



APPRAISING THE PLAINS of Kansas



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Congratulations, New RMA's!

Above (l-r): Ronald Tidwell, Janae Robbins, Jama Hyde, Mitchell Shaffer and Matthew Willard.

Six RMA's were presented with their pins at the KCAA Annual Business Conference. Congratulations to Tanya Gambrill, Janae Robbins, Mitchell Shaffer and Matthew Willard—all from Wyandotte County; Jama Hyde, Miami County; and Ronald Tidwell, Sedgwick County, on receiving their designation. With these six, the number of RMA's is now 250.

See more highlights from the conference beginning on page 8.

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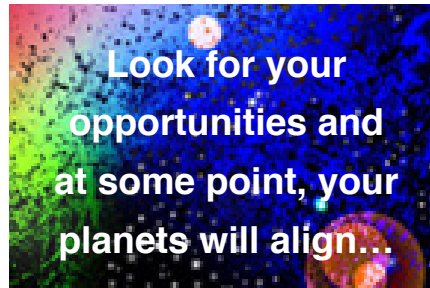
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Have I ever mentioned my theory of planetary alignment? Over the years certain things happen, and when you think about all of the other things that had to fall into place to make this certain thing happen, there is no other explanation than the fact that the planets were in the correct alignment.

After a particularly bad reappointment experience eight years ago, I resolved that there must be some alternate career path for a poor dirt farmer boy from the dusty plains of Kansas. Well, a few years went by and the thoughts of leaving faded into the daily routine. Then, four years ago, I got a call from my commissioners in February. They wanted to do the reappointment early in the year so as to avoid the ugliness of the prior cycle. That made it pretty easy to just cruise along and not think too hard about what else might be out there, although those thoughts were never completely gone.

As this reappointment date approached, I again started to think about finding another job. This time the planets all came into alignment and an



opportunity came my way that allowed me to move on to new and different things.

So, take heart my friends: whatever it is that you desire to do, keep it in your thoughts and don't hide it away. Look for your opportunities and at some point, your planets will align also.

One area in which my planets have always been aligned is my association with all of you. We, as members of KCAA, have become much more than just members of an association. We have laughed and cried, shared victories and defeats, become concerned, caring, and genuine friends. Each of you has made my world a better place, and for that I thank you.

Legislation Finale

By Greg McHenry, AAS, RMA

The last-ditch efforts to get a fixture's exemption for Ash Grove failed, but it was not due to a lack of effort by them or their lobbyist. Most of the key leaders say it's too little too late, though. On the Senate side they seem willing to let the courts determine the case and they don't want to set a precedent for one property. The House remained focused on the sales tax debate and nothing else. After speaking with senators, I think they just wanted to move on, pass a budget/tax plan, and go home.

What could have been a disastrous year has turned out pretty well: dodging another attempt at fixtures exemption, killing the COTA overhaul bill, a good watercraft solution, and getting Rod's bill from last year passed. (See also "Score" on next page.)

County Appraiser Changes

By Rick Stuart, CAE

Every four years the appraiser's appointed term expires, and the latest term ended on June 30, 2013. There are some retirements, very few this year, and several changes. County changes always seem to be cyclical to me. The cycle that I have noticed seems to be every 12 years. I am not saying each appraiser only stays on average 12 years, it just seems a new group of county commissioners are elected and are going to change the world. They later realize there are a tremendous number of statutes in place related to the assessment process and get a feel for the complexity. So, to me, the next 12-year cycle has begun.

This list (see box left) is not all-inclusive as some counties are under Property Valuation Division control or have not appointed an appraiser to date. A large number of counties have hired new appraisers but those are not shown since PVD did not yet have the County Resolutions. As of June 20, PVD actually only had 13 resolutions for the 105 counties. The next newsletter will show all of the appointments.

End of Term Appraiser Changes to Date

County Appraiser	County/Countries
Melinda Latham, RMA	New to Mitchell County
Chuck Latham, RMA	New to Jewell & Osborne counties
Rod Broberg, CKA, RMA	Retired Saline County
Teresa Hattemer, RES, RMA	Retired Jefferson County
Shirley Elhrich, RMA	Retired Geary County
Della Rowley, RMA	New to Geary County
Dean Buttrick, RMA	Retired Doniphan County

KCAA Appraising the Plains of Kansas is a quarterly publication of the Kansas County Appraisers Association. KCAA invites readers to submit articles or topics of interest for inclusion in Appraising the Plains. Send them to Cindy Brenner, KCAA, P.O. Box 988, Meade, KS 67864. Ph. (620) 873-7449. Fax (620) 873-2237. Email: kcaa@sbcglobal.net. Visit KCAA online at www.kscaa.net

Board Meeting Highlights

■ Wednesday, January 23, 2013,
Shawnee County Annex, Topeka

Board Members: Gene Bryan, Mike Borchard, Lori Reedy, Sandra Drake, Dean Denning, Rod Broberg, Greg McHenry, Steve Miles, Barry Porter

Additional Attendees: Mark Hixon, Rick Stuart, Truette McQueen, Jerry Mentzer, Paul Welcome, Cindy Brenner. PVD: Roger Hamm, Bill Waters

Previous Meeting Minutes Approved.

Financial Report given by Cindy.

Treasurer Report: Lisa sent report but unable to print. Her totals matched with Cindy's.

Legislation: Machinery & Equipment—Coffeyville Resources. Four meetings the last two weeks with attorneys and officials from Montgomery County. Montgomery County won at COTA and is confident they will win at the next level. No representative from the Chamber has been present. (*See handout from Greg McHenry.*) Chair of Tax Committee was going to wait for Post Audit, but now it is not appearing that will be the case. Rod brought up it is a tax policy issue that he feels as an association we should only be information providers.

Oil & Gas Guide: No one has heard from anyone from capitol regarding the guide. Personnel from capitol are registered for Oil & Gas classes in Dodge City. Lori reported from meeting this morning. Pads for rigs are commercial (agreement from a meeting this morning). No decision made on the roads and how to be valued. Greg brought up the fact that the Montgomery Co. case has brought up even more; the inconsistencies are apparent. Should this board weigh in on the inconsistencies in valuation?

Rod questioned if there would be any action needed on his part? It

was decided not at this time. KCAA developed a set of numbers to determine the fiscal impact in the state, which has served its purpose. Gene will be sending Cindy a new spreadsheet so that that the statewide total will calculate correctly if you change the 60% amount to something else. The specific county will calculate correctly but the statewide total won't. Hawver's Report states today that Governor's tax bill will eliminate property tax deduction and mortgage interest deduction.

Bill 2042 revised from last year was introduced.

2013 Conference: In Wichita June 3–5 at the Drury Broadview. Cindy will get link for registering online in the next couple weeks.

Education: Do we need to offer a 30-hour class prior to July 1st for people needing hours? Cindy said she would query the group to see if there is a need. See the KCAA website for classes being offered by KCAA.

Other Business:

- **Per Roger Hamm:** Amendment to 19-430, county commissioners can appoint an interim county appraiser for a term no longer than six months. The person would not need to meet the current requirements but would need Director approval.

- **Rick Stuart:** Committee to put together information for submitting KCAA as Chapter/Affiliate of the Year for IAAO. Motion made to appoint a committee to gather the information needed to submit KCAA as a candidate for the "Outstanding Chapter/Affiliate" award from IAAO. Submission deadline is May.

- Janis Lee is gone from COTA. They are actively looking for a replacement.

- Gene read an article about boats being exempt altogether. Gov. Brownback is looking at a phase out by 2016.

Motion to adjourn.

Score!

By Rod Broberg, CKA, RMA
KCAA President

Email message from KCAA President Rod Broberg on Weds., April 17, 2013:

I wanted to relay to you this morning that Hawver News is reporting that the Governor has signed House Substitute for SB 83.

This is a bill that now contains most of what we originally introduced as HB 2042. In the House Tax Committee, the provision for e-mail change of value notices was removed, and our original language to require I&E information be given at the informal hearing was changed to provide that owners of leased commercial property must provide I&E information "within 30 days of the informal meeting" in order to shift the burden of proof back to the county.

The bill also changes the escaped tax language to remove the mathematical miscalculation language and make it possible for us to collect the tax on improvements that have been missed. This bill also contains language that lowers the assessment rate on watercraft from 30% to 11.5% in 2014 and to 5% in 2015. PVD will be addressing the workings of this new language at our conference in June.

I want to extend a big thanks to Greg McHenry, AAS, RMA for guiding this bill on its arduous journey through the legislative process.

I am the last person in the world to be making a sports analogy, but in this case I feel like the kicker on the football team. I kicked the ball and went back and sat on the bench while Greg went in as quarterback, along with Gene Bryan, CKA, RMA; and Paul Welcome, CAE, ASA, RMA, FRICS—and scored!





The Director's Update...

By David Harper, RMA, Director, Property Valuation Division

We are making efforts to publicize our plans of action and solicit input to implement policy and guidelines to best serve appraisers and taxpayers of Kansas.

Thank you to all who attended the recent PVD update held at the 2013 Kansas County Appraiser's Association Business Conference in Wichita. As always, Cindy Brenner and KCAA did a terrific job in organizing the event. At the Wednesday update we summarized many of the items PVD has prioritized to focus on in the upcoming months, and I will take this opportunity to recap the key topics of discussion from the update.

K.S.A. 79-1401 states the director of property valuation shall require at least once in two years the county appraisers of the state to meet with the director of property valuation. To provide for compliance with this Kansas statute while still being cognizant of limits to county and state travel budgets, in November 2011 we began offering two director's updates per year in concurrence with regularly scheduled events, the KCAA and Kansas Association of Counties annual conferences.

While PVD encourages county appraisers to attend each session, we do consider attendance at one session every two years as compliant with the requirements of K.S.A. 79-1401. Since implementing this meeting policy, on average 72% of the counties have been represented at each of the sessions, with only six failing to attend a single update.

In addition to the update, 194 people attended the PVD education sessions on June 4. I applaud PVD staff for creating the new workshops to offer at KCAA, and from the feedback I heard, they were well received. The level of expertise our staff has in their specialized areas was evident, and we are all fortunate to have them to assist in the varied aspects of the appraisal process in Kansas. Most documents from the presentations are now available on the PVD website. PowerPoint presentations are available upon request.

