



Appraisal Institute®

Professionals Providing Real Estate Solutions

KNOWLEDGE. | EXPERIENCE. | INTEGRITY.

State of the Appraisal Institute Scott Robinson, MAI, SRA, AI-GRS

Regions I, II, VII

Oct. 21, 2017

- Recent actions by the Board
- Valuation profession and AI professionals
- Financial status
- New seminars and technology-based education
- AI Relief Foundation

Recent Board Actions

August 2017

- Approved amendments to Bylaws regarding Practicing Affiliates
- Directed 45-Day Notice regarding international chapters
- Approved the 2018 Budget
- 2019 Annual Conference

- Ozark Mountain and Green Country of Oklahoma Chapters
- Subject Matter Expert Panel
- Statement of Policy on Evaluations
- Trust Agreement of the Appraisal Institute Insurance Trust
- ADQC vacancy

- 2018 Vice President
- 2018-19 International Designated Member on Board of Directors
- 2018-19 Chair of Strategic Planning Commission
- SPC member
- Audit Committee members
- PLIPC member

Valuation Profession and AI Professionals

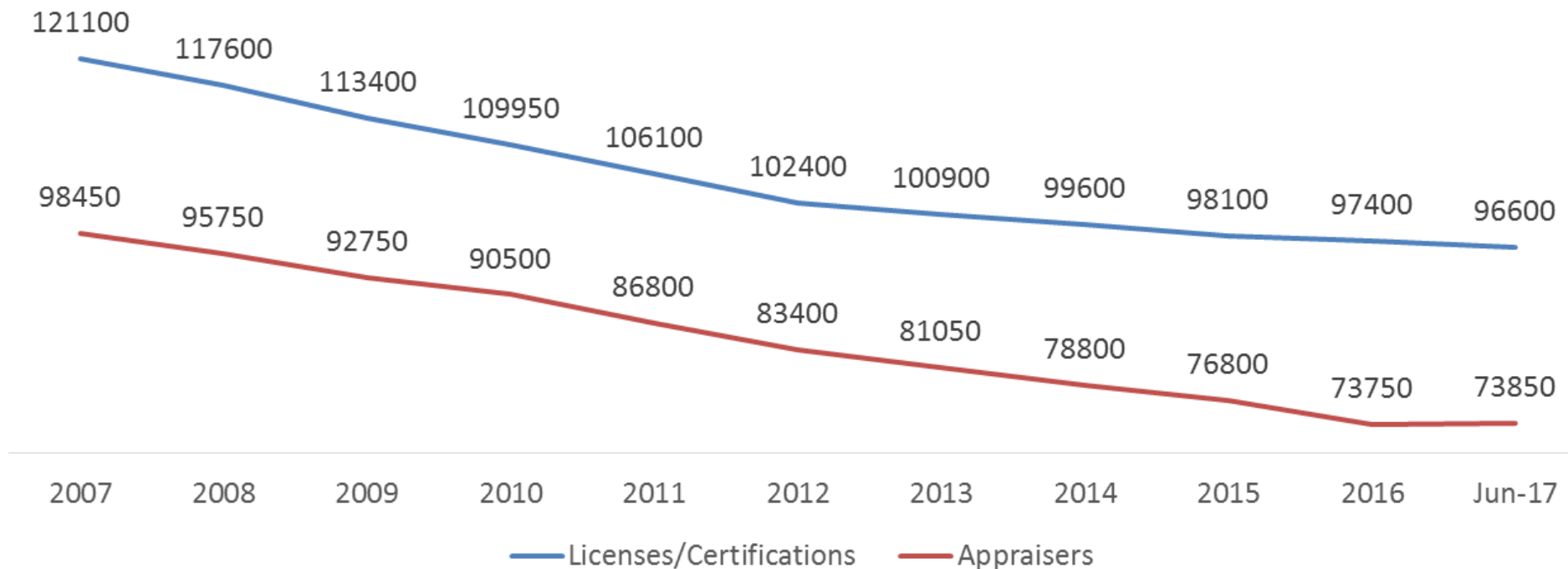
U.S. Active Appraiser Population



- How many active appraisers are there in the U.S.?
 - 73,854 (estimate as of June 30, 2017)
 - 43,046 (58 percent) are Certified Residential appraisers
 - 24,286 (33 percent) are Certified General appraisers
 - 7,207 (10 percent) are Licensed appraisers
 - 8,993 (12 percent) hold license in another state

