a popular place for picnics, fishing, hiking, or just to relax with the soothing sound of rushing water. The natural limestone outcropping creating the falls was harnessed for water power in 1875 for the old mill which once stood at this site.

In 2001, a cooperative effort between the Friends of Elk Falls, the Kansas Dept. of Parks and Wildlife, Americorp and the Heritage Trust Fund replaced the rotting wood deck with new treated lumber. Friends and supporters of the bridge can “buy a bridge plank” for a donation and have their names engraved on the deck of the bridge. See it for yourself! <http://bit.ly/2h3xHxY>

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This series will present any items of interest in Kansas counties such as landmarks, structures, events, architecture, etc. —but only if you help! Every county has something of interest. Look around and send the information and photos to Rick Stuart at rstuart17@cox.net.

Valuation Changes

So, what is going on in the commercial and residential markets in Kansas? Here are some average changes in values from 2016 to 2017—and all are positive changes!

| County | Residential | Commercial |
|----------|-------------|------------|
| Shawnee | 2.50% | 0.00% |
| Sedgwick | 4.00% | 5.00% |
| Johnson | 8.40% | 9.25% |
| Ellis | 1.20% | 5.00% |
| Douglas | 6.91% | 9.05% |

Welcome New County Appraisers

We have some new county appraisers and hopefully the information they provided will make us more familiar with them. Please make sure and welcome them to the easy, hassle-free, no-politics, and taxpayer-happy position of county appraiser.

Jeremy Hendren, RMA
Chautauqua County Appraiser



Why and how did you get started in the appraisal profession?

My wife and I had just built our home on the family farm in Chautauqua County. My father-in-law runs a computer repair service and had been doing business with the county offices for several years. He told me of an opening in the county appraiser's office. I went to fill out an application and interviewed at basically the same time. I'm not for sure on the timeline, but for this story's sake, I received a call before I got back home with an offer of employment. (#FirstRedFlag)

What did you want or intend to be when you grew up?

I had always planned on becoming a major league baseball player. I planned on this so much that I practiced my autograph so I could sign baseball cards and photos when I made it to the show. As it turns out, even at the high school level, there is a dramatic importance placed on running and lifting weights that I despised. I wanted to play baseball not be the best at exercising, so I ended up scrambling to find a major of political science in my first semester of college. I do, however, still use that same "autograph" today.

If you could change one thing associated with appraisal, what would it be?

Overall, I enjoy the appraisal process. I'm a math and Excel nerd so I enjoy the process of taking the black and white and issuing a valuation notice in gray. Of course, hearings are often

uncomfortable but necessary at the same time.

What person(s) has had the greatest effect on your personal and professional life?

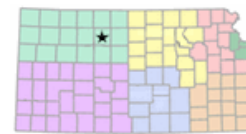
As far as my professional life as an appraiser, it is hands down Karen Spencer who has had the greatest impact. She offered me a job and tutored me along the way throughout my education. I can still call her with any issue that may arise for solid advice. But there are several people who have also had an influence on me. If I could make an appraiser, I would take Karen's no-nonsense approach, Rick Stuart's ability to relate, Pete Davis' and Marion Johnson's math skills, Roger Hamm's memory of obscure legislation, David Harper's leadership, William & Jeremy McCully's ability to multitask across the state, and add in my quick, witty jokes to offset any uncomfortable situation that may arise. I think that appraiser would set some pretty accurate values and still maintain a positive public relations department.

What personal and/or professional goals do you have for yourself?

Personal goals of mine are very simple: Be the best husband and father that I can be. The reason I wake every morning is that very goal. Professionally, I plan on staying in Chautauqua County as long as they will renew my contract. I am happy here, know the people here, and they have paid for my education. I want to do that for the community I live in. I am currently exploring the IAAO catalog for designations that will continue to benefit myself as well as the county I work for.

What are your hobbies or ways you like to spend your spare time? (Okay, pretend you have spare time!)

In my spare time I enjoy golf and sports. I really enjoy the fantasy side of sports as I like to pretend I could manage a professional sports team and it also provides an avenue for me to keep up with old friends that are many miles away from my current location. I enjoy coaching any sport my boys are involved in as I still believe the impact of sports will lead to how you develop as an adult. If I can influence a young athlete in a positive manner, the same way my coaches did, I want to be a part of that.



Heather Poore, RMA
Rooks County Appraiser

Why and how did you get started in the appraisal profession?

I was working for the City and wanted a change. There was an opening at the appraiser's office, so I applied.

What did you want or intend to be when you grew up?

I had two schools of thought on what I wanted to be when I grew up. When I graduated from high school, I thought about working for K-State Research and Extension. However, during my time in college there was a hiring freeze, so then I turned my path toward writing for agriculture magazines. But then I found the man of my dreams and he whisked me off to Oz (Osborne County).

If you could change one thing associated with appraisal, what would it be?

If I could fix anything associated with appraisal it would be severed minerals—enough said.

What person(s) has had the greatest effect on your personal and professional life?

