



# the appriser

JANUARY/FEBRUARY 2012 VOLUME XXVV, NUMBER 1

## Drought Damage Trickles Down

Dr. Charles E. Gilliland, Research Economist,  
Real Estate Center at Texas A&M University

### College Station, Texas (Real Estate Center) –

Farmers, ranchers and service businesses that support them are suffering the negative effects of the drought.

"Some producers will be relatively okay because they purchased multiperil insurance on their crops," says Dr. Joe Outlaw, professor, extension economist and co-director of the Agricultural and Food Policy Center in the Texas A&M University Department of Agricultural Economics.

"That insurance paid off when crops failed completely. Because of changes in the price of cotton late in the 2011 season, farmers with insurance actually made more money from the payments they received than they would have made on a crop sold at prices prevailing at harvest time."

Outlaw says producers without insurance face serious problems in repaying operating loans and negotiating loans to plant this year's crop.

"Lenders are going to insist they pay something on the outstanding debt and be able to make enough to pay the new loan off," he says.

**The infrastructure in major agricultural areas relies on farmers to buy everything from tractors, to fertilizers, to seed. When farmers are in a bind, everyone feels it.**

"During a drought, everyone becomes a penny pincher," says Outlaw. "For example, in 2011 there was no reason to apply defoliant or fertilizer on crops that didn't come up. Service business owners suffered last year and will face customers who are belt tightening this year as well."

Livestock is a different animal.

"This is the first time in my memory that we've had a drought during which beef prices were pretty good," says Outlaw. "Some producers are facing high tax bills after selling mother cows for more than they paid for them. Those producers that weren't able to sell or didn't want to sell are paying more than \$100 for a round bale of hay. It is difficult to put the pencil to paper and make that money up."

The sell-off has greatly reduced Texas cattle herds. Many acres that were taxed based on agricultural value for grazing are now vacant. To avoid paying much higher taxes, owners will have to find another qualifying agricultural use.

"In addition to these issues," says Outlaw, "no one pulled the cattle off the land before it was damaged by lack of rainfall. It will take pastures years to recover and will be expensive to restock when the drought ends."

To read more on Outlaw's views of the state of Texas agriculture, including the effects of ethanol on commodity prices and whether there is a bubble in cropland prices, read "Beyond a Reasonable Drought" in the January issue of *Tierra Grande* magazine.

*Tierra Grande* is a quarterly publication of the Real Estate Center at Texas A&M University.

**Note: Dr. Gilliland will be a featured speaker at TAAD's 2012 Annual Conference.**



## Features

3-9 » TAAD 2012 Conference Information | 10-11 » 2012 TAAD Slate of Officers/Meeting Agenda | 12 » Proposed Changes to TAAD Constitution & Bylaws | 13 » Conference Gala Night Information | 14 » Ethics for Tax Professionals 2012 | 16/17 » TAAD's 2011 State Certification Course and Registration Form | 18 » TREC Land Seminar Registration Open | 20 » Compliance Posters Free for Employees | 20 » Attorney General Opinions/Requests for Opinions | 21: Texas' Existing Home Sales Up 4% | 23-25 » TAAD 2012 IAAO Course Schedule & Registration Form | 26 » 2012 TAAD Level III and IV RPA Review Schedule & Registration Form | 27 » Real Estate Notes of Interest

# Wardlaw Appraisal Group

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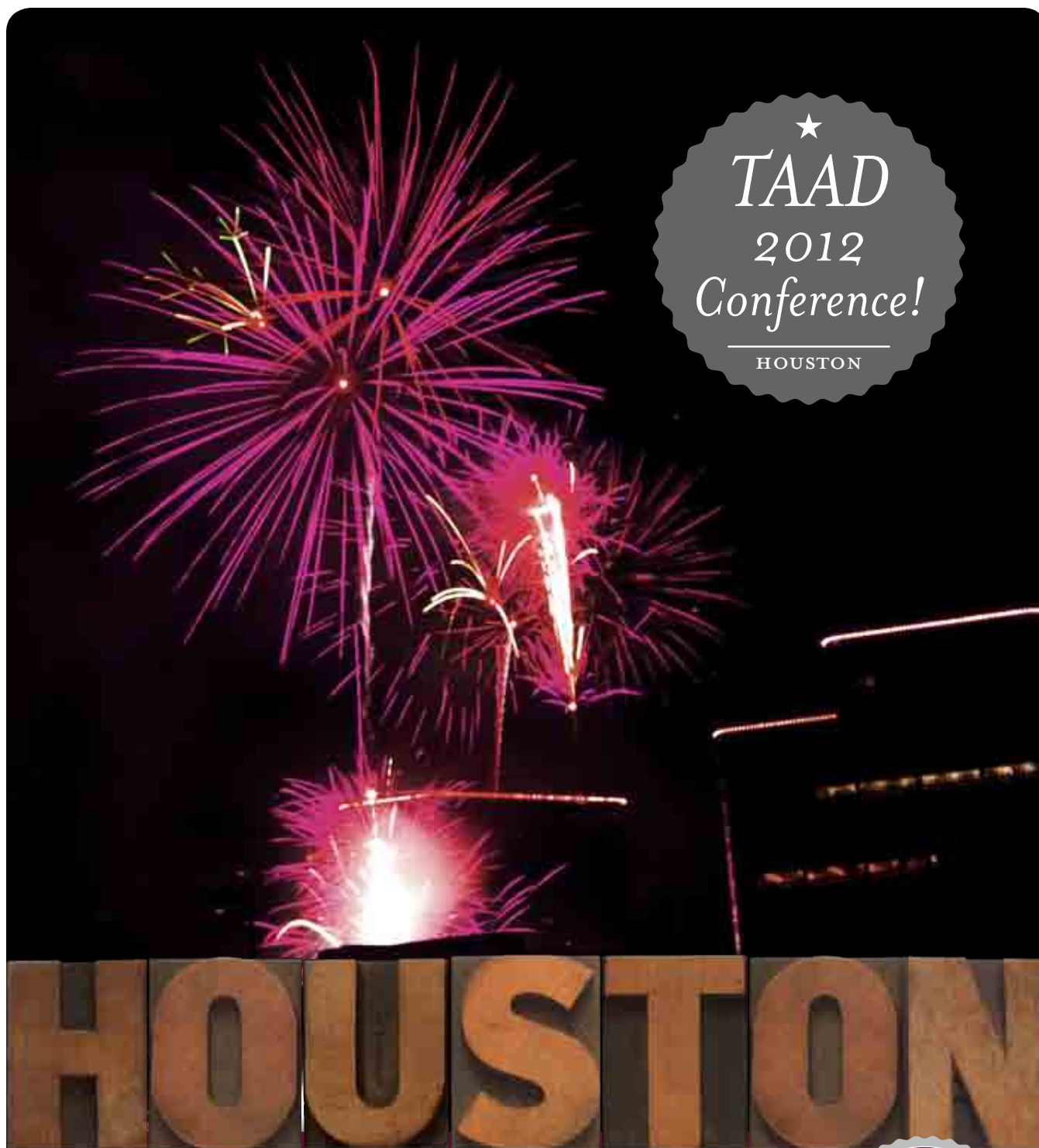
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★  
*TAAD*  
2012  
*Conference!*  
HOUSTON


**Texas Association of Appraisal Districts**

**31<sup>st</sup> Annual Conference on Appraisal Administration**

Houston Marriott Westchase Hotel

February 26-29, 2012

Registration and Program Information





## TAAD Welcomes These Speakers To The 2012 Conference



### » Dr. Jim Gaines

#### *Sunday General Session*

Dr. Jim Gaines is a Research Economist at the Real Estate Center at Texas A&M University focused on housing and land development issues. TREC is the nation's largest publicly funded organization devoted to real estate research.



### » Garrison Wynn

#### *Monday Keynote Address*

Influence expert Wynn Garrison is known for his entertaining, customized and research driven programs. He provides keynotes and break-out sessions for corporate events and association meetings that are drop dead funny, motivational and full of **proven research** results on what the most successful do differently.



### » David Thompson

#### *Monday Second General Session*

David Thompson represents public school districts, junior colleges and other educational entities in the Gulf Coast area and across Texas. He serves as legislative counsel for the Texas Association of School Administrators, Fast Growth School Coalition, Houston Independent School District, other school districts and education organizations, and has been actively involved in most legislative activities affecting public education in the past 20 years.



### » Billy Riggs

#### *Monday Third General Session*

Billy Riggs has been called "The Dr. Phil of Magic," and is America's source for all things attitude! Through television, radio, books, videos, his helpful website ([billyriggs.com](http://billyriggs.com)) and live keynote speeches, Billy has used an unusual blend of comedy, music, magic, and motivation to spread his positive attitude to more than a million people on five continents.