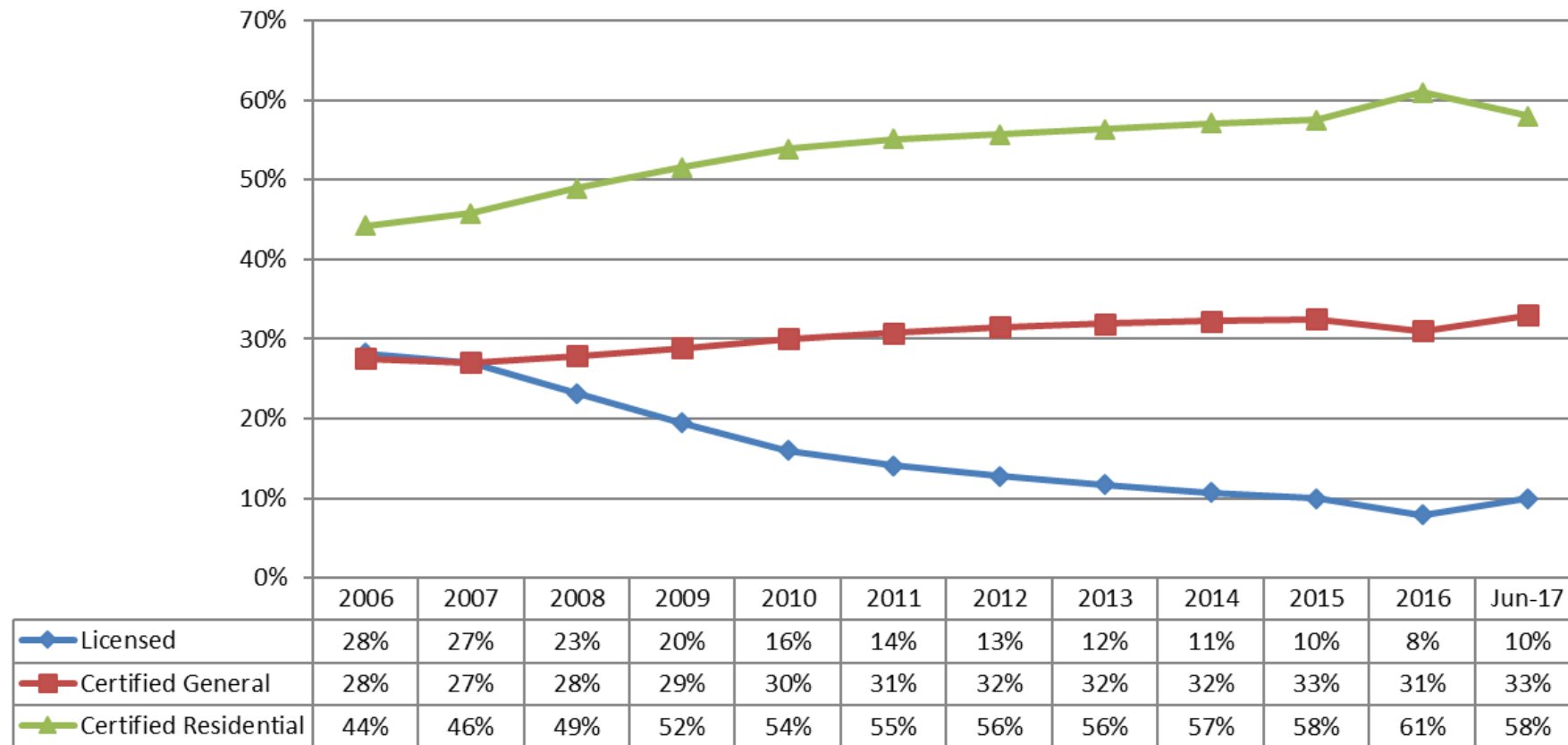
U.S. Active Appraiser Population

Total Licenses/Certifications and Number of Appraisers



U.S. Active Appraiser Population

Proportions of U.S. Appraisers Licensed or Certified



- AI's share of the active U.S. appraiser population:
 - Approximately 25 percent overall
 - Approximately 45 percent of general/commercial appraisers
 - Approximately 10 percent of residential appraisers

Financial Status

as of Aug. 31, 2017

- 2017 year-to-date operating surplus of \$461,000
- Revenues of \$12.2 million
 - 1.4 percent less than budget
- Expenses of \$11.7 million
 - 3.5 percent better than budget

- Reserves held at the national level: \$13.4 million
 - Represents 8.7 months of operating expenses
 - Unrestricted reserves represent 7.6 months of operating expenses
 - Year-to-date investment return 3 percent