My husband, Craig, has been amazing support personally and professionally. When he proposed he said he would wait until I found a job I liked, knowing how important it was for me to have a life off the family farm. He encouraged me to apply for my current position, even though I thought about leaving the profession for good. Of course, there are several appraisers that have been supportive: Melinda Latham, Kenton Lyon, Amanda Milne and Raschelle Stanley, to name a few.

What personal and/or professional goals do you have for yourself?

Right now, my professional goal is to get re-appointed. I would like to also continue my education and work towards IAAO designation. My personal goal is to find that elusive work-life balance. My bucket list includes travel to Iceland and Thailand.

What are your hobbies or ways you like to spend your spare time? (Okay, pretend you have spare time!)

I am a farmer's wife, so I like to (must) help around the farm and hang out with my kids playing basketball or tending a garden. I am a huge movie buff. I love all kinds of movies, so if the family does have spare time, movie night is always a must. I also like to travel and take photos.



Find newsletter archives at <http://www.kscAA.net/newsletter-2/>

2017 KCAA Education

| Course | Date | Location* | Instructor | Cost |
|--|--------------------------|-------------------|-------------------------------|---|
| USPAP Update | May 1 | Manhattan | Barry Couch | \$150 (Bring Publication) \$225 (Need Publication) |
| USPAP | May 2-4 | Wichita | Barry Couch | \$255 (Bring Publication) \$330 (Need Publication) |
| RMA Residential Review | Sept. 6-8 | Wichita | Rick Stuart | \$300 |
| RMA Commercial Review | Nov. 7-9 | Topeka | Rick Stuart | \$300 |
| IAAO 101: Fund. of Real Property Appraisal | July 10-14 | Manhattan | Rick Stuart | \$450 |
| IAAO 201: Appraisal of Land | May 22-26 | Manhattan | Marion Johnson | \$450 |
| IAAO 102: Income Approach to Valuation | Aug. 28-Sept. 1 | Topeka | Kara Endicott | \$450 |
| IAAO 400: Assessment Admin. | July 17-21 Aug. 21-25 | Wichita Topeka | Marion Johnson (both classes) | \$450 |
| IAAO 311: Residential Modeling | Dec. 4-8 | Wichita | Marion Johnson | \$450 |
| The American Cadastre | Aug. 28-31 | Garden City | Rick Norejko | \$375 |

LOCATION*

***Topeka:**

Shawnee County Annex
1515 NW Saline, Topeka, KS 66618

***Wichita:**

Sedgwick Co. Appraiser's Office
4035 E. Harry St., Wichita, KS 67218

***Manhattan:**

Family Resource Bldg
2101 Claflin Road, Manhattan, KS 66502

***Garden City:**

Finney County Community Service Center
607 W. Santa Fe St., Gardent City, KS 67846

Education Calendar Update

Two classes have been added to the KCAA education schedule. An additional **IAAO 400 Assessment Administration** class is being offered the week of August 21st in Topeka, and **The American Cadastre** is being offered August 28-31 in Garden City. See the course description for this excellent class on page 8. **IAAO 332** has been cancelled.

Register for these and any other KCAA classes online at www.kscAA.net or by using the registration form on page 8 of this newsletter.



Rick Norejko dressed as a colonial surveyor.

Rick Norejko is a consultant with TEAM Consulting LLC and a senior planner for Buncombe County, North Carolina. He authored Course 601: Cadastral Mapping Methods and Applications and the current Course 651: GIS for Assessors, and has also authored the mapping curriculum courses in North Carolina that are required for state certification. Learn more about Rick at <http://www.teamconsulting.cc/richardnorejko.html>.

The American Cadastre: The Rest of the Story

KCAA is pleased to present *The American Cadastre: The Rest of the Story*, August 28–31, at the Finney County Community Service Center in Garden City. Presenter Rick Norejko, CMS, developed this workshop, which is an informative and entertaining history of land ownership in the United States and the principles of property law. Register for this or any KCAA class online at www.kscaa.net or use the registration form below.

The History of Land Ownership in the United States: Let's face it, you already know how to map property or appraise a parcel. But do you know the who, what, where, and how about that tract of land? What's behind the metes and bounds system in America? Who are the founders of the Public Land Survey System? What are the social, political and cultural influences for creating it? Where do deeds come from and what does all that legalistic terminology mean? What role does a county appraiser play in the national economy? This workshop covers the

historical background surrounding events, inventions and people. The lecture allows you to experience the "ahaa" moment when you say to yourself "that's why we do that," "that's where that came from" or "that's where that word comes from."

The Principles of Property Law for Appraisers and Cadastral Mappers: If we accept the purpose that both attorneys and land surveyors apply principles of law toward ownership of real property, we must also accept the role of an assessor and staff as experts regarding the county Cadastre. The cadastral expert applies law, rules and common sense in forming an opinion of ownership and location of property boundaries for assessment purposes. This workshop adds to the body of knowledge of the participant in making the decision necessary for an accurate American Cadastre. This workshop focuses on the terminology and components of legal documents involved in the ownership and valuation of real property.

KCAA Class Registration

Print and return this form with payment or register online at <http://www.kscaa.net/education/online-education-registration/>.