### » Mark Warren

#### *Monday Fourth General Session*

Mark Warren is a Training Consultant with the Texas Association of Counties in his hometown of Austin, Texas. He assists the Association with the vision, development and delivery of training for both the internal and external customers of Texas county government.



### » Dr. Charles Gilliland

#### *Monday Fifth General Session*

Dr. Gilliland is the land market expert at the Real Estate Center at Texas A&M and holds M.S. and Ph.D. degrees from Texas A&M University. He has been studying land prices since the 1980s and is known throughout the state as the man to go to if you have questions about Texas land. In 2010, he was inducted into the Farm Credit Bank of Texas Hall of Honor for his "significant contributions to agriculture."



### » Patrick Kuhse

#### *Tuesday First General Session*

Patrick Kuhse became an expert on ethics the hard way — by taking part in his own criminal acts and suffering the consequences. He takes his audiences with him as he describes his descent down the "slippery slope" of unethical behavior, his critical thinking errors, his gradual lapse into unprofessional ethics and the "greed is good" philosophy he encountered.



### » John Trabold, MAI

#### *Tuesday Second General Session*

John S. Trabold III, MAI, prior to forming Advanced Valuation Systems, Inc., served as the assistant manager and south central ad valorem coordinator for a national appraisal firm. Mr. Trabold has experience in the valuation of commercial, industrial, and investment grade properties. Industries served include banking, hospitality, manufacturing, and financial services. Since 1986, Mr. Trabold has specialized in the appraisal of investment grade income real estate.

# 2012 TAAD Conference Agenda

(Subject to change)



Sunday, February 26	
3-5 pm	Conference Registration
3-5 pm	<b><i>The Economic Outlook for Texas and the Nation, 2012 and Beyond</i></b> Join TAAD and Dr. James Gaines for an afternoon of information about a topic of major concern for CADs.
5-7 pm	<b>Grand Opening of the 31st Annual TAAD Trade Show</b> We'll kick off the trade show with a reception. Join us for refreshments, music and prize drawings, and best of all, meet our exhibitors and view their new products and services.

Monday, February 27	
7 am - 4:30 pm	Conference Registration
7:30 - 8:30 am	<b>President's Breakfast Reception</b> Join us as we celebrate and honor 2011 President Sands Stiefer.
8:30 - 10:15 am	<b>31st Annual Conference Opening Session</b> Presentation of Colors, Opening Remarks <b>Keynote: <i>Generations Working Better Together</i> - Garrison Wynn</b>
10:15 - 10:45 am	<b>Refreshment Break with the Exhibitors</b>
10:45 am - 12 noon	<b>The State of Texas School Finance Today</b> David Thompson
12 noon - 1 pm	TAAD presents <b><i>A Trade Show Lunch</i></b> Join TAAD for lunch and drawings!
1 - 2:30 pm	<b><i>The Magic of Positive Attitude</i></b> Billy Riggs
10 am - 4:30 pm	<b>TAAD's Trade Show and Exhibits</b>
2:30 - 3:30 pm	<b><i>Ethics and Professionalism</i></b> Mark Warren
3:30 - 4 pm	<b>Refreshment Break with the Exhibitors</b> Who will be the winner of Trade Show Bingo Bonanza? Warning: must be present to win!
4 - 5 pm	<b><i>Rural Land Markets 2012</i></b> Dr. Charles Gilliland
5 - 5:30 pm	<b>TAAD Annual Delegate Assembly and Business Meeting</b>

Agenda continued on following page

Tuesday, February 28	
7 am - 4:30 pm	Conference Registration
7:30 - 8 am	<b>Continental Breakfast</b>
8 - 8:55 am	<b>Concurrent Sessions:</b> <ul style="list-style-type: none"> <li>» BOD Forum: A Property Tax Lesson - Appraisal District Law Basics</li> <li>» Customer Service and PR: Meeting the IAAO Standards in MAP</li> <li>» CAD Budgeting - Accounting for Reserves the Right Way</li> </ul>
9 - 10 am	<b>Concurrent Sessions:</b> <ul style="list-style-type: none"> <li>» BOD Forum: PVS/Auit/MAP: What are They and Why Should a CAD Director Care?</li> <li>» Making the Case for Increased Housing Starts in 2012</li> <li>» Email Retention and Open Records</li> </ul>
10 - 10:30 am	<b>Refreshment Break</b>
10:30 - 11:50 am	<b>Concurrent Sessions:</b> <ul style="list-style-type: none"> <li>» BOD Forum: Criminal Liability: What Every CAD Board Should Know/Ethics for CAD Boards</li> <li>» Appraising Limited Service Hotels</li> <li>» Exemptions 2012</li> </ul>
12 noon - 1:45 pm	<b>TAAD Annual Awards Luncheon</b> Join TAAD as we salute the winners — the award winners, the graduates of the 2011 Chief Appraiser Institute, and the sponsors, vendors and groups who support the association.
1:45 - 3 pm	<i>Prominence to Prison: Why Smart People do such Dumb Things</i> Patrick Kuhse
3 - 3:30 pm	<b>Refreshment Break</b>
3:30 - 4:45 pm	<b>Equity Appeals</b> John Trabold, MAI
6:00 pm	<b>Transportation starts to Houston Museum of Natural Science</b>
6:30 - 10 pm	<b>TAAD Night at the Houston Museum of Natural Science</b> Join TAAD for an evening of food and fun, featuring the Houston Museum of Natural Science.

Wednesday, February 29	
8 - 8:30 am	<b>Farewell Breakfast Buffet</b>
8:30 - 9:30 am	<b>Establishing Credibility with the Media</b>
8:30 - 11 am	<b>BOD Forum:</b> What's My Job Description? BOD Responsibilities, Do's and Don'ts
9:30 - 11 am	<b>Litigation Update Panel</b>
11:05 pm - 1:25 pm	<b>Ethics Training for Tax Professionals 2012</b> (meets TDLR recertification requirements)
1:25 pm	<b>Adjourn/Farewell Houston 2012/Hello Dallas 2013</b>

**Texas Association of Appraisal Districts**  
**31st Annual Conference on Appraisal Administration**  
 February 26-29, 2012, Houston Marriott Westchase Hotel



**Step One: Registration Information**

First Name \_\_\_\_\_ MI \_\_\_\_\_ Last Name \_\_\_\_\_

Employer \_\_\_\_\_ TDLR # (if applicable) \_\_\_\_\_

Mailing address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail address \_\_\_\_\_

Emergency contact (name & phone) \_\_\_\_\_

**Step Two: Guest Registration** (if applicable – enter name, then skip to Step Five)

Guest registration provides a name badge which will be required for entrance to all education sessions and social functions and includes all meal functions as a regular registration. A guest registration does not qualify for CEUs with the TDLR. **Guest** refers to a spouse, relative or personal friend, **not** a business associate or staff colleague.

Name for guest badge \_\_\_\_\_

**Step Three: Job Title**

- ☐ Chief Appraiser                      ☐ Attorney                      ☐ County Tax A/C  
☐ Deputy or Assistant Chief Appraiser    ☐ CAD Board Member                      ☐ \_\_\_\_\_

**Step Four: Information for Ribbon** (check all that apply)

- ☐ Chief Appraiser Institute grad                      ☐ Trade Show Exhibitor                      ☐ CAD Board Member  
☐ TAAD Conference Sponsor                      ☐ TAAD Committee member                      ☐ TAAD Regional Trustee

**Step Five: Registration Fees**

A full registration provides a name badge required for entrance to all education sessions and social functions including the Trade Show Reception, President's Breakfast, Awards Luncheon, Trade Show Lunch, Tuesday Continental Breakfast, Tuesday Evening Gala at Museum of Natural Science, and Wednesday Breakfast.