- 15,536 AI professionals paid 2017 dues or fees
- Net attrition of dues/fees paying professionals through Aug. 31 is 3.6 percent

Education

2017

- *Solving Land Valuation Puzzles*: 7 hours - Premiere in Chicago
Nov. 10

2018

- *In the Eye of the Hurricane: Understanding an Investigation by a State Regulatory Board Agency*
- *Evaluating Commercial Leases: The Tenant & the Terms Both Matter*
- *Rural Properties*
- *Valuing Leasehold Interests*
- *Litigation Skills for the Appraiser*

General Demo Capstone

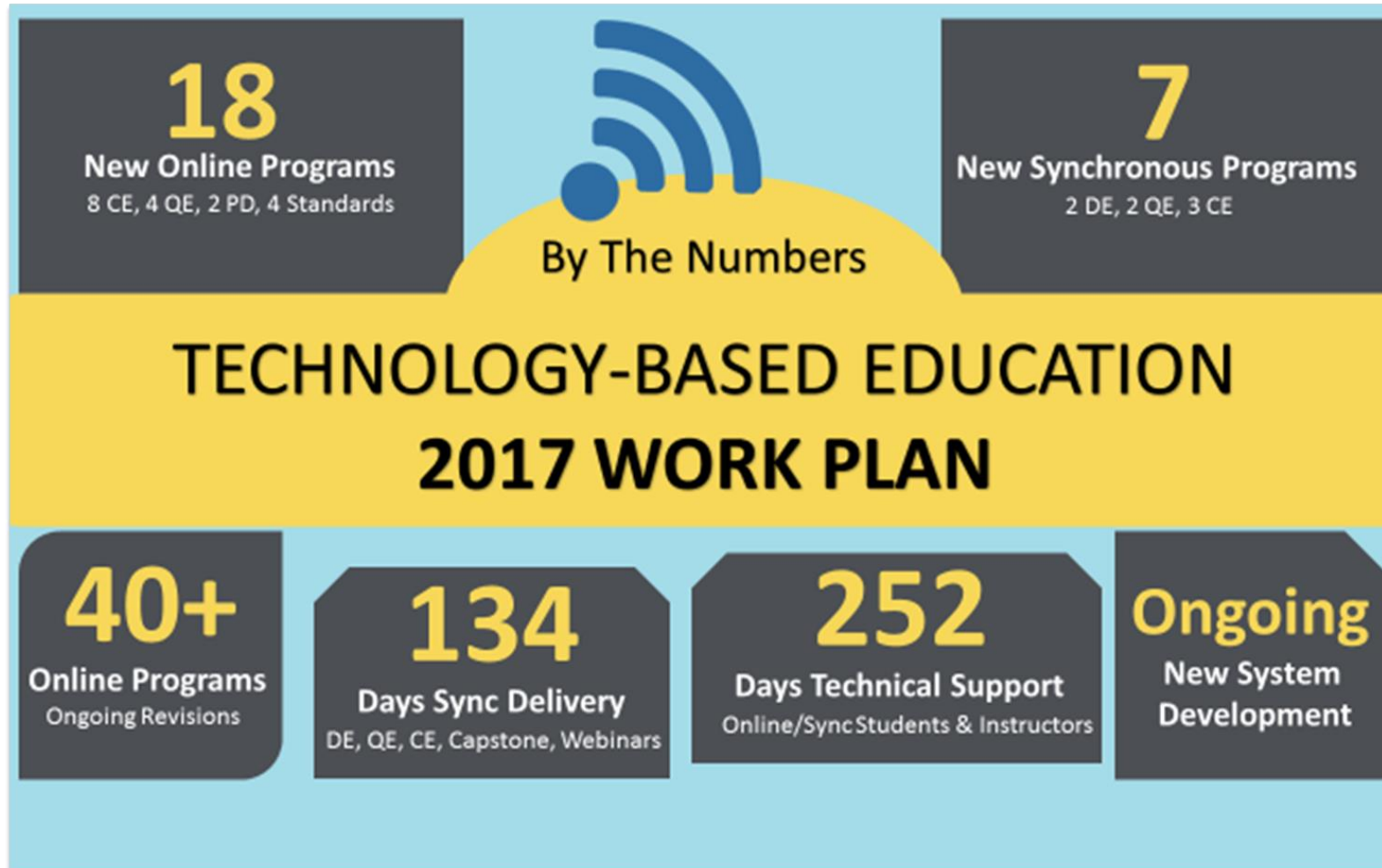
2017

The final offerings of the General Demo Capstone Nov. 6-12
(Synchronous and San Antonio)