Many of the ongoing PVD projects highlighted at KCAA are in response to the February 2013 Legislative Post Audit, (LPA), "Evaluating the Revenue Impact of Machinery and Equipment Classification and Valuation." Several points made in the 2013 audit are similar to ones made in a 2005 LPA report on property valuation in Kansas, highlighting a lack of sufficient guidance and oversight on PVD's part in some areas, and the need for modifications to compliance procedures. We do not intend to have similar concerns appear in yet a third report without taking what actions we can to improve.

A few items on our list include:

- Direct Responses to Legislative Post Audit on the classification of commercial machinery and equipment
- Revised Revaluation Maintenance Specifications and Compliance Review Workshop (for the January 1, 2015 values)
- 2014 Grain Elevator Guide
- Subsidized Housing Guide Update for 2014
- Statewide database and statewide GIS capabilities
- Update current Registered Mass Appraiser designation requirements (open hearing in fall of 2013)
- Updates to agricultural adverse influence memorandums
- Update to the bed and breakfast memorandum
- Guidelines for uniform application of Land Based Classification Standards (LBCS) Function Codes

There are numerous smaller tasks which will need to be successfully completed in order to finalize these projects. We are very aware compliance with LPA recommendations, state property tax law and policy, and professional appraisal standards frequently present difficult "real world" challenges—primarily how to meet our required duties and maintain high appraisal standards under budget and staffing limitations. Please be aware, implementation of changes should not come as a surprise to county appraisers or taxpayer groups. We are making efforts to publicize our plans of action and solicit input to implement policy and guidelines to best serve appraisers and taxpayers of Kansas.

Many projects will be joint efforts of the appropriate KCAA committees, industry representatives and PVD. Before being applied, many changes will be presented for discussion at open hearings. We know there is seldom a consensus from all interested parties on the correct path to take, but we are doing our best to open all topics to discussion and input from those who choose to be involved and derive the most correct and feasible solutions possible.

By now all counties should be in receipt of their final 2012 Real Estate Appraisal/Sales Ratio Study. Eighteen counties were out of statistical compliance, compared to 27 in the prior year. Each year we continue to encourage counties to take advantage of the informal hearing process. Through the 2012 ratio study informal hearing process, five counties that were out of statistical compliance for the preliminary study were in for the final ratio study. In addition, remember there are no fees to file an informal appeal, while the current fee to appeal the final ratio study to the Kansas Court of Tax Appeals is \$2,000.

PVD certified all state appraised public utility values to the county clerks

Director's Update, continued

on June 14, 2013. Total assessed value increased 3.02% from the June 15, 2012, certification. County clerks have a breakdown by company by taxing unit of the 2013 public utility values. The PVD Public Utility section should be contacted for information on specific state appraised property.

The PVD 2013 Legislative summary was mailed electronically to all county appraisers and clerks on June 20, 2013. It too is available on the PVD website. PVD is planning to release additional training and/or memorandums concerning the destroyed or substantially destroyed homestead tax abatement or tax credit and watercraft valuation and taxation legislation to address common questions.

The next PVD director's update is scheduled to be at the KAC conference being held in Wichita, October 29-31, 2013. We will work with KAC prior to the registration deadline on the process to attend the update only.

Where Does a Retired Kansas Appraiser Move To?

By Della Rowley, RMA, Sumner County

Well, in the case of Gary Post, retired Lyon County appraiser, he moves to Florida. They moved to Florida to be close to their kids and grandchildren. Bev and Gary Post called me on May 16th to let "the appraiser bunch" know that they were moving to Florida. No, they did not give any of us a chance to send them off because they were driving there as they were speaking to me!

They reported they had found a house they wanted, without a two-car garage, but it does have a triple carport, an outside kitchen and lots of other nice features. They believed they were purchasing a 1,700 sq ft home, but when the fee appraisal came in, Gary, being ever the appraiser, discovered the appraisal showed over 2,000 sq. ft. It turns out the local appraiser's office did not have their data correct. Gary says the first year his taxes will go higher just because he bought the darn thing! Kind of funny! Maybe he will do his first appeal from the other side of the desk!

If you want to reach them their address is: 1073 Idylwild Dr., Winter Haven, FL 33881. Bev and Gary are great friends to Dan and I as well as all who knew him while he was a Kansas county appraiser. We wish them much joy and happiness in their new home.



Farewells at North Central Meeting

By Kathy Hansen, RMA, Smith County

On June 19th the North Central had a district meeting at Salina and a sort of goodbye/farewell for Rodney Broberg, CKA, RMA, and Shirley Ehrlich, RMA. We invited some of the already-retired/resigned appraisers from the area to join us. The photo below shows all who were in attendance at the meeting.

◀ **Sharing in the fun**, from l-r: Rod Broberg, CKA, RMA; Terry Ferguson; Bob Lott; Joleen Rankin, RMA; Jim Ruhnke, RMA; and Shirley Ehrlich, RMA.



Attendees at last month's North Central district meeting

New South Central IAAO Officers

Newly selected officers for the South Central Chapter of IAAO are shown below. Congratulations to all!

President: Ronald E Tidwell III, RES, RMA
First Vice President: Todd Reynolds, AAS
Second Vice President: Patrick DeWitt
Treasurer: Vickie Berntsen
Secretary: Norma Steventon-Bierens, RMA

Executive Board:

1-Year Term: Deanna Aspedon, AAS, RMA; Jennifer Archer; and Robert Prine, RMA.
2-Year Term: Chris Morlan, AAS, RMA; and Jack Manion, RES



For more information about the South Central Kansas Regional Chapter of IAAO, visit their website at <http://www.sckiaao.org/>

IAAO Member News

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

20-year Member:

Carl Miller, Stafford County
Judy Wallis, Bourbon County

15-year Member:

Jeffrey Busche, Property Tax Advisory Group, Leawood

10-year Member:

Gary Fisher, Sedgewick County
Kyle Blanz, RES, RMA
Kara Endicott, CAE, RES, RMA, all Johnson County
Jim Hendrickson, RES, RMA, all Johnson County
Larry Hoover, RES, RMA, Johnson County
Melissa Crane, Property Valuation Division
Francine Crome, RMA, Washington County.

5-year Member:

Jennifer Dunsworth, Reno County
Melissa Demler, Lyon County

New Members:

William Carson, Lyon County
Tara Cox, Wyandotte County
Donald Jones, III Wyandotte County
Casie Vallejo, Wyandotte County

Learn more about the benefits of IAAO membership at <http://www.iaao.org/sitePages.cfm?Page=75>

79th Annual International Conference on Assessment Administration

August 25-28, 2013

DeVos Place • Grand Rapids, Michigan



About IAAO

IAAO is an association of more than 7,300 property assessment professionals. Since 1934, IAAO has been the recognized leader and preeminent source for innovation, education, and research in property appraisal, assessment administration, and property tax policy.

KCAA Enhancement Committee Update June 2013

By Chris Molan, AAS, RMA, Sedgwick County; Enhancement Committee Chair

The KCAA Enhancement Committee held their last meeting on 6/5/13, Wednesday morning of the KCAA Annual Business Conference. Currently there are two signed requests that have been submitted to Tyler. The first is KS2012-096: Adding the QuickRef & option to remove the Bar Code on the Change of Value Notice. This is currently in Tyler QA process and should be in the next patch. The other is KS2012-098: Display Sort of Components & Ag Land. This is on the Tyler schedule for later this year, and should be included in the fall patch.

We are working on developing Enhancement requests to Tyler for Statements of Work on the following:

- Income Application & Report Changes
- Ability to develop an Income Model for Manufactured Home Communities
- Ability to sort errors and warnings in a CAMA and Assessment Calculation Reports
- Add an "Undo" Button that functions the same as MS Office applications; removing most recent data changes up to the last saved version of the record.
- Ability to "hot-key" or link to an Orion Record from the Final Value Review program.

We have had several discussions and opinions on developing a new PRC or changing the current one in the past year since I have been the chairperson. The last option presented to us was the implementation of MS Word or a Report Writer in Orion that would allow customization of the PRC at a client level. I discussed these options in more detail with Mark Hublall of Tyler at the Connect Conference. I brought

We should have a mock up of the changes requested to date completed soon for review and comment.

the information back to the committee that the MS Word functionality is limited and additional tokens may have to be developed. The Report Writer would be expensive and technically challenging to use; it is developer-level software. We also do not want a lot of different versions of the PRC being used across the state.

The Enhancement Committee is going to mock up a PRC with the requested changes, including a version with a full-page sketch. There was also a suggestion of developing a "Field PRC" that would have only the data needed for field review, allowing for a larger sketch area. We should have a mock up of the changes requested to date completed soon for review and comment.

There has also been discussion and concern on the functionality of the Orion Sales Ratio Report. We have started an enhancement request that includes the ability to sort by ratio data elements, validity codes, or sales type codes; add the ability to change the axis ranges and adjust the trend lines on Sales Ratio charts; include Market Areas as a Selection criteria; add a "Sales Price per Square Foot" option to the "Select Value & Sale Price" section; add data elements to the Report; include the ability to export a list for use in the ListManager tool; and create the ability to add, delete, or move Ratio report columns, and add additional fields.

Please keep your enhancement suggestions and requests coming.

See Chris Morlan's report on the Tyler Connect Conference in Boston on page 11.

In Memoriam: Betty S. Burckhardt

Reprinted from the Milwaukee Journal Sentinel, May 31, 2013.



Betty Burckhardt

Burckhardt, Betty S. (Née Bohannon) Of Hartford, died on Sunday, May 26, 2013, at the Aurora Medical Center Grafton, at the age of 63 years. She was born on April

23, 1950, in St. Louis, MO, to the late Kenneth and Audrey (nee Aldridge) Bohannon. On March 22, 1974, she was united in marriage to Michael C. Burckhardt in Costa Rica.

She attained the designation of a Certified General Real Property Appraiser. Her career led the family to reside in various places, including Missouri, Kansas, Iowa, and since 2005, Hartford, Wisconsin. For the past number of years, she worked for the Wisconsin Department of Revenue.

She enjoyed traveling to many different places, including Mexico, Spain, Portugal, and Central and South America. She was an avid gardener, and her green thumb produced flowers, tomatoes and peppers in abundance. Music was a lifelong passion, and she rarely missed an opportunity to see her favorite bands in concert.

Survivors include her husband Mike; their daughter Omega and her husband, Eric Heilig of Milwaukee; cherished grandchildren Maxwell and Indigo; brother Kenneth Bohannon and wife Linda, brother David Bohannon and wife Julie; sisters-in-law Kathy Bohannon and Judy Cody and her husband Jim; nieces, nephews, other relatives and many friends. In addition to her parents, she was preceded in death by her brother Larry Bohannon.