Name: _____ SS#: _____ - _____ - _____

County _____ County State Private Contractor Other

Job Title _____

Office Address: _____

City-State-ZIP: _____

Office Phone#: _____ Fax: _____ Email _____

Course: _____

Date: _____ Location: _____

Payment Enclosed: Yes No Amount: \$ _____ (Make payable to KCAA Education Fund)

Mail, Fax or Email to:

KCAA, P.O. Box 988, Meade, KS 67864-0988. Phone (620) 873-7449 • Fax (620) 873-2237 • Email kcaa@sbcglobal.net



Kansas will host the 2017 NCRAAO conference Sunday, June 18–Thursday, June 22, in Wichita. This year’s theme is “Better Together.” Hosting NCRAAO is always a great time and makes for a wonderful conference. You can register online at the KCAA website (www.kscaa.net) or complete and return the registration on page 15. The link to reserve hotel rooms at the Wichita Marriot is also on the KCAA website or you can contact the hotel by phone to make your reservation:

Wichita Marriott
 9100 Corporate Hills Drive
 Wichita, Kansas 67207
 Phone: 1-316-651-0333 • Toll-free: 1-800-610-0673
 The room rate is \$125 plus tax and includes a hot breakfast

Event Highlights

- ▶ Motivational Speaker Bill Cordes, aka The YOGOWYPI Guy, will kick off our event.
- ▶ Many good education sessions to choose from. *See page 10.*
- ▶ KIOGA (Kansas Independent Oil & Gas Association) will have a presentation and demonstrations of various pieces of oil field equipment in the parking lot on Monday, June 19.
- ▶ Monday evening will include a silent auction for items donated from all the participating states. We also welcome back the band HomeBrew to entertain us. Those of you that attended the 2016 conference will remember this group! Tuesday evening includes dinner and entertainment at the Old Cowtown Museum.

- ▶ Golf Tournament on Monday morning. Sand Creek Station golf course just outside Newton, Kan., is a links-style 18-hole public golf course with a bent grass playing surface designed by architect Jeff Brauer. Unique features include an active railway running through the course, Sand Creek borders four holes, and 11 custom ponds. A wooden cart bridge spans Sand Creek, and a concrete underpass allows carts to travel under the BNSF railroad tracks.
- ▶ For those of you that don’t golf, you can check out the Fun Center to play mini-golf or ride go-carts and bumper boats.

REGISTER TODAY!
 See registration form on page 15
 (or go online to www.kcaa.net)

| | |
|-------------------------------|---|
| Sunday, June 18 | |
| 1:00 pm - 4:00 pm | Registration |
| 2:00 pm - 4:00 pm | KCAA Board Meeting |
| 5:00 pm - 12:00 am | Vendor Hospitality |
| Monday, June 19 | |
| 7:00 am - 5:00 pm | Registration |
| 8:00 am - 12:00 pm | Golf Tourney at Sand Creek Station |
| 9:00 am - 11:00 am..... | Fun Center: Mini-Golf, Bumper Boats |
| 1:00 pm - 6:00 pm | KIOGA Demonstrations |
| 2:00 pm 4:00 pm..... | KCAA Business Meeting |
| 4:00 pm - 5:00 pm | NCRAAO Board Meeting |
| 6:00 pm - 12:00 am | Opening Reception, Silent Auction & Entertainment: Home-Brew Band |
| Tuesday, June 20 | |
| 7:00 am - 11:00 am..... | Registration |
| 8:30 am - 9:30 am | General Session |
| 9:30 am - 10:00 am | Break |
| 10:00 am - 11:30 am..... | Education Sessions |
| 11:30 am - 1:00 pm..... | Lunch |
| 1:00 pm - 2:30 pm | Education Sessions |
| 2:30 pm - 3:00 pm | Break |
| 3:00 pm - 4:30 pm | Education Sessions |
| 5:30 pm - 12:00 am | Dinner & Entertainment at Old Cowtown |
| Wednesday, June 21 | |
| 8:00 am-9:30 am | Education Sessions |
| 9:30 am-10:00 am | Break |
| 10:00 am-11:30 am..... | Education Sessions |
| 11:30 am-1:00 pm | Lunch |
| 1:00 pm-2:30 pm | Education Sessions |
| 2:30 pm-3:00 pm | Break |
| 5:30 pm-12:00 am | Banquet |
| Tuesday-Wednesday Vendor Room | |

2017 KCAA/NCRAAO Conference Education Programs

Below are the educational programs to be presented on at this year's KCAA/NCRAAO Conference.

Effective Use of Ratio Studies

Presenter: Peter Davis, Kansas Property Valuation Division

Some discussion topics will include: steps assessors must take to develop credible internal ratio study, some basic training on the importance of developing and using confidence intervals in performance evaluations, describe the model calibration process and the roll a ratio study will play in this process and the importance of a trained staff for the verification of sales and quality control.

Fee Simple Valuation & Property Rights Issues for Commercial Property

Presenter: Brad Eldridge, MAI, Douglas County, Kan., Appraiser's Office

Session will explore the issues involved with developing Fee Simple values on commercial property. Discussion will include the analysis of Leased Fee sales, long-term/credit tenant leases, capitalization rates, and other property rights issues in the valuation of commercial property. Possible solutions will be presented and group discussion encouraged addressing challenges to county appraisers in these areas.