CHECK OFF ✓	Category	Regular postmarked between 1/15/12 - 2/4/12	On-Site postmarked on/after 2/5/12 and on-site
	<b>TAAD Member Districts</b> (employees, BOD, ARB)	\$325	\$375
	<b>TAAD Associate OR Affiliate Member</b>	\$375	\$450
	<b>Contractor</b> (a trade show vendor or conference sponsor, or an employee of either)	\$450	\$475
	<b>Nonmember</b>	\$1,250	\$1,500
	<b>Guest</b>	\$225	\$275
	<b>One day-Member District</b>	\$125	\$150
	<b>One day-Associate or Affiliate member</b>	\$150	\$175
	<b>One day-Contractor</b>	\$175	\$200

continued on following page

**Please indicate day for one-day registration:**☐ Monday☐ Tuesday☐ Wednesday

Registration Subtotal \$ \_\_\_\_\_

**Step Six: Extra Tickets**A full registration provides entrance to each of these events. **No refunds for extra tickets ordered!**

Event	Postmarked 1/15/12 – 2/4/12	Postmarked after 2/5/12 and on-site
Trade Show Reception	\$10	\$10
Monday President's Breakfast	\$35	\$40
Monday Trade Show Lunch	\$30	\$35
Tuesday Continental Breakfast	\$10	\$10
Tuesday Awards Luncheon	\$40	\$50
Tuesday Evening Gala - Museum of Natural Science	\$65	\$75
Wednesday Litigation Breakfast	\$35	\$40

Registration Subtotal \$ \_\_\_\_\_

**Step Seven: Special Needs**Do you have any special needs? Please indicate any dietary/physical needs by sending an email description of your needs **by February 6** to Doris Koch, dkoch@taad.org.**Step Eight: Payment/Method of Payment**

Full payment must accompany your registration form. TAAD accepts only checks and money orders. Registrations received after the cut-off date will be billed for the difference. All participants must pay in full prior to receiving on-site conference materials.

**REGISTRATION TOTAL \$** \_\_\_\_\_**Cancellation and Refund Policy:**No refunds will be issued for extra tickets, one-day registrations or guest registrations. **Early registration fees** will be applicable to forms accompanied by registration fee(s) and postmarked **no later than January 14, 2012**. Review "Policies and Procedures" for cancellation penalties. If you have a potential scheduling conflict, please be sure you understand the policy before registering. TAAD will mail all refunds after the conclusion of the conference.

» Cancel by February 13: \$50 penalty

» Cancel by February 14-19: \$100 penalty

» Cancel February 20 and later: Total forfeiture of registration

**Registration Confirmation:** TAAD will send confirmation of registration by way of email.

Please be sure to include a current email address!

☐ I authorize TAAD to send facsimiles regarding matters of educational and political interest, convention promotions, advertisements, and other commercial materials related to the Association.**Return form (with check payable to TAAD) to:**

7700 Chevy Chase Drive  
 Building One, Suite 425  
 Austin, Texas 78752-1558

Questions? 512.467.0402

**Office Use Only:**

Date \_\_\_\_\_

Check# \_\_\_\_\_

Paid \_\_\_\_\_

Notice \_\_\_\_\_ DB \_\_\_\_\_

Notes \_\_\_\_\_



## Texas Association of Appraisal Districts 2012 Annual Conference Policies & Procedures



### Registration

Early registration is available **ONLY** to TAAD member districts and their registered guests and must be **postmarked by no later than January 14, 2012**. (Faxed registrations will not be accepted.)

Registrations postmarked January 15 through February 4 will pay the higher-priced "regular registration" fees. Registrations with a postmark of February 5 or later, as well as on-site registrations at the conference will use the "onsite registration" fee schedule.

Conference participants may pick up conference packets from 3 to 4:30 pm on Sunday, February 26, and again from 7 am to 4:30 pm on Monday, February 27.

A full conference registration includes admission to the President's Breakfast Reception, Awards Luncheon, Trade Show Reception, continental breakfast, trade show lunch, Tuesday Night Gala, and Wednesday Litigation Breakfast.

A limited number of additional tickets to these catered events will be available at the conference registration desk.

**Admittance to conference events will be by name badge only.** (Non-registered guests must have a ticket to any event they wish to attend.)

### One-Day or Guest Registrations

Single day registrations **do not** include tickets to catered events, and there are no refunds for one-day registrations. Also available will be a **Guest registration**. It includes admission to all catered events. It **does not** qualify the registrant for CEs with TDLR, however.

### Host Hotel

All conference sessions and trade show will be at the Marriott Westchase Hotel, 2900 Briarpark, Houston.

### Trade Show & Exhibits

The trade show will open at 5 pm on Sunday, February 26 with a Welcome Reception. Back by popular demand, play *Bingo Bonanza* — visit the vendors and you may be a winner! A business interested in reserving a booth should call TAAD and request an *Exhibitor Prospectus*.

### Tuesday Night Gala at Museum of Natural Science

Join TAAD for an evening of fun as we travel to Houston's Museum of Natural Science. Founded in 1909, the purpose of the Houston Museum of Natural Science is to "enhance in individuals the knowledge and delight in natural science and related subjects." You can explore at your leisure, because the museum is open only for TAAD guests on this evening. See permanent exhibits on gems and minerals;

Egypt; The Americas; African wildlife; energy; chemistry; malacology; the earth and paleontology.

We'll also have the Burke Baker Planetarium available for your enjoyment. Travel through the cosmos as high-resolution video technology projects images of planets, stars, meteors, solar systems and entire galaxies on its domed surface!

As an option, you may purchase a ticket to the special *Discovering the Civil War* exhibit (\$15). The exhibit is divided into 12 thematic areas that combine great original treasures, engaging touch screen interactives and social media tools, selected to illustrate the breadth of the conflict.

A great dinner awaits you, in addition. TAAD will provide round-trip bus transportation between the Marriott Westchase and the museum. **Dress casual!**

### TDLR Ethics CE Hours

TDLR requires two hours of ethics training for every registrant during his/her two-year recertification period. TAAD will offer a two-hour ethics session at the conclusion of the conference. Join us and keep your continuing education up to date!

### Refund Policy

Individuals who register for the conference but are unable to attend **must submit a written refund request in advance**.

- » Cancel by February 13, 2012 ..... \$50 penalty
- » Cancel February 14-19, 2012 ..... \$100 penalty

If not cancelled by February 19, 2012, total forfeiture of registration. (Note: if another individual from the same office is substituted, there is no penalty.)

**A refund will be issued according to postmarked date on the envelope. (No faxes will be accepted.)**  
**No refunds will be issued for one-day registrations, guest registrations or extra meal tickets purchased.** TAAD will process refunds after the conclusion of the conference.

### Parking

Self-parking for guests at the Marriott Westchase Hotel is free. Valet parking is also available.

### Conference Attire

Suggested dress for conference sessions is business casual attire. On Monday let's all **"Show Our Colors"** by wearing an item with your respective business or appraisal district's logo.

### CE Credit

Each individual has the responsibility of signing and returning to TAAD the CE request form **prior to conference adjournment**. **TAAD cannot accept late requests for CE credit.**

# Slate of Officer Candidates

TEXAS ASSOCIATION OF APPRAISAL DISTRICTS, INCORPORATED

## President

**Rick Kuehler**

Dallas Central Appraisal District

## President-elect

**Jeff Law**

Tarrant Appraisal District

## Vice President

**Brent South**

Hunt County Appraisal District

## Secretary-Treasurer

**Fourth Coates**

Kerr County Appraisal District

## Past President

**Sands Stiefer**

Harris County  
Appraisal District



## Candidate Biographies

### President

**Rick L. Kuehler**

Director of Administration

Dallas CAD

### Education

University of North Texas

### Business Experience

Dallas Central Appraisal District,

Director of Administration

City of Hurst

East Texas Council of Governments

City of Gladewater, City Manager

### Activities and Awards

TAAD President-elect

TAAD Vice President

TAAD Secretary-Treasurer

TAAD Conference Committee Chair

TAAD Budget and Finance Committee

TAAD's Earl Luna Award winner

TAAD Chief Appraiser Institute Instructor

International Association of Assessing Officers

IAAO Conference Content Committee Member

Texas Local Government Records Committee/Texas State

Library and Archives Commission

American Society for Public Administration

Municipal Finance Officers Association

UNT Public Administration Advisory Committee

Texas Association of Assessing Officers

Texas School Assessors Association

Holy Trinity Catholic Church

### President-elect

**Jeff Law**

Chief Appraiser

Tarrant AD

### Education

Texas Christian University

### Business Experience

Chief Appraiser, Tarrant AD

Chief Appraiser, Hood CAD

### Activities and Awards

TAAD Vice President

TAAD Secretary-Treasurer

TAAD Education Committee

TAAD Legislative Committee

TAAD Chief Appraiser Institute grad

Metropolitan Council of Chief Appraisers

Secretary-Treasurer, MCAD

TAAD Instructor

TAAO CTA of the Year Award Winner

Registered Professional Appraiser

Registered Texas Assessor/Collector

Certified Tax Administrator

International Association of Assessing Officers

Texas Association of Assessing Officers

Texas School Assessors Association

Northwest Central Chapter, TAAO

Calvary Church, Fort Worth

---

**Vice President****Brent South****Chief Appraiser****Hunt CAD****Education**

Midland College

**Business Experience**

Chief Appraiser, Hunt CAD

Deputy Chief Appraiser, Rockwall CAD

BPP Appraiser, Dallas CAD

Residential Appraiser, Smith CAD

**Activities and Awards**

TAAD Secretary-Treasurer

TAAD Region 10 Trustee

TAAD Legislative Committee

TAAD Budget Committee Chair

TAAD PTAD/TDLR Liaison Committee

TAAD Chief Appraiser Institute grad

Registered Professional Appraiser

Certified Tax Administrator

International Association of Assessing Officers

Texas Association of Assessing Officers

United States Marine Corps, 1991-1995

Leadership Hunt County, member

Hunt County Alliance for Economic Development

Greenville Chamber of Commerce Governmental Affairs Committee

Greenville Rotary Club

Special Olympics, volunteer

Lakepointe Church, Rockwall

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**SECRETARY-TREASURER****P.H. "Fourth" Coates, IV****Chief Appraiser****Kerr CAD****Education**