Memorial services will be held at a later date. In lieu of flowers, the family requests donations be made to: Women for Women International (www.womenforwomen.org).

Schmidt Funeral Home "A Golden Rule Funeral Home," 629 Cedar St., West Bend, 262-334-2301 www.schmidtfuneralhome.com.

Highlights from the 2013 KCAA Conference

Appraisers from across the state met last month in Wichita for education, entertainment and some friendly competition.

Classes at Annual Conference

By Lisa Ree, RMA, Ellis County

PVD sponsored several education sessions at the 2013 KCAA Conference. The following is a summary of a few of those sessions.

► Hey! How Did You Do That??

Heidi Devore and Rae Schnacker, RMA, presented a session of *Orion Tips & Tricks and New Functionality*. Topics covered included:

- Hotkeys and Shortcuts — for those of us who think the mouse is overrated
- Job Processing — helpful information for centrally hosted counties fighting for server time.
- Versioning — shows the Who, What and When for parcel data saved.
- History Tab — a display of Assessment Tab values by class per year.
- Expandable Header — quick access to reports and an audio recorder.
- CAMA Tree — current and future ways to order item pages.
- Documents Tab — linking photos to the Transfer Tab, the Appeal Tab and Appraisal Tab.
- Build & Compile vs. Clean & Build — what each option does

A complete list of topics discussed in this sessions is online at <http://www.ksrevenue.org/pdf/PVDDirUpd/orion0605.pdf>.

► **The New Functionality of the Revised Query Tool**, presented by Jim Shontz and Mike Hauptman. The latest version of the Query Tool (v3.0) includes five new extracts and one new query.



CRS Extracts option now includes:

- CompSalesExtract – can be used to find parcels that have a final value that does not comply with the +/- 10% model-driven rule.
- FVREExtract – Lists values selected through the Final Value Review Program
- PropExtract – Lists property-level characteristics and value as well as the values on the Final Values Tab.
- SecurityRoleExtract – Lists Orion users & their roles and also security rights assigned.
- SHResBldgExtract – Lists Single Residential Building transfers for the past 5 years.



Standard Query Menu additions include:

- CAMASL – now captures 5 years of sales data and captures validities of 0 & 3.
- OwnerMailAddrOverride – Lists owner's mailing address that has ben overridden on the Ownership Tab.

To see the full list of available extracts and new reports & queries, visit http://orion-app026/kdor_elcama_crs/QueryMenu.aspx.

continued on next page

► **Internet Resources for County Appraisers: Summary of Ag Use**

Websites, presented by Zoe Gehr. This session also included Oil & Gas information.

- Soil Data Mart site: <http://soildatamart.nrcs.usda.gov/>
 - Obtain current version of soil related data.
 - Download basic soil information as well as county soil maps.
 - Sign up to receive notification of updates to soil maps.
- Division of Water Resources: <http://www.ksda.gov/dwr/>
 - Obtain County Appraiser Irrigation Reports, which is updated annually at no cost to the county.
- Open Records Request: http://www.ksda.gov/open_records/id/1

– Kansas Wildflowers and Grasses: <http://www.kswildflower.org/>

- Contains information and photos for 700+ species of grasses, trees, etc., growing in Kansas.

– Kansas Farmer Magazine: <http://farmprogress.com/customPage.aspx?p=83>

- No subscription is required to access the magazine online.

– Kansas Agricultural Statistics: <http://www.ksda.gov/statistics/>

- County & state agricultural data
- Cash rent and land values

– Environmental Working Group: <http://www.ewg.org/>

- Access The Farm Subsidy Database for a specific county.

Kansas Land Values and Cash Rents Release	
2013	PDF
2012	PDF
2011	PDF
2010	PDF
2009	PDF
2008	PDF

More State Features
Current Week's Reports
Kansas Cropland Data Layer
Kansas Ag District Map
Custom Rates
Land Values and Rent
Annual Farm Facts
Other Kansas Links

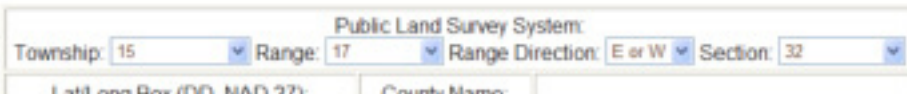
Other educational sessions offered at the conference included:

- Current Version of USPAP in Kansas, presented by Pete Davis and David Harper.
- Director's Update, 06/05/2013: Query Tool 3.0, Orion Tips & Tricks handout, Legislative Update, NRCS & PVD Soild Appeal Procedure. PVD PowerPoint presentations available on request.

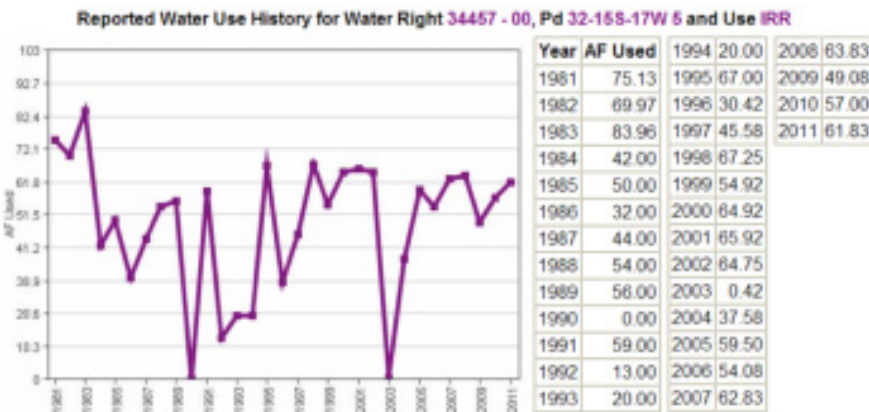
Visit <http://www.ksrevenue.org/pvddirectorsupdate.html> to access available documents.



- Water Information Management and Analysis System (WIMAS): <http://hercules.kgs.ku.edu/geohydro/wimas/index.cfm>
 - Can be used to obtain additional irrigation information. You have the ability to search WIMAS using Sec-Twp-Rng



Among the information available is an option to “Graph Water Use History”:



– Kansas Water Well Completion Records: <http://www.kgs.ku.edu/Magellan/WaterWell/index.html>. Allows access to well depth

T-R-S	Owner	Well Depth Ascend. Desc.	Static Water Level Ascend. Desc.	Est. Yield Ascend. Desc.	Well Use	Other ID	Action Taken	Completion Date Ascend. Desc.	Scan?
Sec. 36 NW NE SW	Rec. Albert	483 ft.	185 ft.		Domestic		Constructed	16-Jan-2006	PDF



1st Flight, 1st Place Team: Mark Hixon, Anna Porter, Blake Porter and Barry Porter



2nd Flight, 1st Place Team: Greg McHenry, Philii Dudley, Bruce Hardesty and Sandra Drake



2nd Flight, 2nd Place Team: Jeanie Fraser, Tom Scott, Cindy Wellbrock and Greg Wellbrock



Highest Score Champs: Ryan Michaelis, Jeff Ramsey, Jared Thomason and Jeff Holsapple

2nd Annual Timothy Hagemann Memorial Golf Tournament

By Melinda Latham, RMA, Mitchell County



Longest Drive Winners: Bruce Hardesty and Sandra Drake



2nd Flight, 3rd Place Team Member: Ken Hitt

Forty of our finest played golf at the beautiful Auburn Hills Golf Course for the 2nd Annual Timothy Hagemann Memorial Golf Tournament. It was a beautiful day for golf and great scores were turned in.

Trophies:

1st Flight: 1st Place – Barry Porter, Anna Porter, Blake Porter and Mark Hixon
 2nd Place – Mike Borchard, CJ Cramp, Bill Jones and Todd Wilson
 3rd Place – Chuck Latham, Mike Montoya, Sean Robertson, Steve Thompson

2nd Flight: 1st Place – Sandra Drake, Philip Dudley, Bruce Hardesty and Greg McHenry
 2nd Place – Jeanie Fraser, Tom Scott, Cindy Wellbrock and Greg Welbrock
 3rd Place – Della Rowley, Dan Rowley, Bob Lott and Ken Hitt

Highest Score Champions: Ryan Michaelis, Jared Thomason, Jeff Ramsey and Jeff Holsapple

Hole Prizes: Sandra Drake – Women’s Longest Drive on #10
 Bruce Hardesty – Men’s Longest Drive on #10
 Barry Porter – Closest to the Pin on #7
 David Harper – Longest Putt on #9



A big **Thank You!** to our sponsors: Thomson Rueters, Apex, Kimble Mapping, Mike Montoya, Computer Information Concepts, The Sidwell Company, Oxy and R&S Digital. We couldn’t do it without their help each year.



Presidential Citation

KCAA President Rod Broberg (right) presented Greg McHenry, AAS, RMA, with KCAA’s Presidential Citation. Greg was recognized “for meritorious service as lobbyist for the Kansas County Appraisers Association in the 2013 legislative session.



Scene from the Annual Conference

Trying to answer the age-old question, how many appraisers does it take to ride a bike? Or, perhaps, demonstrating how appraised values are selected on the Wheel of Values?

Those attempting to answer these questions from are (l-r): Greg McHenry, RES, RMA, Riley County; Lance Leis, RMA, Harper County; Steve Bauman, RMA, Shawnee County; Steve Miles, RMA, Douglas County; and Vickie Bainter, Norton County.

Bowling for Fun and Dollars

By Trudy Kamphaus, Cowley County

Kicking off the annual KCAA conference on Sunday evening May 5th was the bowling extravaganza at Seneca Bowl! Special thanks to our sponsors APEX, TEAM Consulting, and Postal Presort as well as Rick Stuart, CAE, and Kim Lauffer, RES, RMA, for their help.

We had 21 participants from around the state with some bringing their own balls and shoes for a serious competition, and others trying it pretty much for the first time. Participants enjoyed a light sandwich buffet before dividing into teams for their evening fun.

A dollar was awarded to each person who succeeded in getting a



Winning Bowling Team: Jim Lampe, Sandra Drake and Barb Ferguson

strike for a total of \$91 being distributed. Several spectators also provided a receiving line of “high fives” and congratulations.

The winning team consisted of Bob Lott; Jim Lampe; Sandra Drake, RMA; and Barb Ferguson bowling a 587. High Individual score went to Bruce Wright with a 209, and low score went to Vicki Bainter. A great time was had by all, and we look forward to having everyone (and, hopefully, a few more) back again next year.