Director's Update - Kansas Property Valuation Division (PVD) - KS Appraiser's & Staff

Presenters: PVD Staff

This session for Kansas county appraisers and their staff will discuss any current issues such as legislation, sales ratio, maintenance specs and any other relevant topics. Although the session is dedicated to Kansas, all interested parties are welcomed.

Advantage of Auctions vs. Traditional Real Estate Transactions

Presenter: Ty Patton, McCurdy Auction

There are several key distinctions between selling real estate via a traditional listing versus utilizing the auction

method. Because of these differences, auction offers several advantages for certain sellers. This presentation will highlight some of the differences between auction and traditional sales, explain some key auction terminology, and answer frequently asked questions about the auction sales method.

Hotel/Motel Valuation

Presenter: Brad Eldridge, MAI, Douglas County, Kan., Appraiser's Office

Purpose of this workshop is to provide guidance and suggestions on the valuation process of lodging properties including hotel/motel properties. The workshop will look at the different classifications of hotel/motel properties, lodging terminology and how all three approaches to value can be used to value these types of properties. The workshop will also provide some internet web sites where additional information on the hotel/motel industry can be discovered. Also, included is some information on what authorities in the field say lies ahead for the industry in the upcoming year or two. Test is optional.

The 3 R's of Basic Legal Descriptions (reading, writing and arithmetic)

Presenter: Randy Kobiella, Sidwell Company

Calibrating Residential Depreciation & How to Use It

Presenter: Scott Johnson, RES, Vanguard Appraisals, Inc.

The participants will first discuss the major steps in the mass appraisal process, setting land values, determining cost levels, calculating accrued depreciation. The instructor will then demonstrate the process of calculating depreciation from sales and how to use those results in the valuation process.

Discussion will include the different types of depreciation found in the market: Physical, Functional, External

(Economic) and when would you see properties having one, two or possibly all three types applied to achieve Market or Appraised value.

Finally, the participants will discuss what is happening in the current markets around the Midwest and specific state issues as time allows.

Promoting Your Office

Presenter: Greg McHenry, AAS, RMA—Riley County, Kan., Appraiser's Office

A common theme in the assessment industry is the lack of understanding by the public about the true role of assessments. This lack of factual information and understanding leads to misunderstandings and misinterpretations of tax policy. In 2014, Riley County began a concerted effort to present factual information about the role of assessors to the public, using presentations, videos and social media. This presentation will give examples of the public relations issues Riley County faced, solutions used in the county, and the positive results seen from their efforts to embrace public relations.

Conducting a Cap Rate Study

Presenters: Tim Keller, MAI, and Matt Spear, Keller, Craig & Associates, Lawrence, Kansas City & Topeka, Kan.

This session will provide a very quick refresher on what is a cap rate and then lay out in detail six (6) steps on how to develop a professional capitalization rate study for your office. The cap rate study will conclude with a benchmark analysis and a review of historical rate trends.

Valuation of Tiny & Unique Homes

Presenter: Amy Rasmussen, RES, AAS, Polk County, Iowa, Assessor's Office.

This one-day workshop deals with unique and challenging home appraisal problems and, by use of case studies and actual market data, steps the participants through the appraisal process of measuring value and/or value loss on such unique properties as tiny homes, container homes, straw bale homes and many more.

Register Today! See page 15.



■ Laura Kusisto, *The Wall Street Journal*, Dec. 14, 2016. “With rent growth flattening out and home prices continuing to shoot up, renting is starting to look like a better choice than buying for the first time in years.”

■ *www.capecod.com*, Dec. 15, 2016. “Falmouth, Massachusetts has been ordered to pay a Florida woman nearly \$1 million after jurors determined her coastal property lost more than 90 percent of its value because of wetlands protection laws and the town’s refusal to grant her a variance.” The vacant lot’s value was reduced from \$700,000 to \$60,000 in what the jurors concluded was a regulatory taking. <http://bit.ly/2hSls8q>

■ *www.htrends.com*, Dec. 16, 2016. STR (Smith Travel Research) has reported the following on new hotel/motel construction: “In the ‘In Construction’ stage, the U.S. reported 182,929 rooms in 1,394 projects. Based on the number of rooms, that is a 29.4% increase in year-over-year comparisons. A large percentage of U.S. hotel construction activity (47.1%) continues in the Top 26 Markets by existing supply.” <http://bit.ly/2hMxfVW>

■ Michael Tucker, *www.mba.org*, Dec. 8, 2016. “Hotel supply growth could increase next year from 1.6 percent to its 1.9 percent long-term average, said PwC (PriceWaterhouse Cooper), New York. Combined with decelerating demand growth, this could

result in declining hotel occupancy—the first such decline in eight years, PwC said. Average daily room rate growth could slow commensurately, which would likely limit revenue per available room growth to just 1.7 percent, the smallest increase since the end of the recession.”