Texas A&amp;I, Kingsville

South West Texas Jr. College

Southwest Texas State University

**Business Experience**

Note Clerk, First State Bank of Uvalde

Cashier, Bank of The Hills Cedar Park

Mortgage Loan Officer, First Savings &amp; Loan Uvalde

Rancher, Bandera County &amp; Kinney County

Ranch Mngr, Trust Dept. Frost Bank San Antonio

Real Estate Broker &amp; Owner, The Ranch Broker

Chief Appraiser, Bandera CAD

Chief Appraiser, Kerr CAD

**Activities and Awards**

TAAD Legislative Committee

Board of Tax Professional Examiners

Chairman, Texas Rural Chief Appraisers

President, Texas Alliance of Land Brokers

Lifetime Achievement Award Bandera Co. BOR

President, Bandera Co. Board of Realtors

Member, Texas Association of Realtors

President, Southwest TAAD Chapter

Appraisal District Liaison Comm./TAR

International Association of Assessing Officers

Texas Real Estate Broker

Registered Professional Appraiser

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**Proposed Agenda for Business Meeting and Delegate Assembly****Monday, February 27, 2012, 5 pm, Houston Marriott Westchase Hotel**

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**1. Call to order: Sands Stiefer, President**

a. Certification of active membership present:

Richard Petree, Membership Committee Chair

**2. Executive Director's Report: Doris Koch**

a. Recognition of outgoing regional trustees

**3. Treasurer's Report: Brent South****4. Bylaws Committee Report: Sarah Curtis****5. Conference Committee Report: Rick Kuehler**a. Announce 2013 Delegate Assembly meeting date,  
location: February 24-27, 2013; Sheraton Dallas Hotel**6. Nominations Committee Report: Mark Price****7. Election of 2012 Officers****8. Oath of Office for 2012 officers and trustees****9. Remarks from new TAAD president: Rick Kuehler****10. Other business**

## Proposed Changes To **TAAD Constitution & Bylaws**

Voting delegates to TAAD's Delegate Assembly and Business meeting will have several amendments presented for their approval, all of them addressing administrative changes necessitated by legislation passed in 2011.



**Background information:** House Bill 2387 was passed by the most recent session of the Legislature and provides that the chief appraiser may not employ a general counsel to the appraisal district.

*Voting "aye" would be a vote to remove references to "general counsel" in TAAD's bylaws.*

### » **ARTICLE III REGIONAL DIVISION OF THE STATE**

**Section 1: Regions.** The State of Texas Shall be divided into twenty (20) regions. The regional boundaries shall be the same as those of the regional educational service centers as of January 1, 1991.

**Section 2: Regional Trustee.** There shall be one regional trustee elected in each region. Only a board member, chief appraiser, assistant or deputy chief appraiser or ~~in-house general counsel~~ may serve as a regional trustee.

### » **ARTICLE VI EXECUTIVE BOARD**

#### **Section 1: Executive Board Qualification, Nomination & Election.**

a. Each voting member of the Executive Board shall be a member of the board of directors, chief appraiser, assistant or deputy chief appraiser or ~~in-house general counsel~~ of a member appraisal district. Any member of the Executive Board who ceases to be an appraisal district board member, chief appraiser, assistant or deputy chief appraiser or ~~in-house general counsel~~ of a member appraisal district shall also cease to be a member of the Executive Board.

### » **ARTICLE VII ASSOCIATION OFFICERS**

**Section 1: Titles.** The elected officers of the Association shall consist of a President, a President-Elect, a Vice President, and a Secretary/Treasurer.

#### **Section 2: Qualification, Nomination, Election and Term of Office.**

a. Each officer shall be a member of the board of directors, the chief appraiser, assistant or deputy chief appraiser or ~~in-house general counsel~~ of a member appraisal district.

### » **ARTICLE VIII COMMITTEES**

#### **Section 1: Standing Committees.**

a. The President shall appoint the chairperson, vice chairperson and members of the following standing committees with the approval of the Executive Board:

1. Budget and Finance Committee
2. Bylaws, Resolutions, Policies & Beliefs (referred to as "Bylaws" Committee)
3. Conference Committee
4. Education Committee
5. Legislative Committee
6. Membership Committee
7. Nominations Committee

b. Each standing committee shall have no fewer than three members. In order to ensure continuity of the committee operation, all standing committees shall serve two-year staggered terms. The incoming President shall have the responsibility of appointing committee members to fill positions where terms have expired, along with filling any vacancies. No individual should serve on more than two standing committees. Majority membership on a standing committee is limited to chief appraisers, appraisal district directors, assistant or deputy chief appraisers or ~~the in-house general counsel~~ of a member appraisal district.

## Join TAAD at The Museum of Natural Science

**31<sup>st</sup> Annual Conference Tuesday Night Gala  
February 28, 2012**

All aboard buses at the Houston Marriott Westchase Hotel at 6:00!



The **Museum of Natural Science**, in Houston's Hermann Park, was founded in 1909, with a purpose to "enhance in individuals the knowledge and delight in natural science and related



subjects." To this very day, this purpose is carried out in every project, program and exhibition associated with the museum.

You can explore at your leisure, because the museum is open only for TAAD guests on this evening. See permanent exhibits on gems and minerals; Egypt; The Americas; African wildlife; energy; chemistry; malacology; the earth and paleontology.

As an option, you may purchase a ticket to the special *Discovering the Civil War exhibit* (\$15, special price for TAAD). The exhibit is divided into 12 thematic areas that combine great original treasures, engaging touch screen interactives and social media tools, selected to illustrate the breadth of the conflict.

Take your time to browse the museum's many exhibits, attend a showing in the Burke Baker Planetarium, and have dinner with your friends and colleagues.



## Ethics For Tax Professionals 2012

TAAD presents a two-hour seminar that meets the Ethics continuing education (CE) requirement of TDLR for all certified professional appraisers, tax assessor-collectors and tax collectors.

The session will start immediately after the TAAD annual conference adjourns at 11 am.

TAAD welcomes all attendees — you may attend the ethics session even if you aren't registered for the TAAD conference.

» **Wednesday, February 29, 2012** | **Houston**

**Location:** Houston Marriott Westchase Hotel, 2900 Briarpark

**Registration deadline:** February 20

**Class Hours:** Registration 11-11:15 am; Class 11:15 am-1:15 pm

**CEs:** **2.0 hours**

**Preregistration is required!**

Name \_\_\_\_\_ TDLR number \_\_\_\_\_

Jurisdiction \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ E-mail Address \_\_\_\_\_

**Registration fees must reflect current membership status.**

**Registration enclosed:**

☐ TAAD member district employee: **FREE**

☐ TAAD associate/affiliate member: **\$25**

☐ Nonmember: **\$75**

**TOTAL AMOUNT ENCLOSED\$** \_\_\_\_\_

**No refunds for cancellations.**




Please complete the registration form and return it along with payment to:  
TAAD | 7700 Chevy Chase Drive; Building One, Suite 425 | Austin, Texas 78752-1558

*Office Use Only:*

Date \_\_\_\_\_ Ck# \_\_\_\_\_

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## TAAD's 2012 State Certification Course Schedule