2018

	Material Release	Webinar 1	Webinar 2	Capstone Date
Synchronous	12/15/17	1/5/18	1/30/18	2/19-25/18
Location TBD	12/15/17	1/5/18	1/30/18	2/19-28/18
Chicago	2/16/18	3/9/18	4/3/18	4/23-29/18
Synchronous	7/6/18	7/29/18	8/21/18	9/10-16/18
Location TBD	7/6/18	7/29/18	8/21/18	9/10-16/18

- We have not yet received the Provider Agreements from TAF
- If you are planning to offer a USPAP course late in the year (after September), please schedule sometime in **December**
- It is more likely that the 2018-19 version will be ready at that time, however, this is not a guarantee



- **Continuing Education**
 - *Analyzing Tenant Credit Risk and Commercial Lease Analysis - Nov. 20-21*
 - *Complex Litigation Appraisal Case Studies – Nov. 29-30*
 - *Contract or Effective Rent: Finding the Real Rent – Nov. 9*
 - *Using Spreadsheet Programs in Real Estate Appraisals – Dec. 5-6*

- **Qualifying Education**
 - *Advanced Residential Applications and Case Studies Part I* Sept. 25-28
SOLD OUT
 - *Advanced Residential Report Writing Part II* Oct. 23-Nov SOLD OUT
- **Client**
 - *Commercial Real Estate Training from the Appraisal Institute:
Appraisal Engagement, Appraisal Reviews & Evaluations* Nov. 3-8
- **Review Designation**
 - *Review Case Studies—Residential* Oct. 2-5
 - *Review Theory—Residential* Dec. 11-4

Admissions and Continuing Education

Timeline to Designation

- Candidates: 2,452
- Candidate timelines expire monthly
- Personalized outreach efforts occur each month
- Candidates expiring, as of early August, include:
 - 45 timelines end Sept. 30, 2017
 - 132 timelines end Oct. 31, 2017
 - 42 timelines end Nov. 30, 2017
 - 603 timelines end Dec. 31, 2017

As of Sept. 1, 2017, 179 Candidates were terminated (in 2017) from Candidate program for lack of meeting their timeline end dates for 2017 or receiving approved extensions; 149 were converted to Practicing Affiliate (for Jan. 1 through Sept. 1).

Candidate Extensions 2017

- Candidate Extensions Approved in 2017: 866
- Candidate Extensions Denied in 2017: 31

Note: Multiple extensions for same Candidates not included.
1,511 extensions requested in 2016

Candidate for Designation Program



2017 Annual Minimum Progress:

- 619 Candidates
 - 62 Designated Members

Practicing Affiliates Timelines

- 45-Day Notice adopted regarding elimination of Practicing Affiliate timelines:
 - Practicing Affiliates who had not paid annual fee
 - Staff outreach to former Practicing Affiliates
 - Chapters encourage current Practicing Affiliates or former Practicing Affiliates

- Concluding Q3 communications for AI Continuing Education outreach
 - Reminder letters sent in early September to 65 suspended Practicing Affiliates whose cycles ended on June 30, 2017
 - First reminder emails sent in mid-September to 179 Practicing Affiliates whose cycles end on June 30, 2018.

AI Continuing Education: Designated Members (5-year cycles)



- Concluding Q3 communications for AI Continuing Education outreach
 - 1,305 to complete AI CE requirements by the end of 2017; CE email reminders sent in mid-September
 - CE reminder letters sent in early September to Designated Members currently suspended whose cycles ended in 2016

Continuing Education: First-Year Standards and Ethics



- Communications occur monthly (includes Candidates and Practicing Affiliates)
 - Candidates and Practicing Affiliates First Year Standards and Ethics
 - Candidates and Practicing Affiliates suspended

- Access Chapter Info web page
- AI Requirements tab
 - Designated Member CE needs
 - Practicing Affiliate CE needs
 - Candidate/Practicing Affiliate 1st Year

For information on navigating Chapter Info web page:

<http://ow.ly/aoex30aLvAU>

Professional Practice

Professional Practice Questions

- Over 1,886 questions from AI Professionals so far in 2017

Professional Resources

- Thank you to all AI professionals and chapters that have generously supported the AI Relief Foundation (AIRF) since Hurricanes Harvey, Irma and Maria.
- AIRF is here to help. If you know an appraiser in need of assistance after a natural disaster or other emergency, please direct them to www.airelief-foundation.org.
- Banner ads are available to chapters and regions:



For more information please contact us at
relieffoundation@appraisalinstitute.org or 312-335-4154

Save the Date!