■ *www.hotelnewsnow.com*, Dec. 21, 2016. “In November 2016, the U.S. hotel industry reported a 2.5% occupancy increase to 60.7%, while ADR rose 3.4% to \$119.71 and RevPAR jumped 5.9% to \$72.68, according to data from STR (Smith Travel Research).” <http://bit.ly/2hKyp6t>

■ Wichita State Center for Real Estate, *www.realestate.wichita.edu*, October 2016. Dr. Longhofer has conducted the 2017 forecasts and are available at <http://bit.ly/2i510Bf>.

■ *www.builderonline.com*, Dec. 22, 2016. “In November, national home values rose at their fastest annual pace since 2006, near the peak of the housing bubble. The Zillow® Home Value Index (ZHVI) is \$192,500, 2% shy of the records set in 2007, according to the November Zillow Real Estate Market Reports.” <http://bit.ly/2ijwFho>

■ *www.builderonline.com*, Dec. 23, 2016. “Sales of new single-family houses in November 2016 were at a seasonally adjusted annual rate of 592,000, according to estimates released jointly today by the U.S. Census Bureau and the Department of Housing and Urban Development. This is 5.2% ($\pm 14.1\%$)* above the revised October rate of 563,000 and is 16.5% ($\pm 19.3\%$)* above the November 2015 estimate of 508,000. The median

sales price of new houses sold in November 2016 was \$305,400, up from \$302,700 in the prior month; the average sales price was \$359,900., up from \$354,700.” <http://bit.ly/2i4Mqwo>

■ Kirsten Grind and Peter Rudegeair, *www.wsj.com*, Dec. 29, 2016. “House flipping, a potent symbol of the real-estate market’s excess in the run-up to the financial crisis, is once again becoming hot, fueled by a combination of skyrocketing home prices, venture-backed startups and Wall Street cash. The number of investors who flipped a house in the first nine months of 2016 reached the highest level since 2007. About a third of the deals in the third quarter were financed with debt, a percentage not seen in eight years.” <http://on.wsj.com/2iE5pud>

■ Richard Rubin, *www.wsj.com*, Dec. 29, 2016. “The IRS is clamping down on a tax-avoidance technique that turns charitable land-conservation donations into moneymaking opportunities. Investor solicitations for what are known as syndicated conservation easements promise to turn \$100,000 into \$400,000 or more in tax deductions, making them attractive to households in the top tax bracket. In one publicly-documented Tennessee deal, a restaurateur’s \$35,000 investment became about \$53,000 within months, subsidized by U.S. taxpayers. Interviews and public documents suggest more than 100 such deals likely have taken place—with each transaction often saving many individual investors tens of thousands of dollars or more.” <http://on.wsj.com/2iMhJ5>

■ Nancy Mitchell, *www.apartmenttherapy.com*, Jan. 6, 2017. “Here’s an unusual arrangement I’m spotting more and more lately: a bathtub... in the bedroom? As strange as it may seem, master bedrooms and bathrooms are starting to merge, with very interesting results. A lot of this (as astute readers may notice from the photo captions) is driven by hotels, where both bathing and sleeping are luxury activities. Soak for a long time in

continued on next page



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REAL ESTATE NOTES, continued



Bathroom in the bedroom more common

the tub, towel off, roll into bed: all this may seem totally normal when you're on vacation." <http://bit.ly/2iaH4AF>

Editor's Note: During a class in Boise, Idaho, Justin Aman for the Ada County Assessor's Office made the comment he was seeing bathtubs in bedrooms. The rest of us in the classroom thought he was making it up.

■ Lauren Shanesy, Jan. 18, 2017, www.builderonline.com. "Dark, bold colors have been slowly growing in popularity as contemporary design becomes more popular. Now, manufacturers of kitchen appliances are expecting that black stainless steel finishes for kitchen appliances are going to be the most popular trend among consumers as the new-year begins." <http://bit.ly/2jsowsQ>

■ www.builderonline.com, Jan. 12, 2017. "According to the Year-End 2016 U.S. Foreclose Market Report, released today by ATTOM Data Solutions, foreclosure filings were reported on 933,045 U.S. properties in 2016. This is a 14% decrease from the 2015 foreclosure rate, and the lowest foreclosure rate since 2006, when 717,522 U.S. properties had foreclosure filings."

■ www.htrends.com, Jan. 16, 2017. "STR's (Smith Travel Research) Dec. 2016 Pipeline Report shows 560,199 rooms in 4,621 projects Under Contract in the United States. The total represents a 19.4% increase in the number of rooms Under Contract

compared with December 2015. In the In Construction stage, the U.S. reported 186,965 rooms in 1,424 projects. Based on the number of rooms, that is a 32.9% increase in year-over-year comparisons." <http://bit.ly/2jF1JK2>

■ www.hotelnewsnow.com, Jan. 13, 2017. "U.S. hotel results for week ending 7 January: The U.S. hotel industry reported mixed results in the three key performance metrics for the week ending 7 January, according to data compiled by STR (Smith Travel Research), HNN's (Hotel News Now) parent company. Occupancy had fallen 3.2% to 47.1%, but average daily rate increased 4.5% to \$117.08. RevPAR rose 1.1% to \$55.13." <http://bit.ly/2jrHKhW>