<i>Month</i>	<i>Course Number-Name</i>	
<b>JANUARY 2012</b>	<i>Week of 1/29</i>	
February 1-3	Course 102	Intro to Appraisal
<b>MARCH 2012</b>	<i>Week of 3/18</i>	
March 19-22	Course 7	Property Tax Law
March 19-22	Course 4	Personal Property Appraisal
March 19-22	Course 10	Demo Appraisal Concepts
March 19-23	Course 2	Appraisal of Real Property
<b>APRIL 2012</b>	<i>Week of 4/1</i>	
April 2-4	Course 8	Assessment and Collections
April 5-6	Course 28	TNT
April 2	Course 31	USPAP refresher
April 3-5	Course 32	USPAP
<b>AUGUST 2012</b>	<i>Week of 8/12</i>	
August 13-16	Course 7	Property Tax Law
August 13-16	Course 10	Demo Appraisal Concepts
August 13-17	Course 2	Appraisal of Real Property
<b>SEPTEMBER 2012</b>	<i>Week of 9/16</i>	
September 17-19	Course 9	Adv. Assessment and Collections
September 17-20	Course 3	Income Approach to Value
September 17-20	Course 4	Personal Property Appraisal
September 17-20	Course 5	Mass Appraisal
<b>OCTOBER 2012</b>	<i>Week of 10/14</i>	
October 15-16	Course 30	Ethics
October 15-17	Course 101	Intro to Texas Property Tax System
October 17-20	Course 102	Intro to Appraisal
<b>NOVEMBER 2012</b>	<i>Week of 11/4</i>	
November 5	USPAP refresher	
November 6-7	USPAP (new registrants)	
November 5-9	Seminars	
<b>DECEMBER 2012</b>	<i>Week of 12/2</i>	
December 3-6	Course 7	Texas Property Tax Law
December 3-6	Course 10	Demo Appraisal Concepts
December 3-6	Course 3	Income Approach to Value
December 3-6	Course 4	Personal Property Appraisal
December 3-5	Course 101	Intro to Texas Property Tax System
December 5-7	Course 102	Intro to Appraisal
December 3-7	Course 2	Appraisal of Real Property

*Course Registration on next page*

## 2012 State Certification Course Registration Form

- Class Hours:** Unless otherwise specified, course hours are from 8:30 am - 5 pm.  
Registration on day one of class is 8 - 8:30 am.
- Class Location/Hotel Accommodations:** Courses will be held at the **Marriott North**, 2600 LaFrontera Blvd., Round Rock, TX 78681, 512.733.6767 or 800.865.0546. Lodging is \$113/single or double per night (free parking). To get these rates, call at least **three** weeks in advance and ask for the TAAD block.
- CEs:** All of TAAD's state certification courses are approved by PTAD and TDLR for certification and continuing education hours. Students must take and pass the exam to receive full credit for each course.
- Certificate:** All member districts will receive a certificate for \$50-off Member District Course Fee. Certificates are valid for one individual registration. To redeem, please enclose certificate with remaining registration fee.
- Class Materials:** Your class materials will be waiting for you at registration. If you want them sooner, enclose \$10 with your registration. TAAD must receive payment at least three weeks prior to class.
- Cancellations:** There will be a **\$75 fee** charged for cancellations. Written request for a refund must be received at TAAD at least seven days **before** class begins or entire registration is forfeited.

### Cost for Courses:

#### Course 2:

\$275 for TAAD Member Districts  
\$325 for TAAD Associate/Affiliate Members  
\$375 for Non-members

#### Courses 3, 4, 5, 7, 8, 9, & 10:

\$250 for TAAD Member Districts  
\$300 for TAAD Associate/Affiliate Members  
\$350 for Non-members

#### Courses 28, 30 & 32:

\$200 for TAAD Member Districts  
\$250 for TAAD Associate/Affiliate Members  
\$300 for Non-members

#### Courses 101 & 102:

\$150 for TAAD Member Districts  
\$200 for TAAD Associate/Affiliate Members  
\$250 for Non-members

#### Course 31:

\$145 for TAAD Member Districts  
\$195 for TAAD Associate/Affiliate Members  
\$245 for Non-members

Course # \_\_\_\_\_ Course Date \_\_\_\_\_ TDLR# (if applicable) \_\_\_\_\_

Name \_\_\_\_\_ Nickname \_\_\_\_\_ Title \_\_\_\_\_

Jurisdiction/Firm \_\_\_\_\_

Mailing address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ E-mail address \_\_\_\_\_

*confirmations are sent by e-mail*

### Course Materials (please mark one)

- ☐ I will pick up my class materials at registration  
☐ Please mail my class materials. I have enclosed the \$10 shipping and handling fee.\*

\*Materials mailed only if registration and payment are received **three weeks prior** to class.

**Note: Property Assessment Valuation book is ordered directly from IAAO (iaao.org). Required for Courses 2, 3, 4 and 5.**

Course Registration Fee ..... Registration Fee ..... \$ \_\_\_\_\_

PTEC Glossary - optional (\$20) ..... Enclosed ..... \$ \_\_\_\_\_

Mail Course Materials - optional (\$10) ..... Enclosed ..... \$ \_\_\_\_\_

Member District Certificate (must enclose with payment) ..... minus ..... \$ \_\_\_\_\_

**TOTAL AMOUNT ENCLOSED \$ \_\_\_\_\_**



Please complete the registration form and return it along with payment to:

**TAAD | 7700 Chevy Chase Drive; Building One, Suite 425 | Austin, Texas 78752-1558**

### Office Use Only:

Certificate \_\_\_\_\_

Date \_\_\_\_\_ Check# \_\_\_\_\_

Paid \_\_\_\_\_ DB \_\_\_\_\_

Gloss \_\_\_\_\_

Materials mailed \_\_\_\_\_

Confirmation sent \_\_\_\_\_



## Congratulates Roman!

**Roman Cherwonogrodzky, SRA**, an appraiser at Fort Bend CAD, has been recognized as a Volunteer of Distinction by the Appraisal Institute for serving as a volunteer and a spokesman for appraisal issues across the globe. He truly has a presence on the global scene. He has been a significant part of the institute's exposure in Europe, particularly in the Ukraine and more recently, Russia, with the introduction of education programs being considered for development under sponsorship by the institute. He has taken the responsibility for assisting, reviewing and editing introductory text books for appraisal topics considering appraisal practices in challenging markets such as found in Eastern Europe, etc.



## TREC Land Seminar Registration Open

**COLLEGE STATION (Real Estate Center) — Registration is now open for the 22nd Annual Outlook for Texas Land Markets seminar, which will be April 19-20, 2012 at the Omni San Antonio Hotel at the Colonnade.**

The Outlook for Texas Land Markets conference provides information on a variety of legal, economic, social and natural resource issues influencing current land market dynamics. Attendees will be equipped with knowledge of the latest legal issues, insight into how public policies affect land markets, and an understanding of current economic trends. Real Estate licensees may also register for the MCE Legal Update course, which will be offered at the seminar's conclusion.

- » **Featured speakers** will include Real Estate Center researchers **Dr. Mark Dotzour, Dr. Jim Gaines, Dr. Charles Gilliland and Judon Fambrough**, as well as a lineup of land-market experts.
- » **Cost** is \$220 or \$240 after March 19 for the seminar only, and \$245 or \$270 after March 19 for the seminar and MCE legal update. Cancellations: Call 979.458.4773 to request a full refund by March 19, 2012. Refunds requested after will incur a \$50 cancellation fee.
- » You can **register** on the Real Estate Center's website. A brochure with more information, including the complete agenda, is also posted on the Center's website.
- » **Hotel reservations** are available at the Omni Hotel by calling 210.691.8888 prior to March 19 and asking for the TREC block rate of \$109.

For more information, contact **Denise Whisenant** at the **Real Estate Center, 979.458.4773**.



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## Compliance Posters **Free For Employees**

All workplace compliance posters required by law can be obtained free of charge from the TWC website at [www.wqwwltwc.state.tx.us/ui/lablaw/posters.html](http://www.wqwwltwc.state.tx.us/ui/lablaw/posters.html).

Employers do not need to purchase these posters from private vendors. Furthermore, government-issued compliance posters do not have to be laminated to satisfy an employer's regulatory obligation. Employers should never pay for a government service that is free.

TWC has investigated reports of vendors claiming to be state contractors, inferring that employers are not in compliance with state law and urging employers to buy the posters from the vendor. TWC advises employers to disregard these vendors and consult with TWC directly to determine which posters are needed.

The number of workplace compliance posters required to be displayed can vary from one employer to another. Posters can be printed directly from TWC's website or by following links to the U.S. Department of Labor, where they can also be printed free of charge. Employers needing information about which posters they need to display should call TWC's Labor Law Department at 512.475.2670.

**The Texas Workforce Commission (TWC) urges employers to be aware of unscrupulous business operators who may try to coerce employers into purchasing required workplace posters. Obtaining these compliance posters through TWD, as always, is free.**

All Texas employers must display posters containing information on the Texas Payday Law, the Workers' Compensation Program, the Uniformed Services

Employment and Reemployment Rights Act, the Fair Labor Standards Act, the Employee Polygraph Protection Act, and the Occupational Safety and Health Act. Also, every employer with 15 or more employees, and smaller employers with federal grants and contracts, must post the notice entitled "Equal Employment Opportunity Is The Law," which contains information about the Equal Employment Opportunity / Americans with Disabilities Act laws.

Employers also may obtain a combined Texas Payday Law and Unemployment Compensation Act poster and a list of other required posters by calling

the agency's tax department at 512. 463.2747.