LDAC 2018

Hosted by the Appraisal Institute

May 16–18
Hyatt Regency Washington on Capitol Hill

Registration Opens: Feb. 14, 2018

- The AI Education Trust offers scholarships to eligible and worthy Candidates for Designation and college students. For more information, please go to www.aiedtrust.org.



- In the coming months, the AI Education Trust will request nominations from AI professionals for the Y.T. and Louise Lee Lum Award. For more information or to nominate someone, please email educationtrust@appraisalinstitute.org.

STDB®

Site to do Business

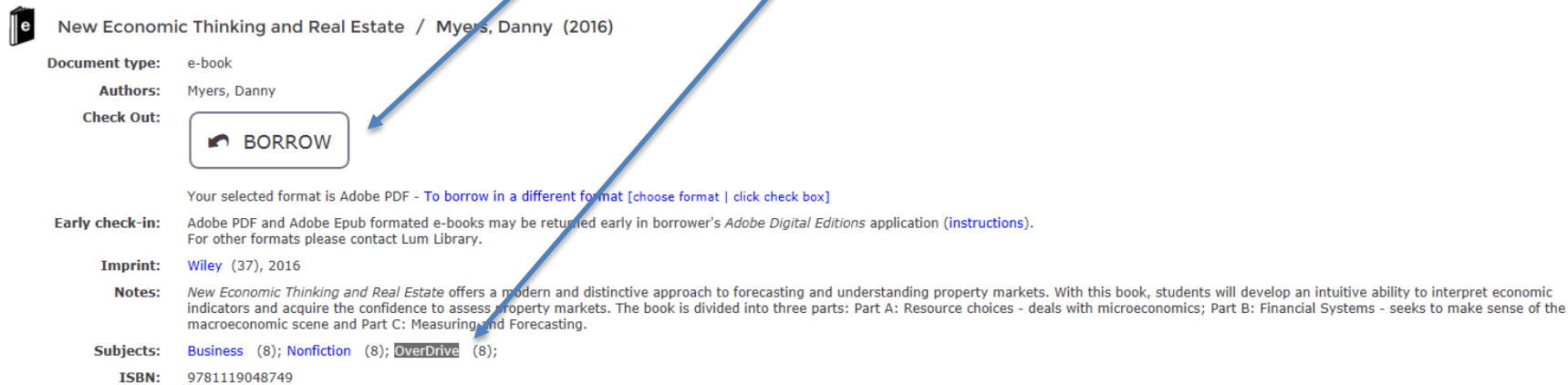
Visit the **AI Benefits**
section of the AI
website to learn more
about this and other
benefits!


- Offers an integrated market analysis that combines demographic information, mapping technology and reporting tools for use in appraisal and consulting assignments
- Lock in exclusive AI pricing to subscribe or renew: \$650 for 12 months
 - Regular price: \$1,295

Y.T. and Louise Lee Lum Library

The library's online catalog is incorporating the OverDrive E-book software. The library's collection of e-books will be available for check-out directly from the online catalog. Most of the library's e-books titles are in the process of migrating from the library's other e-book vendors.

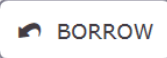
OverDrive e-books may be recognized by the "Borrow" button and a subject heading.



 **New Economic Thinking and Real Estate / Myers, Danny (2016)**

Document type: e-book

Authors: Myers, Danny

Check Out: 

Early check-in: Your selected format is Adobe PDF - [To borrow in a different format \[choose format | click check box\]](#)
Adobe PDF and Adobe Epub formatted e-books may be returned early in borrower's *Adobe Digital Editions* application ([instructions](#)).
For other formats please contact Lum Library.

Imprint: Wiley (37), 2016

Notes: *New Economic Thinking and Real Estate* offers a modern and distinctive approach to forecasting and understanding property markets. With this book, students will develop an intuitive ability to interpret economic indicators and acquire the confidence to assess property markets. The book is divided into three parts: Part A: Resource choices - deals with microeconomics; Part B: Financial Systems - seeks to make sense of the macroeconomic scene and Part C: Measuring and Forecasting.