■ *The Wall Street Journal*, Jan. 19, 2017, www.builderonline.com. "The Wall Street Journal reported Thursday that Ginnie Mae, the agency that backs FHA mortgages, is worried. It turns out that there still are subprime mortgages, often originated by companies that are not banks and are not as well capitalized. Bonds backed by some of these mortgages topped \$1 trillion in November, for the first time. In the event of a downturn in the housing market, this could have consequences that, as the Journal noted, could look much like the S&L crises of the late 1980s." <http://bit.ly/2jC65om>

■ Hanley Wood Data Studio, Jan. 19, 2017, www.builderonline.com. "Single-family housing starts dipped to a seasonally adjusted annual rate of 795,000 in December, according to new residential construction data released by the Commerce Department Friday morning. This month's result marks a -4.0% decrease from November's rate of 828,000, but represents a 3.9% gain compared to December 2015, when the estimate was 765,000." <http://bit.ly/2iWPGts>

■ www.builderonline.com, Jan. 19, 2017. "ARCHITECT magazine and the Hanley Wood Data Studio report that the monthly Architecture Billings Index (ABI) came in at a score of 55.9 in

December, which is up 5.3 points from November's 50.6. The ABI, reported by the AIA, is a vital economic indicator of construction activity in the country, and reflects a nine- to 12-month lead time between architecture billings and construction spending nationally and regionally, as well as by project type. A score above 50, like this month, represents an increase in billings from the previous month, while a score under 50 represents a contraction." <http://bit.ly/2iWZ7cr>

■ *Realtor.com*, Jan. 19, 2017, www.builderonline.com. **Editor's Note:** Fun to look at. I am thinking a retirement home for us appraiser types.

"A new listing has hit the market, and it's the most expensive home ever listed for sale in the U.S. at \$250 million. The mansion belongs to "spec king" Bruce Makowsky and is located in Bel Air, Calif. The purchase includes everything in the home, even the furniture, art, and cars in the garage." <http://bit.ly/2jCdFPC>

■ Chris McDonald, Jan. 19, 2017, www.builderonline.com. **Editor's Note:** I found this interesting but not sure the merits of the research.

Research by CoreLogic was checking the top 100 cities with populations over 100,000 for the top wind speed event in 2016. Topeka was ranked #9 with a wind speed of 84 mph on May 26.

■ www.builderonline.com, Jan. 23, 2017. "Quartz, or engineered stone, is the new kitchen countertop of choice, according to Deborah K. Dietsch for the Washington Post. Quartz looks just like granite, though requires less maintenance and is more durable." <http://bit.ly/2iXpVec>

■ CNN, Jan. 23, 2017, www.builderonline.com. "A new wave of architecture is taking inspiration from sunflowers, not in color or design but in function. Around the world, homes that turn or transform to face the sun are taking shape. CNN rounded up eight homes that are sitting on bases that allow the homes to turn throughout



Homes that turn or transform to face the sun are taking shape.

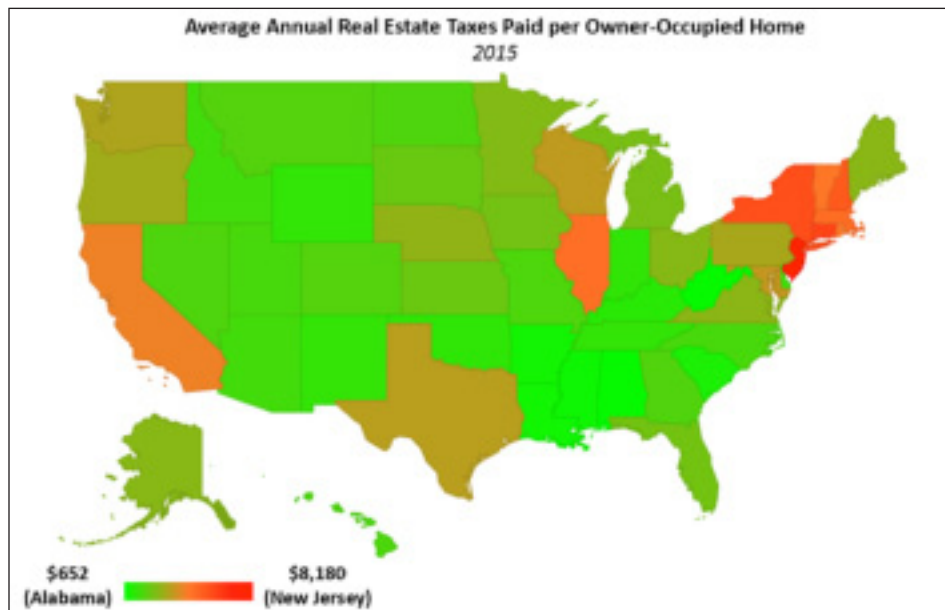
the year. Each room will have different views throughout the year and the home maximizes its energy efficiency based on the direction of the sun." <http://bit.ly/2jRR1CN>