I would also invite any comments or suggestions on ways that we might improve the event.



Vicki Bainter (low score) and Bruce Wright (high score)



Some of the many bowlers looking for a strike and their dollar.



Conference attendees pause for a picture ▶



◀ Ed Flentje was among the presenters at this year’s conference

Report on 2013 Tyler Connect Conference April 28–May 1, 2013

By Chris Morlan, AAS, RMA
KCAA Enhancement Committee Chair

I am grateful to have had the opportunity to attend this year’s Tyler Connect conference at the Hynes Convention Center in Boston, Mass. The opening session on Monday was presented by Tyler President and CEO John Marr Jr. He spoke about this being the 75th anniversary of the company that started as CLT. He said there were 2,200 clients-users and 320 Tyler staff participating at this year’s conference.

The first Orion session after the opening session was on General Appeal Packets. This functionality came to be as an enhancement from Kansas and has now been rewritten to the current General Appeal Packet, largely based on the Johnson Co. Commercial Appeal Packet. It allows for multiple packet types that can require some reports to be included but still allow some customization at the user level.

The second session was on Mobile Office Integration. The current integration requires 75–80 steps in 12 different tasks and uses three different import processes to get data from Orion’s CRS database to Mobile Office. It now takes two tasks to complete, uses production data, and no separate processes are required to put data back into Orion. The new integration imports the updated CAMA data and performs some field level validations, imports any new photos taken in Mobile Office, and imports any new or updated Apex sketches done with Mobile Office. But this does not update Item Page information based on a new or updated sketch. The demonstration was using a Microsoft Surface device.

The next session was on ArcGIS Server integration. It reviewed the basic functionality of the new Map Viewer. Then we were shown some of the new functionality with the ListManager Import, printing the Comparable Sales

continued on next page

Tyler Connect Conference, cont.

map and from Pictometry.

The final session for the day was on Orion's Existing Functionality. A review of Job Chaining and Message Variables was done. Then the discussion was on using Tyler Community. This is where new knowledge documents and announcements are posted. The Orion Dashboard is not being updated any longer and can be "turned off" through security.

The first session on Tuesday was "eFiling." An electronic filing process for Homestead exemptions in Texas was demonstrated. Applicants must complete the form and attach an image of their driver's license and vehicle registration form by state statute. Some other jurisdictions are using a PDF Fillable Form as an option; others are allowing the filing of personal property by email or a portal.

The second session of the day was titled "Future Development Discussion." It was a discussion about possible future "major projects" and their cost/benefit. Tyler is working to leverage CRS and asked for suggested changes or issues. It was suggested that all of the separate Exempt Code tables could be merged into one table, add the ability to run the "Clean" by selected year(s), and adding some additional fields to the data available in CRS.

The Orion Public Access functionality was discussed next. A current consideration is for better replication as the site is down during the replication process. It was suggested it needs to be more customizable, and being able to allow online scheduling down to the appraiser level would be a nice increase in functionality.

Then we were asked what we wanted to see in Mobile Solutions. It was stated a nice, light-weight handheld device with as big a screen as possible that handled glare well was what most wanted. It needs to have a good camera and would be best if it would work with a Disto Laser Measurer for sketching. And an easy upload and download process, which has been worked out well now, as was shown in Mobile Office integration session.



2,200 clients-users and 320 Tyler staff participated at this year's conference in Boston

The ability to have thumbnail images of documents on the Documents tab was discussed, as well as needing the ability to delete documents, not just make them obsolete.

The Marshall Swift Multiple Value Platform (MVP) is the new "black box" engine, built on newer technology and is intended to provide more information on the cost elements of the property. Tyler will start with the commercial engine first, then move to the residential. It will probably be late 3rd quarter or 4th quarter of this year before Tyler begins work on it.

We requested Tyler add an "Undo" button to Orion that would function the same as the Undo button in the MS Office products. We requested again the "View Only" format/look be changed from a gray text on gray background. Tyler staff said they would look at this, but it would be a large effort to make the "View Only" different than an "Inactive" record, but should be able to change it on both to something that has a better contrast and is easier to read.

The third session was Orion Online. Orion Online is Tyler's hosted environment for Orion. This session covered the benefits/cost saving, what is included, disaster recovery, server/SQL backups, and server maintenance. Some of the noted benefits are it is simple, scalable, accessible, server software and hardware updates, backups, and disaster recovery.

The next session was Client Case Studies—Mass Item Page Import and ListManager Action updates. It reviewed the mass update options of ListManager Action Options & Mass Item Page Imports (MIPI).

The fifth session of the day was on Specialized Comp Sales, presented by Jean Hostetler, senior business analyst. This was an overview of Commercial Comparable sales by Building

and by Unit. She briefly reviewed a project that Johnson County, Kan., did for commercial condominiums, since they had an adequate number of sales. She then discussed the "by unit" approach and how it could be used for apartment units, square feet, or number of rooms for a hotel/motel. An advantage to this method is one comparable sales report and one comp sales value is determined even if a property has multiple buildings; but disadvantages are mixed-use properties may not be handled well and it does not solve issue with a sale that consists of multiple properties.

Jean showed she did an analysis on an internal site with 81 apartment sales and compared the building and unit methods. The unit method produced the more reliable results. She went over the suggested steps for setting up commercial comparable sales.

A remaining issue is that of multi-parcel sales. There is not a programmatic Orion solution at this time, but a suggested workaround is to create CAMA fields for summary data and capture those in sales history.

The first session on Wednesday was on Workflow, presented by Alan Collins, senior software developer. He stated he would like to improve the Workflow functionality, but he needs input from users as to what is needed and wanted by them.

He reviewed the current functionality of Workflow as a defined set of "Steps." Steps are user instructions, not automated processing. Each Workflow queue can define what tab to open on, it's own business process and default Item Status. Queues can be assigned rights to specific users or User roles to add new items, only access and work an item, and the ability to delete an item. Users can be assigned to multiple queues, and queues can be sorted and filtered. The primary focus of Workflow

Items is to work with Documents, but it is not required. Items are tied to properties. A comment box is available to note what was accomplished per task.

The Workflow item window is a floating window that does not block the main Orion window. You can load the record in Orion by clicking on the Quickref ID in the Item window. Items track their progress through the Workflow queues on status changes, Item assignments, and the current queue. It is accessible from the "View History" button on every item. Workflows will show on the Summary page in a future patch. Users requested that email notification be added and that some automating processing should be available and added to have Workflow be more beneficial to the clients.

I was not able to attend the final session on Wednesday as I had to leave to catch my flight home. It was on New Functionality in Orion. The slides show they went over the Selectable Photo on the Comp Sheet, the ability to import a list of QuickRef IDs in ListManager, the ability to reorder components on the CAMA tree, additional filters for Group Appeals, Secured Owners, and appraisal cards as separate PDF files. Some noted upcoming functionality is Primary Photo Flag in CRS, Mass Add lender codes, non-standard legal description search, and search capability for user selected comparables.

Again, I appreciate the opportunity to attend the 2013 Tyler Connect Conference and hope you find this report beneficial.



Find current or past issues of Appraising the Plains online <http://www.kscAA.net/newsletter-2/>



Chuck Latham, RMA

Meet Chuck Latham, RMA New Appraiser for Jewell & Osborne Counties

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

I started my career with Saline County as the cartographer in 1987 as a temporary job. After a staff member took retirement in the appraisers office, I was given the opportunity to take that position. I then worked my way up through the ranks to assistant appraiser and remained until

June of this year, when I accepted the position of county appraiser for Jewell and Osborne counties.

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

I wanted to be a farmer when I was a youngster, but found out that the hours were not to my liking. I then wanted to be a draftsman and went to school to do that. Computers pretty well did away with that, so I tried surveying as an instrument man. GPS has done away with most of that, so I went into business with my Father fixing TV's. Wal-Mart did away with that, so here I am.

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

Legislators would quit trying to "fix it."

What persons have had the most effect upon your personal and professional life?

My parents have had the most effect on my personal life. They raised me to be who I am. My professional life has been most affected by Rod Broberg, CKA,RMA. He has been my mentor for the last 26 years and I will miss having him to lean on.

What personal and professional goals do you have for yourself?

My professional goal is to be the best appraiser I can be and provide good service to my new employers. My personal goal is to be a good husband and father and maybe get my golf handicap under 5.

What are your hobbies and ways you like to spend your spare time?

I like to play golf during the summer.(Nothing like adding a little frustration to your day!) I like to hunt coyotes during the winter months. (I just don't get enough butt chewings at work, I guess.)

Upcoming KCAA Classes...

RMA Residential Review	July 30-Aug 1	Topeka
Residential Quality, Condition & Effective Age	Sept. 4-5	Manhattan
Valuing Mobile Home Parks	Sept. 6	Manhattan

See full list of classes at <http://www.kscAA.net/kcaa/13education.htm>

County's New Web Feature Allows Property Search At A Click

By DOUG CARDER, Ottawa Herald staff writer, 5/27/2013. Reprinted with permission

It's about efficiency—both for county residents and employees.

People can find out just about anything they want to know about a piece of property in Franklin County through the parcel search feature on the revamped website of the Franklin County Appraiser's Office.

Franklin County recently launched its new website—www.franklincoks.org—and the county appraiser's site can be found under the "Departments" tab at the top of the page.

On the county appraiser's website, users will find ready-to-print maps, parcel search, parcel mapping, GIS Express, and tax search features.

- GIS [Global Information Systems] Express provides the user with a fast and easy means to locate a property of interest, map it and print associated appraisal data, according to the appraiser's site. A person does not have to know anything about Geographic Information Systems to use it. Simply type in a name, an address or a parcel number—any of those three choices will generate a map—produced with satellite imagery—of the property, along with information about the property, including its assessed valuation, tax information, ownership, legal description, zoning and other data. Users can zoom in or zoom out on the property, similar to Google maps.

"GIS Express is a fast way to look up an aerial picture of the property, through an address or parcel number or owner's name," Philip Dudley, county appraiser, said. "It also provides you with information about that property."

- Parcel Search provides real estate information, printable county appraisal documents and other data, according to the website. The search results interact with the GIS map and the tax search feature via active links, the website said.

Two search levels are available. Level one is the public search, which

“We want our site to be as customer friendly as possible, and we're also open to suggestions on how to make the site better.”



displays limited information. For more information, call the county appraiser's office, (785) 229-3420. The office is located in the Franklin County Courthouse, 315 S. Main St., Ottawa. The second search level requires secure access, is for certified appraisers and has a user fee. To become a registered user, call the appraiser's office.