Subjects: [Business \(8\)](#); [Nonfiction \(8\)](#); [OverDrive \(8\)](#);

ISBN: 9781119048749

Most of the e-books are formatted in Adobe Digital Editions. These e-books will open on your desktop Adobe Digital Editions (ADE) folder:

- Three (3) e-books may be checked out simultaneously
- Seven (7) day check-put period
- Early return in Adobe Digital Editions menu

Holds may be placed on e-book titles that are already checked-out, an email will be sent when it becomes available

A new library mobile app that supports these OverDrive e-books is in the process of being programmed and will be available soon

Those remaining EBSCO e-book titles will continue to open in the EBSCO browse window

OverDrive library system is funded by a grant from the Appraisal Institute Education Trust

Communications

Q3 2017 AI Media Coverage

**Bloomberg
Business**

**San Francisco
Chronicle**



Chicago Tribune



VALUATION REVIEW
There is no comparable

The Washington Post



AI's following as of Sept. 29, 2017:



5,844 "likes"



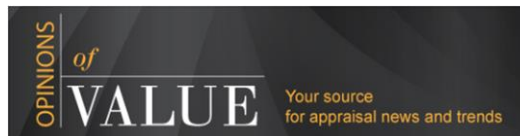
4,544 followers



7,165 followers



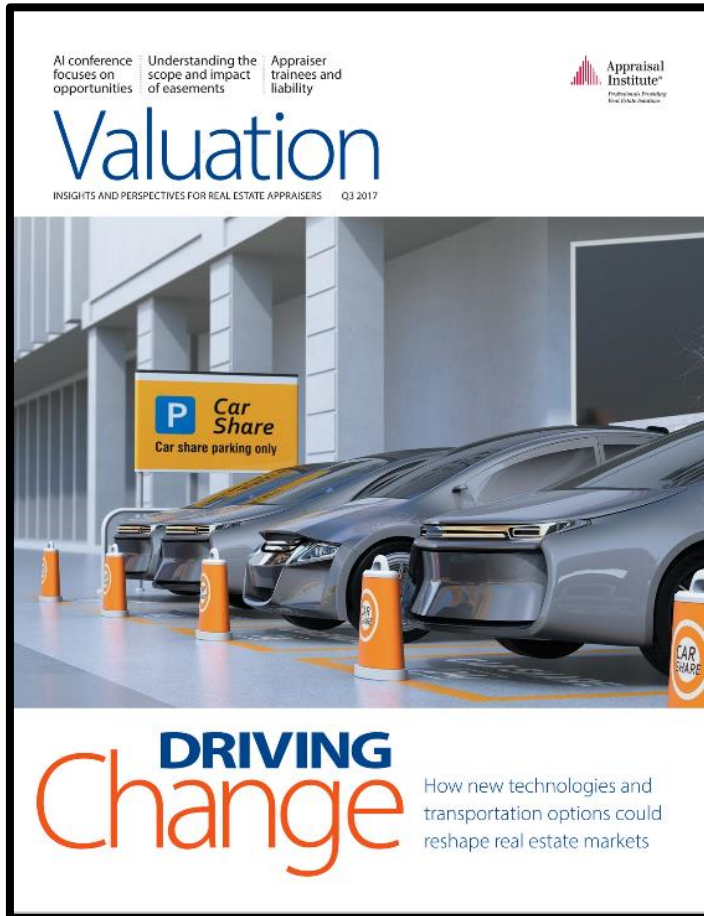
22,313 video views



390 subscribers

- In Q3 2017, AI leaders spoke at:
 - ANEVAR Valuation Conference
 - International Conference on Assessment Administration (IAAO)
 - Iowa Commercial Real Estate Expo
- Q4 2017 AI speaking opportunities:
 - FECOVAL Congress (Tampico, Mexico)
 - AARO Fall Conference (Washington, D.C.)
 - UPAV (Punta de Este, Uruguay)