These posters can also be obtained online via the Unemployment Tax services website at [www.twc.state.tx.us/ui/tax/emtaxinfo.html](http://www.twc.state.tx.us/ui/tax/emtaxinfo.html).

To report inappropriate vending of posters, call the TWC Fraud and Program Abuse Hotline at 800. 252.3642.

## Attorney General Opinions/**Requests for Opinions**

**GA-0134** (January 13, 2004) RE: Whether a tax abatement agreement entered into under the Property Redevelopment and Tax Abatement Act, chapter 312, Tax Code, may be amended retroactively (RQ-0081-GA)

**Summary:** Section 312.208 of the Tax Code, permitting amendment of tax abatement agreements, does not modify the rule established by section 11.42(a) of the Tax Code that a "person who does not qualify for an exemption on January 1 of any year may not receive the exemption that year." Tex. Tax Code Ann. §11.42(a) (Vernon Supp. 2004). In addition, a retroactive amendment of a tax abatement agreement that extinguishes an existing tax liability violates article III, section 55 of the Texas Constitution.

**Request No. 1034-GA** RE: Whether a member of a governmental body would be subject to the Open Meetings Act under various scenarios, including a press conference, a luncheon speech, a crisis simulation exercise, and a political candidate forum

*Opinion requested by Honorable Jeff Wentworth, Chair, Select Committee on Open Government*

## Texas' Existing Home Sales **Up 4%**

**COLLEGE STATION (Real Estate Center)** — Sales of existing single-family Texas homes in December were up 4 percent from a year ago, according to the most recent Multiple Listing Services (MLS) data compiled by the Real Estate Center at Texas A&M University.

More than 16,500 homes were sold, data showed. The median home price was \$150,700, about the same as a year ago, and the state's overall inventory was at six months.

*Here is a sampling (data current as of January 30, 2012):*

City	Sales	Change from Last Year	Median Price	Change from Last Year	Months' Inventory
<b>Austin</b>	1,738	up 11%	\$188,200	down 2%	4.2
<b>Beaumont</b>	151	up 2%	\$114,000	down 14%	11.1
<b>Brownsville</b>	39	down 33%	\$86,800	down 22%	12.4
<b>Dallas</b>	3,315	down 3%	\$162,800	up 1%	4.7
<b>El Paso</b>	420	down 9%	\$97,900	down 27%	7
<b>Fort Worth</b>	645	up 5%	\$112,500	down 6%	5.2
<b>Houston</b>	5,048	up 7%	\$160,400	up 2%	5.9
<b>Midland</b>	134	up 17%	\$184,000	down 1%	3.3
<b>San Antonio</b>	1,393	up 3%	\$148,400	down 6%	6.6
<b>Sherman-Denison</b>	84	up 22%	\$96,700	up 3%	8.8
<b>Temple-Belton</b>	115	up 4%	\$120,700	down 13%	7.9
<b>Tyler</b>	198	down 5%	\$130,800	up 1%	11.4
<b>Victoria</b>	74	up 37%	\$131,100	down 2%	3.8
<b>Waco</b>	153	up 2%	\$116,200	down 1%	9
<b>Wichita Falls</b>	81	down 31%	\$102,300	down 9%	7.6
<b>Texas</b>	16,505	up 4%	\$150,700	no change	6

December 2011 MLS data for many Texas cities are available on the Center's website.



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## TAAD 2012 IAAO Course/Workshop Schedule

### Workshop 158: Highest and Best Use

**Date:** March 19-20, 2012

**Site:** Harris CAD, 13013 Northwest Freeway, Houston

**Instructor:** Rick Stuart, CAE

**Fees:** TAAD member districts \$260

**TAAD associate/affiliate members** \$310

**Nonmembers:** \$360

**TDLR credit: 15 hours** Highest and best use is a concept in real estate appraisal in which market value is achieved by the reasonable and probable legal land use that results in the highest value. Highest and best use is an essential step in the mass appraisal process and is necessary before market value estimates can be made. Local law may mandate preferential assessments according to specific land uses such as agricultural, historic and so forth rather than the highest and best use. This workshop is designed to provide students with a more in-depth study and understanding of the role and purpose of highest and best use in the appraisal process. Finally, there will be discussion of the unique situations that sometimes arise in a highest and best use analysis.

*IAAO recertification credit: 15 hours-2 days*

### Course 500: Assessment of Personal Property

**Date:** September 17-21, 2012

**Site:** Harris CAD, 13013 Northwest Freeway, Houston

**Instructor:** Jewette Farley, CAE

**Fees:** TAAD member districts \$385

**TAAD associate/affiliate members** \$425

**Nonmembers:** \$490

**TDLR credit: 30 hours**

The Assessment of Personal Property is designed to provide the students with an understanding and working knowledge of the procedures and techniques required to assess personal property. This course concentrates on the skills necessary for listing, appraising and assessing the market value of properties using the three approaches to value: the cost approach, the income approach and the sales comparison approach. The Assessment of Personal Property utilizes lectures, classroom discussion, and homework problems to emphasize the main concepts and procedures taught in the course. The ten sections of the course present a broad mixture of theory and practical application. Exercises are included so the student can test and reinforce new skills. Time is allotted for questions and answers throughout the course. Students are encouraged to participate actively.

*Recommended: Property Assessment Valuation (PAV) textbook (obtain from IAAO)*

*IAAO recertification credit: 30 hours*

### Workshop 191: Uniform Standards of Professional Appraisal Practice Update (National)

**Date:** September 24, 2012

**Site:** Harris CAD, 13013 Northwest Freeway, Houston

**Instructor:** Antonia G. Viens, MAI, SRA

**Fees:** TAAD member districts \$145

**TAAD associate/affiliate members** \$195

**Nonmembers:** \$270

**TDLR credit: 7 hours**

This workshop is the National 7-hour USPAP Update offered for continuing education for licensure and certification through The Appraisal Foundation. The workshop provides a general overview of USPAP guidelines, advisory opinions, statements, and other appraisal practices. The course is updated yearly to address changes to USPAP and common misunderstandings.

*IAAO recertification credit: 7 hours-1 day*

### Workshop 151 – Uniform Standards of Professional Appraisal Practice (National)

**Date:** September 25-26, 2012

**Site:** Harris CAD, 13013 Northwest Freeway, Houston

**Instructor:** Antonia G. Viens, MAI, SRA

**Fees:** TAAD member districts \$195

**TAAD associate/affiliate members** \$245

**Nonmembers:** \$295

**TDLR credit: 15 hours**

This workshop covers materials from The Appraisal Foundation, Uniform Standards of Professional Appraisal Practice which include: Definitions, Preamble, Ethics Rule, Competency Rule, Departure Rule, Jurisdictional Exception Rule, Supplemental Standards Rule, and Standards 1 through 10. Supplementary materials include The Appraisal Foundation Uniform Standards of Professional Appraisal Practice (USPAP). This workshop includes an exam.

*IAAO recertification credit: 15 hours-2 days*

### Course 300: Fundamentals of Mass Appraisal

**October 8-12, 2012**

**Site:** Harris CAD, 13013 Northwest Freeway, Houston

**Instructor:** Rick Stuart, CAE

**Fees:** TAAD member districts \$385

**TAAD associate/affiliate members** \$425

**Nonmembers:** \$490

**TDLR credit: 30 hours**

This course provides an introduction to mass appraisal and is a prerequisite for the 300 series of courses offered by the IAAO. Topics covered include single-property appraisal versus mass appraisal, components of a mass appraisal system, data requirements and analysis, introduction to

*continued on next page*



## IAAO Course/Workshop Schedule *Continued*

statistics, use of assessment ratio studies in mass appraisal, modeling of the three approaches to value, and selection of a mass appraisal system.

*Recommended: Course 101, 102*

*Recommended text: Mass Appraisal of Real Property textbook (MARP) (obtain from IAAO)*

### **Workshop 162: Marshall & Swift Cost Approach (Residential)**

**Date:** December 10-11, 2012

**Site:** Dallas CAD, 2949 North Stemmons Fwy, Dallas

**Instructor:** Rick Stuart, CAE

**Fees:** TAAO member districts \$260

**TAAO associate/affiliate members** \$310

**Nonmembers:** \$360

**TDLR credit:** 15 hours

This two-day workshop provides an understanding of how to utilize Marshall & Swift Residential Cost Manuals. Several case studies are used to enhance the ability to apply this information. Day two gives an overview of segregated-cost and how to use segregated-cost, along with various example problems.