- Tax Search includes current and the previous year's tax information. The search results interact with the GIS map and the Parcel Search information with active links.

- Parcel Mapping provides an "interactive mapping environment utilizing ESRI's ArcGIS Server technology. The map incorporates robust search functions and a wide array of printing formats," the website said.

- Ready-to-Print Maps also are available in PDF format. Maps include road, zoning, ownership, flood plain, city street maps for all the communities in the county, U.S. Department of Agriculture soil productivity, school districts, fire districts, water districts, cemetery districts, county commission districts, county voter precincts, City of Ottawa voter precincts, state House and Senate districts and an eight-county road map that includes Franklin, Anderson, Coffey, Douglas, Johnson, Linn, Miami

and Osage. Paper maps can be purchased, and the price list is located in the map portion of the page.

"The parcel search is the most popular [feature on the site], followed by the maps," Dudley said.

The site also explains the role of the appraisal office.

"One of the most common misconceptions about our office is that people think we set the taxes, and that's not accurate," Dudley said. "The tax levies are set by city, school, county [elected boards and commissions]. We appraise the property, but we don't set the mill levy."

The site features all types of appraisal forms in a printable format.

"Our goal is to be a one-stop shop," Dudley said. "We want our site to be as customer friendly as possible, and we're also open to suggestions on how to make the site better."

Dudley said he has heard positive feedback about the site from real estate agents, title companies, Ottawa and Wellsville city officials and numerous other businesses and individuals.

The move to put more information online fits in with the department's mission statement to provide "the best information to the county by utilizing technology and continuing to make the most efficient use of the resources provided," according to the website.

In the past, if business clients

Franklin Co. website, cont.

needed a copy of a sales comparison sheet, for example, the appraiser's office would have to pull the property record card, print it and either fax or mail it to the individual, or hold it for the person to come pick up at the office, Dudley said.

"Now, they simply email us their request, we create a PDF file and email it back to them," Dudley said. "It's a lot quicker."

By putting as much information on the site as possible, people can find the information they want from their home or office, and do not have to call or make a special trip to the courthouse during business hours, Dudley said.

"I've had people tell me they wish other counties would put this kind of information online," Dudley said. "It's used by home and business owners, title companies, insurance agents, government officials, real estate agents, farmers, attorneys and private appraisers—those are just a few examples. It's an easy way to look up information about your property or another piece of property."

Dudley said he thinks other counties might not put the information online because they don't want to make it that readily available or the county does not want to invest in the technology. That's not the case in Franklin County, he said, which has made the investment to allow his office to become as user friendly as possible.

"More people are going online to get information they used to call us to get or come into the office to get," Dudley said. "The foot traffic in our office has dropped dramatically, and the calls have been cut by 50 percent. That frees up our staff to do other work, so it's more efficient [for customers and staff]. It's a win-win."

The appraiser's office will continue to tweak the site to make it easier to use, Dudley said.

"I think it's important for the information to be accessible online," Dudley said. "Not only from the standpoint of making it more user friendly, but also because we want to be as transparent as possible."



Oil Notes of Interest

By Rick Stuart, CAE

■ *USA Today*, March 27, 2013. Okay, now this will start more discussions. "In the journal *Geology*, a team lead by geophysicist Katie Keranen of the University of Oklahoma suggests sensor readings point to the November 6, 2011, earthquake's tremors as originating in the same shallow rock layers that are also home to nearby abandoned oil wells, ones used to dump waste fluids. A response released by the Oklahoma Geological Survey, a state agency, concludes the quake was not due to wastewater injection in the oil wells disrupting a fault, but the result of natural causes."

■ Alyssa Arkowitz, *The Wall Street Journal*, April 26, 2013. The Texas oil executives are back! Oil execs are purchasing high-end homes looking for location and ample outdoor entertainment space. One real-estate agent in Houston stated, "We can list a house and in two hours have an offer." Some homes have sold for as much as 10% above asking price. Houston, San Antonio and Dallas are all reporting this same type of activity.

Houston: Median sale price \$172,000, homes of \$1 million or more, prices up 24% as compared to 2011.

San Antonio: Median sale price \$156,900, homes of \$500,000 or more, prices up 12% from 2011.

Dallas: Homes in the \$1 million and above range, up 10% from last year.

■ Kris Maher, *The Wall Street Journal*, April 29, 2013. Pennsylvania implemented an impact fee on all natural-gas drilling and in 2011 received \$204 million and has distributed much of that to counties based on their population and the number of wells drilled that year. One county received \$3.1 million.

■ Katy Stech, *The Wall Street Journal*, May 1, 2013. One of the 211 nationwide ethanol plants will soon be torn down. Even though the price of corn has come down and thus making

gas production costs less, the profit margins remain low. The New Energy Corp. was sold after bankruptcy and was purchased to be dismantled for scrap value. The plant, located in South Bend, Ind., opened in 1984 and was the nation's first major ethanol plant.

■ *USA Today*, May 3, 2013. Bismarck, ND: "The Senate has approved a bill that provides more than \$1.1 billion to help oil patch communities and surrounding areas deal with rapid development. The bill provides state funding for such things as road repair, law enforcement, schools and hospitals."

■ Steve Hargreaves, *www.money.cnn.com*, May 8, 2013. Very interesting headline: Oil companies target America for investment. This article talks about the large oil companies selling a large share of their overseas operations to invest in the North Dakota and Texas operations. Interesting and enlightening article. <http://money.cnn.com/2013/05/08/news/economy/oil-companies-america/index.html?iid=Lead>

■ *The Associated Press, Odessa American*, May 28, 2013. "One of America's corporate giants is investing billions of dollars in the new boom of oil and gas drilling, or fracking. General Electric Co. is opening a new laboratory in Oklahoma, buying up related companies, and placing a big bet that cutting-edge science will improve profits for clients and reduce the environmental and health effects of the boom." GE has invested more than \$15 billion in the past few years.

Odessa American, Keith Johnson & Russell Gold, *The Wall Street Journal*, June 13, 2013. "U.S. crude-oil production grew by more than one million barrels a day last year, the largest increase in the world and the largest in U.S. history."

Public Relations Corner

By Dianna Carter, RMA, McPherson County



The Importance of Proofreading

Since our offices send things out to many taxpayers and media outlets, I thought it might be nice to look at some proofreading tips.

You probably already use some of the strategies discussed below. Experiment with different tactics until you find a system that works well for you. The important thing is to make the process is systematic and focused so that you catch as many errors as possible in the least amount of time.

► Don't rely entirely on spelling checkers. These can be useful tools, but they are far from foolproof. Spell checkers have a limited dictionary, so some words that show up as misspelled may really just not be in their memory. In addition, spell checkers will not catch misspellings that form another valid word. For example, if you type "your" instead of "you're," "to" instead of "too," or "there" instead of "their," the spell checker won't catch the error.

► Grammar checkers can be even more problematic. These programs work with a limited number of rules, so they can't identify every error and often make mistakes. They also fail to give thorough explanations to help you understand why a sentence should be revised. You may want to use a grammar checker to help you identify potential run-on sentences or too-frequent use of the passive voice, but you need to be able to evaluate the feedback it provides.

► Proofread for only one kind of error at a time. If you try to identify and revise too many things at once, you risk losing focus, and your proofreading will be less effective. It's easier to catch grammar errors if you aren't checking punctuation and spelling at

the same time. In addition, some of the techniques that work well for spotting one kind of mistake won't catch others.

Source: <http://writingcenter.unc.edu/handouts/editing-and-proofreading/>

When you get in a hurry you may decide to skip an important step in your writing process: the proof reading. The following are some actual examples of writings where folks should have taken an extra minute and fixed a couple of things. However, if they had taken that extra minute, we would not be having so much fun right now. So, enjoy these very funny writing mistakes.

- Man Kills Self Before Shooting Wife and Daughter
- Something Went Wrong in Jet Crash, Expert Says
- Police Begin Campaign to Run Down Jaywalkers
- Panda Mating Fails; Veterinarian Takes Over
- Miners Refuse to Work after Death
- Juvenile Court to Try Shooting Defendant
- If Strike Isn't Settled Quickly, It May Last Awhile
- Cold Wave Linked to Temperatures
- Enfield (London) Couple Slain; Police Suspect Homicide
- Man Struck By Lightning: Faces Battery Charge
- New Study of Obesity Looks for Larger Test Group

- Astronaut Takes Blame for Gas in Spacecraft
- Kids Make Nutritious Snacks
- Local High School Dropouts Cut in Half
- Hospitals are Sued by 7 Foot Doctors
- Typhoon Rips through Cemetery; Hundreds Dead

Source: *Proof Reading is a Dying Art These Days! Funny Writing Mistakes*, <http://voices.yahoo.com/proof-reading-dying-art-these-days-funny-writing-6023088.html?cat=60>

The Cost of NOT Proofreading

I read an article recently about a typo that cost the New York City transit system \$250,000 to replace maps that had a typo in the minimum cost of the pay-per-ride card. Paying attention and proofreading are valuable skills in the marketplace. I wondered what other errors might have cost businesses and government agencies money and embarrassment that could have easily been prevented? Here are just a few examples that I found in my research:

► Proofreading errors have been made throughout history. The 1632 edition of the King James Bible left a word out that completely changed the meaning of the seventh commandment when that edition read "Thou shalt commit adultery." The printer was fined for the mistake and all copies of the Bible with the error had to be destroyed.

► Tattoo artists are sometimes sued for negligence in misspellings that are permanently inscribed in flesh. This happens much more frequently than one would think.

Public Relations Corner, cont.

▶ The University of Wisconsin gave its 1988 graduates diplomas that said "University of Wisconsin."

▶ Air Canada used luggage stickers reading "This Baggage Has Been X-Rated at Point of Origin."

▶ Australian Publishing Company Penguin Group had to reprint a cookbook at a cost of \$18,500 because a recipe for pasta called for "salt and freshly ground black people."

▶ In 2010, a Chilean man authorized the production of 1.5 million 50-peso coins that misspelled the country's name as "C-H-I-I-E." The managing director of the Chilean mint was fired once the mistake was discovered. All 1.5 million of those coins remain in circulation to this day.

▶ In June 2010, the gift shop at Australia's Parliament House unpacked a delivery of mugs that had been ordered to celebrate Barack Obama's visit to Australia. The mugs, however, welcomed "Barrack Obama" in large letters. They lost approximately \$2,000 in expected revenue.