Valuation & The Appraisal Journal



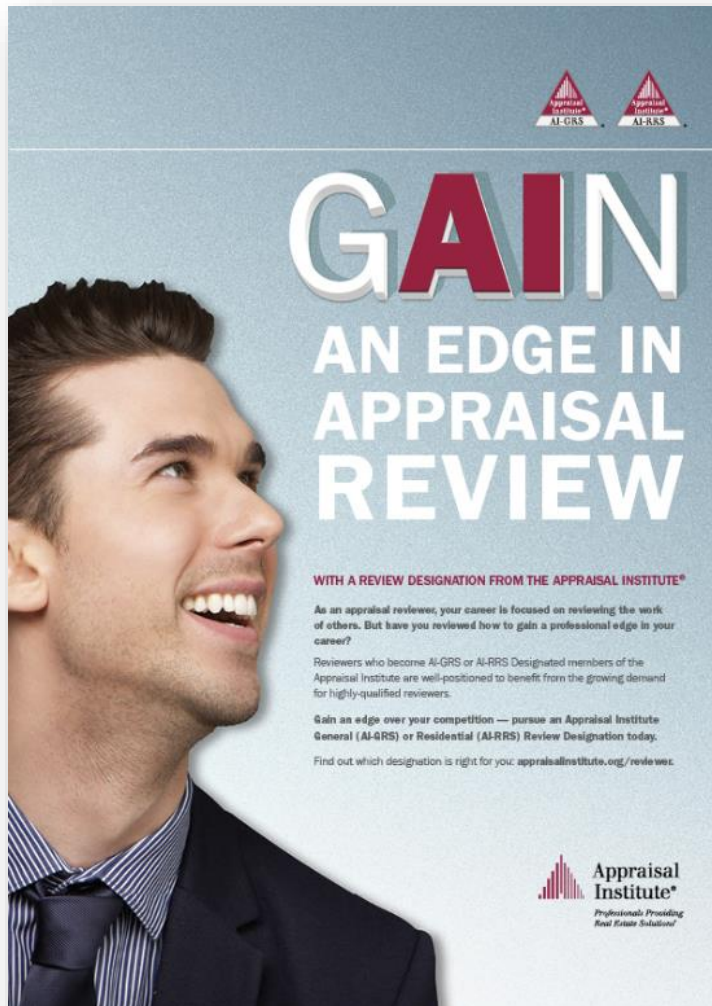
New issues
available
online now

http://www.valuation-digital.com/resourcescatalog/q3_2017?pg=1#pg1/



<http://www.myappraisal institute.org/taj/default.aspx>

Marketing



AI-GRS AI-RRS

GAIN

AN EDGE IN APPRAISAL REVIEW

WITH A REVIEW DESIGNATION FROM THE APPRAISAL INSTITUTE®

As an appraisal reviewer, your career is focused on reviewing the work of others. But have you reviewed how to gain a professional edge in your career?

Reviewers who become AI-GRS or AI-RRS Designated members of the Appraisal Institute are well-positioned to benefit from the growing demand for highly-qualified reviewers.

Gain an edge over your competition — pursue an Appraisal Institute General (AI-GRS) or Residential (AI-RRS) Review Designation today.

Find out which designation is right for you: appraisalinstitute.org/reviewer

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appraisalinstitute.org/reviewer



‘GAIN’ campaign website landing page

Below is the form featured on the webpage allowing AI to capture interested individuals information