*IAAO recertification credit: 15 hours-2 days*

### **Workshop 163: Marshall & Swift Cost Approach (Commercial)**

**Date:** December 12-13, 2012

**Site:** Dallas CAD, 2949 North Stemmons Fwy, Dallas

**Instructor:** Rick Stuart, CAE

**Fees:** TAAO member districts \$260

**TAAO associate/affiliate members** \$310

**Nonmembers:** \$360


**TDLR credit:** 15 hours

This workshop is designed to teach how to use the Marshall & Swift Commercial Valuation Guide. Participants will spend more time working several case study problems to assist them in learning how to apply this service.

*IAAO recertification credit: 15 hours-2 days*

*Check back... more courses and workshops to be added!*

*IAAO Registration Form on following page*



## Don't sweat the math!

**Refresh your math skills before taking IAAO courses**

TEAM Consulting, LLC, offers a series of math tutorials for those who want to refresh their math skills *before* taking the core courses of the International Association of Assessing Officers (IAAO).

**Choose from five math tutorials, each corresponding to a specific IAAO course: IAAO 101, 102, 201, 300 or 112.**


- ✓ Tutorials are emailed as pdfs that you can print or study on your computer—and at your own pace
- ✓ Easy-to-follow “everyday math” is applied to the IAAO course material
- ✓ Includes lots of examples and practice problems, plus helpful tips and memory tools

**Questions?**  
Email tutorial author and instructor Rick Stuart, CAE, at [rstuart17@cox.net](mailto:rstuart17@cox.net).  
[www.teamconsulting.cc/rickstuart.html](http://www.teamconsulting.cc/rickstuart.html)

**Don't stress, refresh! Order your tutorials today!**

[www.teamconsulting.cc/workshops/mathtutorials.html](http://www.teamconsulting.cc/workshops/mathtutorials.html)

See TEAM's website for more workshops and study guides, including the popular AAS Case Study Review.



Leaders in Property Assessment & Valuation  
[www.teamconsulting.cc](http://www.teamconsulting.cc)

## TAAD 2012 IAAO Course Registration Form

- Class Hours:** Unless otherwise specified, course hours are from 8:30 am - 5 pm. Registration on class day 1 is 8-8:30 am.
- Location/Hotel Accommodations:** Check registration materials for announced location:
  - Harris County Appraisal District** 13013 Northwest Freeway, Houston
  - North Austin/Round Rock Marriott Hotel** 2600 LaFrontera Blvd., Round Rock
  - Dallas Central Appraisal District** 2949 North Stemmons Freeway, Dallas

For lodging information, please contact TAAD or refer to TAAD's website for suggestions.
- Registration Requirement:** Payment must be received by TAAD for an individual to be officially registered.  
*There is no on-site registration.*
- Cancellations:** For all course cancellations there will be a \$100 administrative charge deducted. This includes faxed registrations. *Refund requests must be received by TAAD in writing no later than one week prior to the first day of the course.* There are no refunds for cancellations received by TAAD less than one week prior to first day of class.
- Cost for Courses:** Please refer to the registration materials for cost of registration for TAAD members and non-members. Cost of registration is based on *TAAD membership*, not IAAO membership.
- Additional Texts:** Please refer to the registration materials for possible additional IAAO texts needed for the class.  
*Each student is responsible for ordering and obtaining them from IAAO. No texts will be available at the class.*
- Registration Deadline:** IAAO requires that registrations be processed *at least three weeks prior to the course* in order to allow sufficient time for mailing materials.
- Course Materials:** Students will pick up course materials at registration on the first day of class.

IAAO Course/Workshop # \_\_\_\_\_ Course Date \_\_\_\_\_ TPE # (if applicable) \_\_\_\_\_

Name \_\_\_\_\_ Nickname \_\_\_\_\_ Title \_\_\_\_\_

Jurisdiction/Firm \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ E-mail Address \_\_\_\_\_

Course Registration Fee .....\$ \_\_\_\_\_

*(Fee is based on TAAD membership, not on IAAO membership)*

☐ Please submit this course for CEs with TDLR

**TOTAL AMOUNT ENCLOSED \$** \_\_\_\_\_



Please complete the registration form and return it along with payment to:  
TAAD | 7700 Chevy Chase Drive; Building One, Suite 425 | Austin, Texas 78752-1558

### Office Use Only:

Date \_\_\_\_\_ Ck# \_\_\_\_\_

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DB \_\_\_\_\_ ADV \_\_\_\_\_

Materials Date \_\_\_\_\_

## TAAD's 2012 Level III and IV RPA Review

**Dates:** (Reviews on Monday-Thursday)

- » March 26-29, 2012
- » September 24-27, 2012
- » November 13-16, 2012

### Registration Fee:

- » TAAD Member District \$300
- » TAAD Associate or Affiliate Member \$350
- » Non-member \$400

### Hotel Accommodations:

**North Austin/Round Rock Marriott Hotel**

2600 La Frontera Blvd., Round Rock, TX 78681  
512/733-6767 or 800/865-0546

**Room Rates:** \$113 single or double (reserve at least three weeks before class). Complimentary parking.

**Cancellation:** Notice must be in writing by at least seven days prior to class. \$75 fee will be deducted.

TAAD offers a **Level III/Level IV RPA Review** for TDLR registrants preparing to take the state certification exam. Sessions will be four comprehensive days of course review and working problems. An optional exam will prepare registrants for the TDLR exam.

Registrants should be familiar with the outline, and should ensure they have up to date course materials for review.

**Daily sessions will be from 8:30 am - 5 pm.** Students attending should be aware that this is a **review** session, not a primary instruction. The instructor will cover basic methodologies, definitions, etc., as outlined in course materials, but will not "reteach" the course.

Time will be provided for working on students' areas of specific concern.

## TAAD's Level III & IV RPA Review 2012 Registration Form

Name \_\_\_\_\_ Nickname \_\_\_\_\_ Title \_\_\_\_\_

Jurisdiction/Firm \_\_\_\_\_ TDLR# (if applicable) \_\_\_\_\_

Mailing address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail address \_\_\_\_\_

### FEES (per person):

TAAD member district \$300

TAAD associate or affiliate member \$350

Non-member \$400

FEE ENCLOSED \$ \_\_\_\_\_

- ☐ March Level III RPA review
- ☐ September Level III RPA review
- ☐ November Level III RPA review

or

- ☐ March Level IV RPA review
- ☐ September Level IV RPA review
- ☐ November Level IV RPA review



Please complete the registration form and return it along with payment to:  
**TAAD; 7700 Chevy Chase Drive; Bldg. One, Suite 425; Austin, Texas 78752-1558**

### Office Use Only:

Date \_\_\_\_\_

Check# \_\_\_\_\_

Paid \_\_\_\_\_

PC \_\_\_\_\_ DB \_\_\_\_\_

» A student is officially registered for class only when TAAD receives a completed registration form **and** payment prior to class.

» Written request for refund must be received at TAAD at least seven days **before** class begins or entire registration is forfeited. There will be a \$75 fee charged for timely-received cancellations.

## Real Estate Notes of Interest

*Rick Stuart, CAE*

*Rick is a Senior Consultant with TEAM Consulting and lives in Topeka, Kansas.*

**Dawn Wotapka, *The Wall Street Journal*, December 16, 2011**

A Chinese company has agreed to a settlement with thousands of homeowners to reimburse for homes containing Chinese drywall. One estimate states the settlement could be as large as \$1 billion.

**Nick Timiraos, *The Wall Street Journal*, December 13, 2011**

Some of you may remember in previous "Notes" that Chicago passed an ordinance making mortgage creditors liable for upkeep on vacant properties, even if just in the foreclosure stage. Fannie Mae and Freddie Mac have filed lawsuits against the city over this.

***The Wall Street Journal*, December 14, 2011**

Smith Travel Research reports that revenue per-available hotel room rose in October to \$60.48 which is up 8.4 percent from a year ago.

**Nancy Trejos, *The Wall Street Journal*, December 16, 2011**

The good news for hotels above may be somewhat cancelled by information in this article. It seems that as airfare is increasing, more and more travelers are staying in lower priced hotels to make up the difference.

**Maura Webber Sadovi, *The Wall Street Journal*, December 14, 2011**

Some commercial markets remain very depressed in parts of the country. Even McDonald's is struggling to get minimum bids for vacant lots and restaurants; thus, areas have boarded up stores.

**Charlie Savage, *builderonline.com*, December 11, 2011**

"The Justice Department on Wednesday announced the largest residential fair-lending settlement in history, saying that Bank of America had agreed to pay \$335 million to settle allegations that its Countrywide Financial unit discriminated against black and Hispanic borrowers during the housing boom." To see the entire article go to [www.nytimes.com/2011/12/22/business/us-settlement-reported-on-countrywide-lending.html?\\_r=2&ref=business](http://www.nytimes.com/2011/12/22/business/us-settlement-reported-on-countrywide-lending.html?_r=2&ref=business).