▶ A clerical error in 2006 may have cost an Italian airline \$7.72 million USD. They advertised a flight from Toronto to Cyprus for \$39 instead of \$3,900. By the time they discovered the error, 2,000 tickets had been sold and the airline had to honor the price.

Everyone is busy, but slowing down and taking the time to make sure what you are doing is correct is obviously well worth it.

Source: <http://69.195.124.78/~proofth1/2013/03/25/the-cost-of-not-proofreading/>

**Appraiser Jolts Duke's Tax Value**

Despite losing plant, assessment shows value up significantly

By Mike Wright, The Citrus County Chronicle Online, Citrus County, Fla.
Thursday, May 30, 2013

Submitted by Rod Broberg, CKA, RMA, Saline County

CRYSTAL RIVER — No nuke? No problem.

Property Appraiser Geoff Greene added \$1.2 billion in taxable value to the Duke Energy complex north of Crystal River, despite the company's decision this year to deactivate the nuclear reactor. Greene, who announced the Duke assessment Thursday, said the company continues to receive a sizeable financial return on its investment even though the nuclear plant is no longer operational.

He placed the total value at \$3.47 billion. Based on current millage rates, that would increase Duke's 2012 tax bill of \$36 million to \$54.6 million this year. "It's a big number," Greene said.

Greene said he is doing so knowing that Duke will not pay that bill. He said he expects the company to pay the same or less than it paid in 2012—\$19.4 million. The company is suing Greene's office over the 2012 assessments, saying Greene drastically inflated the taxable value of pollution-control equipment installed in 2009. Duke said the equipment should be valued as salvage equipment; Greene said its value is much higher.

Greene this year paid an outside appraiser \$330,000 to conduct on-site inspections of the Duke Energy complex. He said the inspection showed a significant amount of items that were "unreported and under-reported" on Duke's prior years' tax returns.

"My predecessors had no reason not to trust their tax returns," he said. The company also compared Duke's replacement costs of its real property, such as transmission lines and structures, with that of about 175 other utilities.

The assessment also takes into account two prior sales on the Crystal River property—in 2000 from Florida Power Corp. to Progress Energy, and in 2012 from Progress to Duke.

Greene said the new assessed value will be used as evidence against Duke in their legal dispute. Both sides want a judge to determine the company's taxable value to determine if the 2012 payment of \$19 million is too low or just right.

"Duke paid \$36 billion for it in 2012, including \$16 billion for Citrus County," Greene said. "They have it (valued) at \$1.2 billion." Greene said the new assessed value will be used as evidence against Duke in their legal dispute. Both sides want a judge to determine the company's taxable value to determine if the 2012 payment of \$19 million is too low or just right.

Duke spokesman Sterling Ivey said in an email statement that the company is also preparing its reports. "Ultimately, the court system will determine the fair and just value for the 2012 tax year," he wrote. "As we have previously stated, we believe we have filed and paid the fair and just value related to our property in Citrus County."

Greene said the final report, which runs 744 pages, exceeded his expectations. He said: "It's the best appraisal I've ever seen."

You can read more about this case in the Tampa Bay Times:

<http://www.tampabay.com/news/business/energy/independent-appraisal-boosts-citrus-countys-tax-claim-against-duke-energy/2123830>

42 Appraisal Firms Form New Valbridge Property Advisors

Appraisal Institute, March 20, 2013, www.appraisalinstitute.org

Editor's Note: I found this very interesting and would suggest you see if you recognize any of the companies. Any thoughts on why this large combination of firms?

Forty-two U.S. appraisal firms announced March 18 that they now are operating as Valbridge Property Advisors. The new firm is comprised of independent, local-market valuation firms with each office run by the local practice leader who must hold an MAI designation of the Appraisal Institute.

The new firm will specialize in office, industrial, retail, multifamily, hospitality, recreation and other special-purpose property types, and the MAI designation is held by appraisers who are experienced in the valuation and evaluation of these types of properties, as well as by those who advise clients on real estate investment decisions.

Valbridge Property Advisors already reportedly ranks among the top three commercial real estate and valuation advisory services firms in the country, based on the number of senior-level professionals, office locations and staff, with 145 MAI-designated appraisers, 59 office locations and 600 employees throughout the U.S.

The firm is shareholder-owned with a board of directors and officers, including Richard L. Armalavage, MAI, serving as president and chief executive officer. It is headquartered in Naples, Fla.

"Client demand for a strong independent national commercial property appraisal services platform has driven the formation of Valbridge," Armalavage said in a news release. "Valbridge will be able to maximize opportunities for clients by elevating industry standards for accuracy, integrity, reporting and technology in service to current and future clients."

You can read the complete news release and learn more about the company on Valbridge's website: <http://www.valbridge.com/newsandviews.php>

The 42 firms that have combined to launch Valbridge include:

Valbridge Property Advisors | Akron Appraisal Group, Inc. (Akron, OH)
 Valbridge Property Advisors | Allen Brackett Shedd (Bellevue, WA)
 Valbridge Property Advisors | Allgeier Company (Louisville, KY)
 Valbridge Property Advisors | Argote, Derbes, Graham, Shuffield & Tatje, Inc. (New Orleans, LA)
 Valbridge Property Advisors | Armalavage Valuation, LLC (Naples, FL)
 Valbridge Property Advisors | Atlantic Appraisals, LLC (Mt. Pleasant, SC)
 Valbridge Property Advisors | Auble, Jolicoeur & Gentry, Inc. (Spokane Valley, WA)
 Valbridge Property Advisors | Axial Advisory Group, LLC (Williamsburg, VA)
 Valbridge Property Advisors | Barone, Murtha, Shonberg & Associates, Inc. (Pittsburgh, PA)
 Valbridge Property Advisors | Beaumont, Matthes & Church, Inc. (Orlando, FL)
 Valbridge Property Advisors | Bristol Realty Counselors (Boulder, CO)
 Valbridge Property Advisors | Broom, Moody, Johnson & Grainger, Inc. (Jacksonville, FL)
 Valbridge Property Advisors | Bullock Commercial Appraisal, LLC (Lexington, MA)
 Valbridge Property Advisors | C & I Appraisal Services, Inc. (Memphis, TN)
 Valbridge Property Advisors | Cantrell Miller, LLC (Atlanta, GA)
 Valbridge Property Advisors | Cummings Appraisal Group, Inc. (Pasadena, CA)
 Valbridge Property Advisors | Dugger, Canaday, Grafe, Inc. (San Antonio, TX)
 Valbridge Property Advisors | Entreken Associates, Inc. (St. Petersburg, FL)
 Valbridge Property Advisors | Free and Associates, Inc. (Salt Lake City, UT)
 Valbridge Property Advisors | Hulberg & Associates, Inc. (San Jose, CA)
 Valbridge Property Advisors | Italia & Lemp, Inc. (Hartford, CT; Norwalk, CT)
 Valbridge Property Advisors | John Bosworth & Associates, LLC (Charlotte, NC)
 Valbridge Property Advisors | Lipman Frizzell & Mitchell (Columbia, MD)
 Valbridge Property Advisors | Lubawy & Associates, Inc. (Las Vegas, NV)
 Valbridge Property Advisors | Lukens & Wolf, LLC (Philadelphia, PA)
 Valbridge Property Advisors | Mardell Partners, Inc. (Minneapolis, MN)
 Valbridge Property Advisors | Meridian Realty Advisors, LLC (Knoxville, TN)
 Valbridge Property Advisors | Mitchell Appraisals, Inc. (Indianapolis, IN)
 Valbridge Property Advisors | MJN Enterprises, Inc. (Tucson, AZ)
 Valbridge Property Advisors | Mountain States Appraisal & Consulting, Inc. (Boise, ID)
 Valbridge Property Advisors | Paramount Appraisal Group, Inc. (Cary, NC)
 Valbridge Property Advisors | Penner & Associates, Inc. (Fullerton, CA)
 Valbridge Property Advisors | R.K. Barnes & Associates, Inc. (Brentwood, TN)
 Valbridge Property Advisors | Real Estate Appraisers, LLC (Montgomery, AL)
 Valbridge Property Advisors | Ribacchi & Associates (Sacramento, CA)
 Valbridge Property Advisors | Robinson Company (Greenville, SC)
 Valbridge Property Advisors | Roy R. Fisher, Inc. (Davenport, IA)
 Valbridge Property Advisors | Shaner Appraisals, Inc. (Overland Park, KS)
 Valbridge Property Advisors | The Gerald A. Teel Company, Inc. (Houston, TX)
 Valbridge Property Advisors | The Oetzel-Hartman Group (East Lansing, MI)
 Valbridge Property Advisors | Vitale Realty Advisors, LLC (Brookfield, WI)
 Valbridge Property Advisors | Walton Property Services, LLC (Tulsa, OK)

Certified Appraisers at All-time High, Opportunities Coming: Appraisal Institute

Editor's Note: You need to read this carefully. The headline is contrary to what is occurring concerning the number of total appraisers; it is stating certified appraisers are a higher percentage because the number of total appraisers is declining.

CHICAGO (April 9, 2013)—The percentage of appraisers with a state certification is at an all-time high, the nation's largest professional association of real estate appraisers announced today. With more than half of U.S. appraisers aged 51 to 65 the Appraisal Institute anticipates opportunities for new appraisers.

The Appraisal Institute has analyzed the Appraisal Subcommittee National Registry data since 2006 using a consistent methodology, and the long-term trend is clear:

- The number of appraisers continues to decrease at a rate of about 3 percent per year;
- The appraiser population could decrease 25 to 35 percent over the next 10 years due to age attrition and fewer new entrants.

"In spite of a higher level of appraiser qualification overall, the lack of career prospects for trainees and few new people entering the profession are legitimate and serious issues, yet opportunities do exist to reach the next generation and employment options will, in fact, likely be enhanced in the coming years," said Appraisal Institute President Richard L. Borges II, MAI, SRA.

Broader analysis suggests this is primarily due to:

- A sharp and long-term decline in the number of new people entering the field;
- A high rate of future retirements due to the high mean age of appraisers;

While the total number of appraisers has decreased 15 percent since 2007, the data indicates that the appraiser population is more qualified overall.

- Individuals leaving the profession due to challenging business conditions;
- Increasing government regulation;
- Wider use of alternative valuation technologies displacing some appraisers (especially in the residential sector); and
- A potential oversupply of residential appraisers. (Nearly 70 percent of all appraisers focus primarily on residential appraisals.)