To Learn More About Review Designations

Name *

Email *

Phone Number

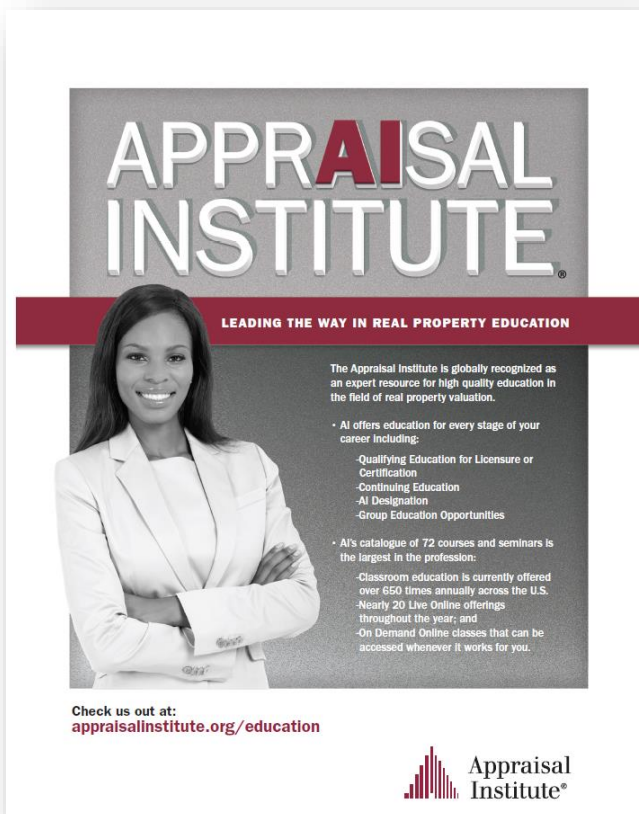
Company Name

Message *

200 characters left

Q3 2017 Advertising

New Education ad featured in
Working R/E



APPRAISAL INSTITUTE®

LEADING THE WAY IN REAL PROPERTY EDUCATION

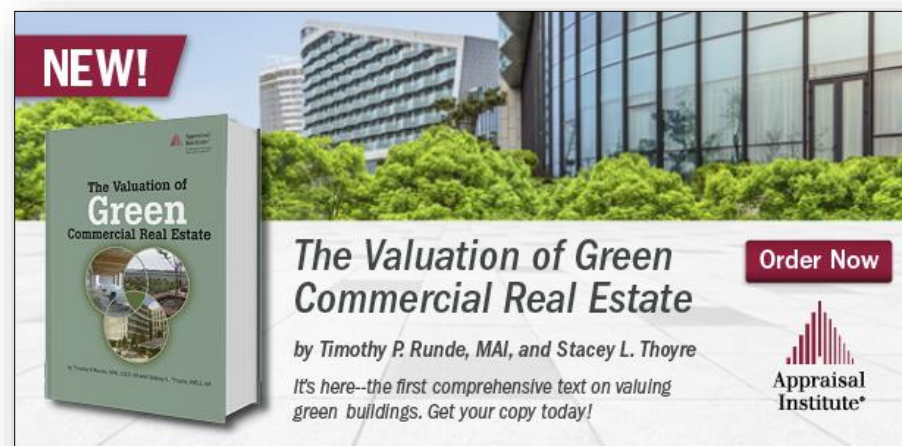
The Appraisal Institute is globally recognized as an expert resource for high quality education in the field of real property valuation.

- AI offers education for every stage of your career including:
 - Qualifying Education for Licensure or Certification
 - Continuing Education
 - AI Designation
 - Group Education Opportunities
- AI's catalogue of 72 courses and seminars is the largest in the profession:
 - Classroom education is currently offered over 650 times annually across the U.S.
 - Nearly 20 Live Online offerings throughout the year; and
 - On Demand Online classes that can be accessed whenever it works for you.

Check us out at:
appraisalinstitute.org/education

Appraisal
Institute®

Launched new book *The Valuation of Green Commercial Real Estate*



NEW!

The Valuation of Green Commercial Real Estate

The Valuation of Green Commercial Real Estate

by Timothy P. Runde, MAI, and Stacey L. Thoyre

It's here--the first comprehensive text on valuing green buildings. Get your copy today!

Order Now

Appraisal
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Coming in Q4

- The annual Fall Book Sale is Oct. 9-16
- *The Dictionary of Real Estate Appraisal*, 6th edition and *The Valuation of Green Commercial Real Estate* ads will be featured in external publications

Q3 2017 Print and Digital Media



Digital Publications:

- *Appraisal Buzz*
- *Valuation Review*
- *Appraisal Today*
- *National Mortgage News*
- *Realtor Magazine*
- *Working R/E*



Print Publications:

- *IAAO Fair and Equity*
- *ABA Banking Journal*
- *Scotsman Guide*
- *Probate and Property*

Q3 2017 Trade Shows

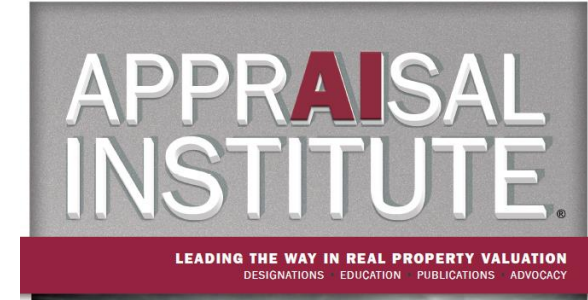
International Association of Assessing Officers (IAAO) Annual Conference

Sept. 24-27

Bally's Event Center, Las Vegas

Q4 Trade Shows

- Valuation Expo, Oct. 2-4
Flamingo Hotel, Las Vegas
- Mortgage Bankers Association Annual Conference, Oct. 22-25
Denver Convention Center, Denver
- Land Trust Rally, Oct. 26-28
Denver



- Appraisal Summit, Nov. 1-3
Bally's Las Vegas
- National Association of Realtors,
Nov. 3-6
McCormick Place, Chicago
- Greenbuild, Nov. 8-9
Boston Conference & Exhibition
Center, Boston

Updated Chapter Tools

- New website banner ads for 'GAIN' campaign
- Updated editable PDF ads for 'RAISE' and 'GAIN' campaign
- New Find An Appraiser and Recruitment themed cards are available to chapters to order
- Scholarship Flyers and website banner ads

Email support:

Served 31 Chapters with emails to promote local education, seminars and events



Coming in Q4:

New Education print and digital ads

2018 Annual Conference

2018 Appraisal Institute Annual Conference



Setting the Stage for Success

Save the date:

July 30 – Aug. 1, 2018

Nashville, Tenn.

Call for presentations is now live

Deadline: Dec. 1

Go to: <https://www.appraisalinstitute.org/call-for-presentations/>





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