**A.D. Pruitt and Dawn Wotipka, *The Wall Street Journal*, December 21, 2011**

The money is going to the multi-family: this articles states that the big developers (ones that normally invested in malls and office properties) are now investing in apartments.

**Matthew Strozier, *The Wall Street Journal*, December 27, 2011 »**

This article looks at what the author considers the best eight indices of measuring home values and are shown at right. The link for the article is [www.blogs.wsj.com/developments/2011/12/23/introducing-the-home-price-scorecard/](http://www.blogs.wsj.com/developments/2011/12/23/introducing-the-home-price-scorecard/).









**Brady Dennis, *washingtonpost.com*, December 25, 2011**

For a large number of jurisdiction officials throughout the country, this article does not surprise them when it talks about how prices declining for homes creates less property tax. A chart and the article can be found at [www.washingtonpost.com](http://www.washingtonpost.com).

### Home-Price Scorecard

They take different approaches, but home-value indexes tackle the same question:

**Are prices up or down?**

S&P/Case-Shiller	LPS	FHFA	FNC
			
<b>-3.6%</b>	<b>-4.4%</b>	<b>-2.8%</b>	<b>-4.7%</b>
CoreLogic	Radar Logic	Clear Capital	Zillow
			
<b>-3.9%</b>	<b>-5.4%</b>	<b>-2.2%</b>	<b>-5.1%</b>

Note: Latest year-over-year data as of December 22.

Source: The Wall Street Journal

*Continued on following page*

## Real Estate Notes *Continued*

com/business/economy/falling-home-values-mean-budget-crunches-for-cities/2011/12/14/gIQAwWmtHP\_story.html.

**Walter Molony, *realtor.org*, December 29, 2011 »**

The Pending Home Sales Index,\* a forward-looking indicator based on contract signings, increased 7.3 percent to 100.1 in November 2011 from an upwardly revised 93.3 in October and is 5.9 percent above November 2010 when it stood at 94.5. The October upward revision resulted in a 10.4 percent monthly gain. The last time the index was higher was in April 2010 when it reached 111.5 as buyers rushed to beat the deadline for the home buyer tax credit. The data reflects contracts but not closings.

**John Gittlesohn, *bloomberg.com*,**

**December 27, 2011**

The article is titled "RTC-like entity could emerge as U.S. tries to clear distressed inventory." This editor highly recommends you watch for articles and information on this. A large number of us have been saying for a couple of years that the RTC (Resolution Trust Corporation) or some similar organization will be coming back for the housing inventory.

**ccim.com, January 5, 2012**

"While office demand dropped slightly in 4Q11, the U.S. office sector's overall 2011 space demand reached the highest level since 2007; however, 2012 is expected to remain relatively flat across most regions." See [www.ccim.com/newscenter/136675/2012/01/05/us-office-demand-increased-2011](http://www.ccim.com/newscenter/136675/2012/01/05/us-office-demand-increased-2011) for the article.

**Daily Real Estate News, *realtor.org*, January 5, 2012**

Will the federal government become residential landlords? There is a proposal to rent versus selling repossessions. There is more and more discussion and articles on this issue; I would recommend you watch for this topic.

**Daily Real Estate News, *realtor.org*, January 5, 2012**

"The apartment vacancy rate is at its lowest level since late 2001 as the rental market continues to soar, according to the latest fourth-quarter data by Reis Inc. As demand increased, the vacancy rate for apartments dropped in the fourth quarter to 5.2 percent compared to 6.6 percent a year prior."

**Annie Gasparro, *The Wall Street Journal*, January 6, 2012**

A couple of franchise restaurants are trying to help their current franchisees and encourage others to participate. Papa John's International and Denny's are trying the following:

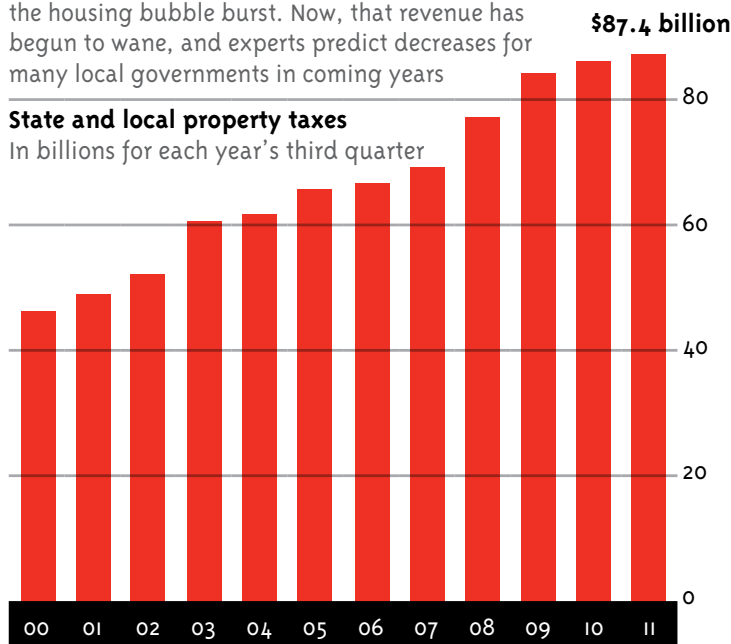
- » Lending programs
- » Cutting back royalty fees
- » Additional assistance as needed

### Property Taxes Leveling Off

Because of the lag time in assessments, among other factors, property tax revenue often takes years to catch up with the current economy. That means many municipalities saw tax revenue rise even after the housing bubble burst. Now, that revenue has begun to wane, and experts predict decreases for many local governments in coming years

#### State and local property taxes

In billions for each year's third quarter



THE WASHINGTON POST

Source: Real Capital Analytics

*Continued on following page*



**Real Estate Notes** *Continued***htrends.com, January 8, 2012**

"The U.S. hotel industry experienced increases in all three key performance metrics during the week of 25-31 December 2011, according to data from STR. In year-over-year comparisons for the week, occupancy rose 3.4 percent to 49.0 percent, average daily rate increased 4.3 percent to US\$107.56 and revenue per available room finished the week with an increase of 7.8 percent to US\$52.69."

**John Caulfield, builderonline.com, February 21, 2011**

This is a repeat article with a follow-up. In the 2011 article, the following statement was made, "Since 2003, Marketplace Homes in Plymouth, Mich., has been offering a unique service to home buyers and builders: If the buyer purchases a new home from one of Marketplace's preferred builders, Marketplace will offer to find renters for their properties."

Now the follow-up as of January 11, 2012 is, The Plymouth, Mich.-based Marketplace helped sell 543 homes last year, a 165 percent increase over 2010. The carrot was the guaranteed lease stated above.

**Jason Hindley, Money Magazine, January/February 2012 »**

The trend of new homes being constructed continues to indicate smaller is better.

Year Built	Average SF
1985	1,605
1995	1,920
2005	2,227
2010	2,169

**Craig Karmin and Eliot Brown, The Wall Street Journal, January 11, 2012**

Problems continue to mound in the overall office market. According to Reis, Inc. some markets are still below 2007 levels with some areas seeing value drops of 26 percent. Delinquency rates in December rose to 9 percent which is up from 7.4 percent in June. If the property was purchased at or near the peak, a 1 percent decline in rent would result in an 8 percent loss in profits.

"A 660,000 square-foot office building in downtown Kansas City, MO, is trying to renegotiate its \$40 million mortgage with creditors, according to Trepp. The property's vacancy rose to 48 percent in 2010 when a major tenant, Dickinson Financial Corp. didn't renew its lease."

**The Wall Street Journal, January 11, 2012**

Knauf Plasterboard Tianjin Co. agreed last month to create an uncapped fund to pay for repairing roughly 4,500 Florida, Louisiana, Mississippi and Alabama. The deal also would create a separate fund capped at \$30 million to pay for other types of losses, including those blaming drywall for health problems."

**A.D. Pruitt, The Wall Street Journal, January 11, 2012**

Self-storage facilities continue to be strong in the real estate market and is now carrying over into the REITs. REITs are real estate investment trusts. "Last year, the stocks of real-estate investment trusts posted a total return of 35.4 percent for the second consecutive year. Those results greatly outpaced the 8 percent return for all REITs, as measured by the Dow Jones All REIT Equity Index."

**Jess Bravin and Nathan Koppel, The Wall Street Journal, January 21, 2012**

December 2011 sales of previously used homes were up for the third straight month and bringing the supply of homes listed for sale to the lowest level since 2006. Lower supply and a good demand should help the market.

**Conor Dougherty, The Wall Street Journal, January 21, 2012**

This could be good news for the Lowes and Home Depots of the world. Renovation and remodeling has come back strong starting in 2010 and is expected to be even stronger in 2012.



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