While the overall number of appraisers is decreasing, the number of certified general and residential appraisers is on the upswing.

The analysis shows there were nearly 6,000 more certified general and residential appraisers on Dec. 31, 2012 than there were at year-end 2006. For the same period, there was a decline of nearly 16,000 licensed appraisers. About a third of the decline is because appraisers achieved certified status. A large majority of appraisers who left the profession in the past three years were licensed-only appraisers who were either relatively new to the profession or did not pursue certification.

The proportion of certified appraisers to total appraisers was 72 percent at year-end 2006. As of year-end 2012, the proportion was 87 percent; therefore, the proportion of appraisers with a certification is higher than it has ever been. While the total number of appraisers has decreased 15 percent since 2007, the data indicates that the appraiser population is more qualified overall.

Commercial, non-traditional (non-point-in-time) valuations appear to be

a growth opportunity for individuals with advanced analytical, financial and mathematical skills, Borges said. He said that key growth markets might be working with accountants, financial analysts, investors and others on real estate portfolio management/analysis, purchase, lease and investment packaging. He also noted that additional areas of real estate valuation—right of way, conservation easement, taxation issues and litigation support (expert witness testimony)—could provide opportunities for professionals looking to enter the valuation profession.

Reprinted from The Appraisal Institute website:

<http://www.appraisalinstitute.org/newsadvocacy/news/2013/Certified-Appraisers-at-All-time-High-Opportunities-Coming-4-9-13.aspx>

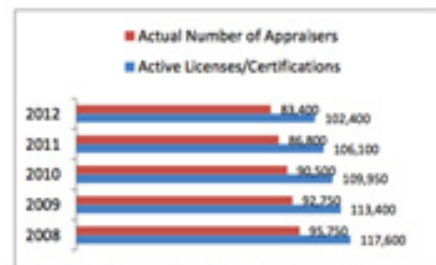


Figure 1 Total licenses/certifications and appraisers

Read more about U.S. appraiser demographics. See The Appraisal Institute's U.S. Valuation Profession Fact Sheet:

http://www.appraisalinstitute.org/newsadvocacy/downloads/fact_sheets/us-appraiser-demographics.pdf



Real Estate Notes of Interest

By Rick Stuart, CAE

■ Cameron McWhirter, *The Wall Street Journal*, March 22, 2013. "Growing demand and tight supplies have pushed up plywood prices by 45% in the past year. Georgia-Pacific, the largest U.S. producer of plywood, is expected to announce plans to invest about \$400 million over the next three years to boost softwood plywood and lumber capacity by 20%."

■ *www.realtor.org*, April 2, 2013. NAR's 2013 Investment and Vacation Home Buyers Survey, covering existing- and new-home transactions in 2012, shows vacation-home sales rose 10.1 percent to 553,000 from 502,000 in 2011. Vacation-home sales accounted for 11 percent of all transactions last year, unchanged from 2011, while the portion of investment sales was 24 percent in 2012, down from 27 percent in 2011, marking the second highest share since 2005.

■ Eliot Brown, *The Wall Street Journal*, April 2, 2013. The leasing of office space remains sluggish as potential renters are showing caution. The national office vacancy is at 17% as compared to 12.5% at the peak of the market.

■ *www.hotelassetgroup.com*, Feb. 10, 2013. "There are several large portfolios that make up a percentage of the product under contract, but there are also many one-off transactions we are handling for lenders, CMBS servicers, banks and financial institutions. We are in the strongest investment window I have seen in my career," commented H. Keith Thompson, principal of Hotel AG. "I was speaking at a hotel conference two weeks ago and watched a presentation on the state of the hotel real estate market and there was not

one single piece of bad news or bad forecast. During my career, I have never seen a more positive outlook and forecast for the lodging industry.

■ *Fore!* say builders active in golf communities. They insist the recent spate of golf-course closings doesn't reflect buyer demand for this lifestyle.

Editor's Note: I found this *Builder* magazine article by John Caulfield on golf courses to be very interesting. http://www.builderonline.com/business/fore-say-builders-active-in-golf-communities.aspx?utm_source=newsletter&utm_content=jump&utm_medium=email&utm_campaign=BBU_041013&day=2013-04-10

■ Robbie Whelan, *The Wall Street Journal*, April 10, 2013. The market is changing fast in some areas of the country. A land broker a year ago could not sell lots for more than \$45,000 in a subdivision about 15 miles from Phoenix. This year the realtor has sold 850 lots, 250 of those for \$96,000 each in

the last 45 days.

■ Maura Webber Sadovi, *The Wall Street Journal*, April 10, 2013. For sale: a hole in the ground. But this is not just any hole. This hole is 76 feet deep and was the start for a 150-story luxury residential tower near Lake Michigan in Chicago. The property was repossessed and the lender hopes to receive \$93 million at auction.

■ Peter Grant, *The Wall Street Journal*, April 10, 2013. CompStak, Inc. is a new company designed to sell real estate data to companies. Data consists of sales information, leases, escalation clauses, landlord concessions and other lease provisions. The fee is currently more than \$20,000 annually.

■ Julie Schmit, *USA Today*, April 22, 2013. More homes are now available for sale. Perhaps the escalating prices in some areas have more people willing to list their home. "Nationally, the supply of homes for sale stood at 4.7 months in February, meaning they'd all sell in that time frame if no new supply were added, the National Association of Realtors says. That's up from 4.3 months the previous month. Generally, Realtors consider a six-month to seven-month supply to be a balanced market between buyers and sellers."

■ Julie Schmit, *USA Today*, April 25, 2013. Zillow reported that first-quarter

Top 10 of worldwide hotel groups as of 1 January 2013
Top 10 des groupes hôteliers mondiaux au 1^{er} Janvier 2013

RANK - RANG	2013	2012	GROUPES - GROUPS	COUNTRY	HOTELS - HOTELS	2013	2012	CHAMBRES - ROOMS	2013	2012	NOMBRE	% EVOL.
1	1		IHG	GB	4 602	4 480		675 982	658 348		17 634	2,7%
2	2		Hilton Hotels	USA	3 992	3 861		652 378	631 131		21 247	3,4%
3	3		Marriott International	USA	3 672	3 586		638 793	622 279		16 514	2,7%
4	4		Wyndham Hotel Group	USA	7 342	7 205		627 437	613 126		14 311	2,3%
5	4		Choice	USA	6 198	6 203		497 023	502 480		-5 437	-1,1%
6	5		Accor	FRA	3 515	4 426		450 199	531 714		-81 515	-15,3%
7	7		Starwood Hotels and Resorts	USA	1 121	1 076		328 055	315 346		12 709	4,0%
8	8		Best Western	USA	4 024	4 018		311 611	295 254		16 357	5,5%
9	9		Home Inns	CHI	1 772	1 426		214 070	176 562		37 508	21,2%
10	10		Carlson Rezidor Hotel Group	USA	1 077	1 077		166 245	165 802		443	0,3%

Source: HIG Hospitality database - March 2013

From Hospitality Trends: <http://www.htrends.com/researcharticle70429.html>, March 4, 2013

home value index was up 0.5% as compared to a 2.1% increase in the fourth quarter of 2012.

■ Randy Drummer, *www.costar.com*, April 24, 2013. “Key players in retail real estate weighed in as the U.S. Senate seemed poised this week to advance the Marketplace Fairness Act of 2013, deeming the measure critical to equalizing the battle for shopping dollars between bricks-and-mortar stores and their large Internet commerce rivals.

“Why should online retailers be able to take advantage of a tax-free situation? We’ve always felt that online and bricks and mortar should be treated equally, Jones Lang LaSalle Retail President and CEO Greg Maloney tells CoStar. It’s something that has been misaligned from the beginning.”

<http://www.costar.com/News/Article/Retail-Real-Estate-Cheers-Momentum-for-Online-Sales-Tax-On-Capitol-Hill/147970?ref=100&iid=333&cid=7918A3A58F4CCADAD83D2484AB7C5D22>

■ Emily Malthy, *The Wall Street Journal*, April 29, 2013. If you work with commercial property, this is a must read. The title is “Warning: Property Foreclosures Ahead—Small companies face balloon payments on their mortgages—and no way to raise the money.”

http://online.wsj.com/article/SB10001424127887323550604578412840972991934.html?mod=googlenews_wsj

■ A.D. Pruitt, *The Wall Street Journal*, May 1, 2013. Apparently, some health-care owners are pulling back from additional purchases and leases on concerns they will be less profitable in an era of steep Medicare and Medicaid cuts.

■ Nick Timiraos, *The Wall Street Journal*, May 1, 2013. Home price increases of 9.3% in February as compared to the previous year, is the fastest rate of increase in seven years.

■ Tim Mullaney, *The Wall Street Journal*, May 3, 2013. The interest rates, after rising slightly in the last few

months, have now sunk to historically low rates. According to Freddie Mac, a 30-year fixed rate loan is now at 3.35% and a 15-year fixed is at 2.56%.

■ Julie Schmit, *USA Today*, May 6, 2013. Lender Processing Services is reporting “home prices in 10% of the nation’s top 200 housing markets have recently hit new peaks or are only a hair away.” Also 24 are within 5% of record peak prices.

■ *www.appraisalinstitute.org*, May 1, 2013. “Appraisers mostly are upbeat about home price increases and generally are becoming more confident about the state of the U.S. housing market, according to survey results released April 24 by Leawood, Kan.-based appraisal management company United States Appraisals.

The survey of 600 appraisers revealed that 55 percent indicated a mildly or moderately strong level of confidence in the housing market while 25 percent said they were neutral.

“Appraisers tend to be realistic, focused on their local markets and unmoved by news stories and national numbers,” Aaron Fowler, president of United States Appraisals, said in a news release. “We believe they provide a good gauge of the status of the housing market. After the last few years, a mildly strong level of confidence shows some definite improvement in appraiser attitudes.”

Around 46 percent of respondents reported seeing a small increase in home values, while 16 percent said values have gone up moderately.”

■ Elliott Mest, *hotelmanagement.net*, May 2, 2013. “Shares of Hyatt Hotels Corp. fell after the Chicago hotel company’s revenue for its first-quarter fell short of Wall Street’s expectations during a slowdown in tour group traffic. According to the Chicago Tribune, the brand’s strong standing with business travelers is being offset by smaller showings from tour groups.”

<http://www.hotelmanagement.net/investment/hyatts-profits-fall-20-percent-amid-lower-group-bookings-20351>

■ *www.hotelnewsnow.com*, May 7, 2013. Guests are paying more for hotel rooms today, but after they’ve checked in managers are struggling to get them to spend more on additional services and amenities, according to PKF Hospitality Research’s Trends in the Hotel Industry report.