■ **Editor's Note:** I recently read an article that stated residential fee appraisals would soon include HERS. There was no explanation on what HERS was. I emailed a friend of mine that owns an appraisal company. She indicated she had not heard of it but found the following for me:

"The Home Energy Rating System (HERS) Index is the industry standard by which a home's energy efficiency is measured. It's also the nationally recognized system for inspecting and calculating a home's energy performance. The HERS Index measures a home's energy efficiency and there are a lot of great reasons to have a home energy rating performed on your house." <http://bit.ly/2lvrSM9>

■ www.builderonline.com, Jan. 23, 2017. "Sales of existing homes fell 2.8% in December to an annual pace of 5.49 million from the upwardly revised estimate for November and finished the year at 5.45 million sales, the highest level since 2006's 6.48 million, the National Association of Realtors reported Tuesday. Still, December 2016 came in 0.7% ahead of the same month a year earlier." <http://bit.ly/2jODERS>

■ David Logan, www.eyeonhousing.org, Jan. 24, 2017. "The 2015 American Community Survey data shows that New Jersey still leads the nation with the highest average annual real estate



New Jersey still leads the nation with the highest average annual real estate tax (RET)

tax (RET) bill of \$8,180—\$7,528 more than RETs paid by Alabama's homeowners. The overall distribution remained roughly unchanged since 2014, as the composition of the top and bottom ten remained the same. The map [above] clearly illustrates that the highest property tax states are found in the Northeast while—with the exception of Texas—southern states boast the lowest RET bills for their resident homeowners." <http://bit.ly/2kteBTo>

■ *Bloomberg*, Jan. 26, 2017. "Flipping houses became so popular just before the crash that it nearly defined the market conditions of that period, and now it's back. According to Trulia, home flippers accounted for 6.1% of home sales in 2016, which is the highest it's been since its glory days in 2006 at 7.3% of sales." <http://bit.ly/2kxrdNa>

■ *Bloomberg*, Jan. 27, 2017, www.nreionline.com. "China's escalating crackdown on capital outflows is sending shudders through property markets around the world. Less than a month after China announced fresh curbs on overseas payments, anecdotal reports from realtors, homeowners and developers suggest the restrictions are already weighing on the world's biggest real estate buying spree. While no one expects Chinese demand to disappear

anytime soon, the clampdown is deterring first-time buyers who lack offshore assets and the expertise to skirt tighter capital controls." <http://bit.ly/2jpsXmU>

■ Case Shiller, Jan. 30, 2017, www.builderonline.com. "Home prices continued rising in November, according to the S&P CoreLogic Case-Shiller Indices, out Tuesday morning. The S&P CoreLogic Case-Shiller U.S. National Home Price NSA Index, covering all nine U.S. census divisions, reported a 5.6% annual gain in November, up from 5.5% the prior month. The 10-City Composite posted a 4.5% annual increase, up from 4.3% the previous month. The 20-City Composite reported a year-over-year gain of 5.3%, up from 5.1% in October." <http://bit.ly/2kdayM2>

■ Paul Bubny, Feb. 16, 2017, www.globest.com. "The fourth quarter of 2016 represented the 19th consecutive three-month period of growth in the hotel construction pipeline, Lodging Econometrics said Thursday. On a year-over-year basis, the Q4 pipeline of 4,960 projects and 598,688 keys represented a 12% increase in the number of projects, while the number of rooms was up 10%. It's a far cry from the cyclical bottom of 2,720 projects

continued on next page

REAL ESTATE NOTES, continued

and 331,129 keys reported in Q1 2012.”
<http://bit.ly/2kR7eFN>

■ Jeffrey Mario, *www.redfin.com*, Feb. 16, 2017. “The median home sale price increased 7.0 percent in Jan. to \$261,100, continuing a trend of steady annual growth. Home sales were up as well, increasing 5.6 percent compared to last year despite mortgage rate uncertainty and a continuing inventory crunch.” <http://redf.in/2IDcII0>

■ *www.builderonline.com*, Feb. 15, 2017. “Metrostudy, a Hanley Wood company, announced Wednesday that its national RRI (Residential Remodeling Index) Activity Index reaching a new all-time high of 106.1, which also represented a healthy increase of 4.5% from one year earlier. The index has now seen nineteen consecutive quarters of year-over-year gains since 2011, the bottom of remodeling activity nationwide.”

■ *www.builderonline.com*, Feb. 22, 2017. “Existing-home sales stepped out to a fast start in 2017, surpassing a recent cyclical high and increasing in January to the fastest pace in almost a decade, according to the National Association of Realtors. All regions except for the Midwest saw sales gains last month.” <http://bit.ly/2lxl6X4>

■ *www.builderonline.com*, Feb. 23, 2017. “When renovating a kitchen for a family in Indiana, designer Susan Brook knew that storage would be important, says Carol Crotta in the Arizona Daily Star. The family asked that every inch be utilized for maximum storage. Corner drawers were one of the solutions. The pull-out angled drawers house everything from items like tea towels to large pasta pots.” <http://bit.ly/2mgdZ5e>

■ Ben Lane, *www.housingwire.com*, February, 2017. **Editor’s Note:** This is scary but should be read.