Based on a sample of operating statements collected from approximately 6,500 hotels during the trends survey, rooms revenue increased by 6.3% from 2011 to 2012; however, total hotel revenue grew by just 5%.

“To keep control of their meeting and travel budgets, limitations have been placed on the amount conventioners and business people can spend on ancillary services and amenities,” said Mark Woodworth, president of PKF-HR. “We already have seen hotel owners and operators react to this trend by reducing the levels of food and beverage service at their properties, along with an enhanced focus on building select-service hotels.”

■ *www.zillowblog.com*, May 8, 2013. “Our most recent Zillow Home Price Expectation Survey (ZHPES) results were released this morning and the survey asks professional forecasters to provide predictions for housing market growth in the near term. The average prediction for appreciation in 2013 is 5.4 percent, with the lowest projection at 3 percent depreciation and the highest at 10.1 percent appreciation. This edition of the survey was compiled from 105 responses, including the projections of economists, market and investment researchers and real estate experts.”

<http://www.zillowblog.com/research/2013/05/07/economists-home-value-appreciation-to-exceed-5-percent-through-2013/>

■ *www.fanniemae.com*, May 8, 2013. “Illustrating a growing optimism toward the health of the housing industry, more than half of Americans now expect the country’s home prices to climb within the next year. According to Fannie Mae’s April 2013 National Housing Survey results, the share of consumers who expect home prices to go up rose another 3 percentage points in April to

REAL ESTATE NOTES, continued

51 percent. By comparison, at the same time last year only 32 percent expected an increase in home prices.”

<http://www.fanniema.com/portal/research-and-analysis/housing-monthly.html>?

■ Kenneth Harvey, *www.inman.com*, May 7, 2013. “Is Congress finally moving toward fundamental tax code reform—a streamlining that lowers maximum individual rate brackets, cuts taxes for corporations, but also might take whacks at the mortgage interest deduction, second homes and second mortgages, among a myriad of other special interest write-offs? Incredibly enough, it looks like it just might.” <http://www.inman.com/2013/05/07/tax-reform-could-include-revamp-of-mortgage-interest-deduction/>

■ Randyl Drummer, *www.costar.com*, May 8, 2012. “With demand expected to outpace supply through 2014 and rents finally beginning to rise again, commercial real estate investors are increasingly interested in placing capital in the U.S. warehouse sector.

“If you look at which sector will be the next for capital to flow, industrial is a very good bet,” said Rene Circ, director of industrial research for CoStar’s Property and Portfolio Research (PPR) who with Senior Economist Shaw Lupton presented the First-Quarter 2013 Industrial Review and Outlook.

“Multifamily is a bit too pricy, and the office recovery may be too early in the cycle, while office cap rates are below warehouse cap rates.” <http://www.costar.com/News/Article/Industrial-Real-Estate-Investors-Lining-Up-to-Tap-Improving-Warehouse-Market/148316?ref=100&iid=335&cid=7918A3A58F4CCADAD83D2484AB7C5D22>

■ Charles Wardell, *www.builderonline.com*, May 9, 2013. “Predictions of continuing shortages in dimensional lumber are being borne out in the marketplace, and industry observers say dealers should keep enough lumber on hand for jobs sold for delivery over the next quarter, if possible, and work

hard to cultivate good relationships with lenders, since credit remains tight, and lumber prices high.

The gap between lumber supply and demand has fueled an ongoing price escalation, with the Random Length Lumber Price Index increasing by more than 60% from late 2011 to March 2013. At the producer level, prices for Douglas fir sawlogs reached a five-year high in late 2012, according to Craig Rawlings of Forest Business Network in Missoula, Mont., and have continued upward during the first quarter of this year.”

■ A.D. Pruitt, *The Wall Street Journal*, May 8, 2013. Real estate investment trusts (REIT’s) were great investments for the first quarter of the year. The strongest ones: High-end shopping malls and self-storage.

■ Nick Timiraos, *The Wall Street Journal*, May 9, 2013. “Freddie Mac reported a \$4.6 billion first-quarter profit, second-largest in the company’s history.”

■ *Blogs.wsj.com*, May 15, 2013. “The number of homes offered for sale rose by 4% in April from March, but was still down by 13.5% from last year’s level, according to data compiled by Realtor.com. Inventories typically rise in the spring as the home-sales season gets into high gear. Asking prices rose by 2.6% in April and were 3.1% above last year’s levels.” <http://blogs.wsj.com/developments/2013/05/14/housing-inventories-rose-in-april/>

■ *Blog.redfin.com*, May 16, 2013. “As the housing market and the economy both continue to recover, the luxury housing market is making big gains as well, with sales of homes \$1 million and up gaining 34% between the first quarter of 2012 and the first quarter of 2013, compared to an increase of just 5% for the market as a whole over the same period.” <http://blog.redfin.com/blog/2013/05/luxury-home-sales-hit-6-year-high.html>

■ Randyl Drummer, *www.costar.com*, May 16, 2013. “Following a

recent string of relentlessly unexciting market trends in retail real estate over the past several quarters come this distinctly positive news for retail property owners—quoted asking rents have finally turned upward across all retail property types in the U.S. for the first time since 2008.”

<http://www.costar.com/News/Article/Retail-Rent-Growth-Finally-Takes-Root-Across-US-Metros/148558?ref=100&iid=336&cid=7918A3A58F4CCADAD83D2484AB7C5D22>

■ Ilyce Clink, *www.cbsnews.com*, May 16, 2013. This is an interesting article titled, “The 5 biggest threats to the housing recovery.”

1. Interest rates will rise
2. Employment is not growing fast enough
3. The government’s role in the mortgage market will change
4. Another bubble bursts
5. Student debt is weighing down young buyers

http://www.cbsnews.com/8301-505145_162-57584624/the-5-biggest-threats-to-the-housing-recovery/

■ Mark Peters, *The Wall Street*, May 16, 2013. “The Kansas City Federal Reserve Bank said in a report that prices for non-irrigated farmland in its region rose 3.4% in the first quarter.” This is at a slower rate than a year earlier when the increase was 7.7%.

■ *www.htrends.com*, May 14, 2013. “The total active U.S. hotel development pipeline comprises 2,700 projects totaling 319,482 rooms, according to the April 2013 STR Pipeline Report. This represents a 9.2-percent increase in the number of rooms in the total active pipeline compared with April 2012, and an 18.5-percent increase in rooms under construction. The total active pipeline data includes projects in the In Construction, Final Planning and Planning stages but does not include projects in the Pre-Planning stage.” <http://www.htrends.com/researcharticle71396.html>

■ Robbie Whelan, *The Wall Street*

Journal, May 24, 2013. “The Commerce Department reported that the median price of a new home hit \$271,600 in April, while the average new-home price reached \$330,800, both record highs.” **Editor’s Note:** Perfect example of how some extremes can make an average so much different than the mid-point of the data.

■ www.rcanalystics.com, June 4, 2013. “Bloomberg BusinessWeek reports: US commercial real estate is attracting the attention of Singaporeans, South Koreans, Israelis and Norwegians. According to global commercial property data firm Real Capital Analytics, foreign investors made \$7.8 billion commercial property purchases in the US this year through April, a 25 percent jump from the same time in 2012. Their \$27.5 billion in deals in all of last year was almost six times the \$4.7 billion low in 2009, said RCA.”



Trumps to Transform Old Post Office Pavillion Into Hotel

■ Elaine Yetzer Simon, *hotelmanagement.net*, June 6, 2013. “Donald and Ivanka Trump and the General Services Administration have agreed on terms for a 60-year lease of the Old Post Office Pavilion in Washington, D.C. The Trumps plan to turn the 114-year-old building into a 275-room luxury hotel. It’s slated to open in late 2015 or early 2016.” <http://tinyurl.com/lf79sn9>

■ www.hotelmanagement.net, June

6, 2013. “At the NYU International Hospitality Industry Investment Conference, Jones Lang LaSalle’s Hotels & Hospitality Group announced that U.S. hotel transaction volume for 2013 has already reached \$8 billion, a 50 percent increase compared to the same period in 2012.” <http://tinyurl.com/l8g4s5u>

■ Nick Timiraos & Andrew Johnson, *The Wall Street Journal*, June 14, 2013. “The average rate on a 30-year mortgage rose to 4.15% last week, a 14-month high and up sharply from 3.59% in early May, according to the Mortgage Bankers Association.”

■ IHF Hotel Investment News, June 14, 2013. “Hotels in the United States will experience significant gains in performance in 2014, according to the June 2013 issue of Hotel Horizons from PKF Hospitality Research. The group is projecting that U.S. hotels will see a 7.7-percent increase in revenue per available room in 2014, and a 15.4-percent increase in net operating income.”

■ www.htrends.com, June 11, 2013. “The total active U.S. hotel development pipeline comprises 2,687 projects totaling 324,130 rooms, according to the May 2013 STR Pipeline Report. This represents an 11.6-percent increase in the number of rooms in the total active pipeline compared with May 2012, and a 22.4-percent increase in rooms under construction. The total active pipeline data includes projects in the In Construction, Final Planning and Planning stages but does not include projects in the Pre-Planning stage.”

<http://www.htrends.com/research/article72065.html>

■ Nadja Brandt, www.bloomberg.com, June 17, 2013.

Editor’s Note: Here we go again! Is this really good?

“California home prices rose by the most in three decades as a shortage of houses on the market spurred competition among buyers, the California Association of Realtors said today. The median price for an existing single-family home jumped to \$417,350 in May, up 32 percent from a year earlier, the Los Angeles-based association said in a statement. It was the 15th consecutive annual increase and the largest since at least 1980, when the group started tracking the data.”

<http://www.bloomberg.com/news/2013-06-17/california-home-prices-up-most-in-33-years-realtors-say.html>

■ Heather Graf, www.kvue.com, June 14, 2013. “The latest trend in Seattle’s real estate market has homeowners looking up for some quick cash. Depending on where you live, the air above your roof could be worth a lot of money.”

Some property owners that have a good view of water or other areas are buying air rights of adjacent properties. With large increases in populations, properties are being built as multiple-stories to get the square foot desired. By purchasing the air rights, adjacent property owners are assured their view will not be blocked. <http://www.kvue.com/news/211575051.html>

THANK YOU!

to all of the participants and sponsors of the
2013 KCAA Annual Business Conference.

See you next year!