“The federal government will continue investigating whether foreign buyers are using high-end U.S. real



■ *www.nreonline.com*, March 16, 2017. “The unusual building was once home to the Longaberger Company, a direct sales business best known for its picnic baskets. Completed in 1997, the 180,000-square-foot basket cost \$32 million to build, a pittance for a company that once boasted sales of \$1 billion. Including fees, the total amount owed is a bit more than \$700,000, considerably less than its estimated worth. The building is currently on the market for \$5 million or about \$28 a square foot.” <http://bit.ly/2nPMgIn>

estate to launder money after an expanded investigation found that potentially illicit activity is behind as many as one in three cash purchases from foreign buyers in select markets.” <http://bit.ly/2mm0m7B>

■ Ellen Sheng, *www.forbes.com*, March 2, 2017. “Chinese buyers are flocking to Seattle after Vancouver, a former favorite of those looking to invest in property abroad, imposed a 15% tax on foreign investment. Chinese buyers made up less than 25% of buyers in 2014, 35% in 2015 and about 50% or more in 2016 in the most popular neighborhoods.” <http://bit.ly/2lvFY4h>

■ *www.hotelnewsnow.com*, March 2, 2017. In a year-over-year comparison with the week of 21-27 Feb. 2016:

- Occupancy: +2.3% to 65.6%
- Average daily rate (ADR): +3.7% to US\$124.37
- Revenue per available room (RevPAR): +6.1% to US\$81.56

■ *www.builderonline.com*, March 8, 2017. “ATTOM Data Solutions, Irvine, Calif., on Thursday released its 2016 Year-End U.S. Home Flipping Report, which shows that 193,009 single family homes and condos were flipped—sold in an arms-length transfer for the second time within a 12-month period—in 2016, up 3.1% from 2015 to the highest level since 2006, when 276,067 single family homes and condos were flipped.” <http://bit.ly/2mMwj9j>

■ *www.builderonline.com*, March 8, 2017. “According to the Mortgage Bankers Association’s (MBA) Weekly Mortgage Applications Survey (for the week ending March 3), the average loan size for purchase mortgage applications reached \$313,300. HousingWire staffer Ben Lane reports on this figure, which is the highest since the MBA began conducting this survey in 1990.” <http://bit.ly/2mMyk5b>

Better Together
NCRAAO/KCAA CONFERENCE

June 18 – 22, 2017 • Wichita Marriott

First Name: Last Name:

Address: City, State, Zip

Employer: Phone: Email:

REGISTRATION SELECTION

Registration includes: Monday night reception, silent auction & entertainment, Tuesday lunch, Tuesday evening meal and entertainment, Wednesday lunch, Wednesday night meal & banquet, and all education seminars.

Full Registration:

\$260 \$280 after May 15
RSVP for the events included with registration (No additional charge)
Monday night silent auction & entertainment
Tuesday night dinner & entertainment
Wednesday night banquet & entertainment

Education Only:

\$ \$50 for each 1 1/2-hour session, \$100 for each 3-hour session & \$200 for 6-hour session
(add \$10 for each session for registration after May 15)

\$ 75 Golf Tournament: Monday, June 19, fee includes 18 holes of golf and lunch. Sand Creek Station, 920 Meadowbrook Dr., Newton, KS. Pairings request (if any):

\$ 20 Fun Center Outing, Monday, June 19

\$ = Total Registration Fees

Additional Tickets:

\$ 20 Monday Fun Center
\$ 25 Monday night silent auction & entertainment
\$ 50 Tuesday night dinner & entertainment
\$ 40 Wednesday night banquet & entertainment
\$125 All four events

\$ = Total Additional Tickets Amount

\$ = Grand Total Fees (Registration & Additional Tickets) Please mail payment, payable to NCRAAO '17, with your registration form to: KCAA, PO Box 988, Meade, KS 67864

Indicate Your Education Choices Below:

Tuesday, June 20

- 10:00-11:30 am Effective Use of Ratio Studies
10:00-11:30 am Fee Simple Valuation & Property Rights Issues for Commercial Property
1:00-2:30 pm or 3:00-4:30 pm Advantages of Auctions vs. Traditional Real Estate Transactions
1:00-2:30 pm or 3:00-4:30 pm Valuation of Tiny & Unique Homes
1:00-4:30 pm Ks. Director's Update-Ks Property Valuation Division

Wednesday, June 21

- 8:00-4:30 pm Valuation of Hotel/Motels
8:00-11:30 am The 3 R's of Basic Legal Descriptions (reading, writing, & arithmetic)
8:00-9:30 am or 10:00-11:30 am Calibrating Your Residential Depreciation Schedule
1:00-2:30 pm or 3:00-4:30 pm Conducting a Cap Rate Study
1:00-2:30 pm or 3:00-4:30 pm Promoting Your Office

Hotel Reservations

Use link at:www.kscaa.net/conferences or make directly with hotel:

Wichita Marriott Hotel
9100 Corporate Hills Drive,
316-651-0333 or 800-610-0673
\$125.00 room rate includes breakfast