



Announcements:

Chapter Meeting

Informational Chapter Meeting
January 6, 2021
10:00 am

Chapter Meeting To Vote on Merger
January 19, 2021
10:00 am

For More Information Go To:

www.aialabama.com

Inside this issue:

Message From the 2021 President **2**

Meetings & Events **3**

2021 Education **4,5**

2020 Designated Members **6**

Alabama Chapter's Installation of Officers Was Held Virtually December 4th



Appraisal Institute®

Alabama Chapter Installation of 2021 Officers



Mark Haller, MAI, SRA
2020 President



Jennifer McDade, MAI, SRA
2021 President

Region IX Chair



Mike Tankersley,
MAI, SRA, AI-GRS, AI-RRS

Due to the ongoing issues with Covid 19 and the restrictions placed upon gatherings the annual Christmas Party and Installation of Officers was held virtually via a Zoom meeting on December 4th. The Installation of the 2021 Officers and Board of Directors was conducted by **Mike Tankersley, MAI, SRA, AI-GRS, AI-RRS** Region IX Chair. We certainly hope that in 2021 we will be able to have in person meetings. We look forward to having our Christmas Party next December.

Even with all the challenges in 2020 we still had four members take 21 hours of chapter continuing education to qualify for the Education Incentive Award. Congratulations to the winner **Roger Ball, MAI, AI-GRS**.

The Alabama Appraiser

Message From The 2021 President:



Jennifer McDade, MAI, SRA
2021 Chapter President

Happy New Year! I hope everyone had a safe and healthy holiday season. Thank you for the opportunity to serve our Chapter as President in 2021. I have been in the appraisal profession for 27 years and an active member of the Alabama Chapter for over 12 years. During that time, I have seen our Chapter grow and flourish, and our educational programs attract an increasing number of local and out of state appraisers and real estate professionals. We have been fortunate to have amazing leaders over the years and I have big shoes to fill! I am looking forward to a great year, although I think our current challenges will continue for the first few months. Our meetings and educational programs will continue to be virtual for the first part of the year. The

virtual classes have been well attended and our Chapter has continued to support the educational efforts. Thank you for sustaining our Chapter with your attendance.

For those of you unable to attend the December Zoom Chapter meeting held in lieu of the Christmas Party, the new Officers and Board of Directors were installed, and designations were presented. Thank you to Mike Tankersley, MAI, SRA, AI-GRS, AI-RRS for conducting our installation and for updating us on Region and National news. Congratulations to Scott Douglas Helms, MAI and Britton R. Falkner, MAI for receiving designations in 2020.

An important letter to our Chapter was emailed on December 18, 2020 outlining information for the potential merger of the Alabama and Mississippi Chapters of the Appraisal Institute. This email briefly outlined the timeline and actions that have been taken by our chapter leading up to the vote which will be conducted via Zoom meeting on January 19, 2021. Attached to this email was a copy of the proposed merger plan and the proposed merger by-laws. The Steering Committee will host a Zoom Chapter Meeting on January 6, 2021 to answer any questions regarding the merger and I hope you are able to attend. The 2020 Board of Directors are in favor of this merger as we recognize that in order to achieve continued success we must adapt to our changing environment. The merger gives us the opportunity to bolster our membership roster (Mississippi has 118 Members) and offer additional classes in Mississippi. It also provides an additional pool of future leaders that will serve the Chapter in the years to come. I strongly encourage you to attend these meetings to become informed and to vote for the future of our Chapter.

Our membership has strongly supported both classroom and virtual education over the last several years and I encourage you to continue this support in 2021. Our Chapter reinvests our educational proceeds into our membership with scholarships and stipends to LDAC and for members to attend Region meetings. On February 19, 2021, Leslie Sellers, MAI, SRA, AI-GRS will be teaching "Examining Property Rights and its Implication on Value" virtually. This is an informative seminar that Leslie developed, and it has been taught throughout the country to great reviews. April 16, 2021 Randy Button, MAI, SRA, AI-GRS will present "Rapid Response: Market Analysis in Volatile Markets" via virtual class. We hope to have an in person class in Orange Beach in June and several Fall classes are in the planning stages. As our in-person classes resume, we will continue the After Hours events for networking with friends and colleagues.

Although these are challenging times, I hope you will continue to support our Chapter through attending educational offerings and meetings in 2021. In order for our Chapter to continue to grow and thrive, we need your attendance and participation. I hope to see you soon, online and in person, at our events and classes. Please feel free to contact me with questions or suggestions of how the Alabama Chapter can better serve its members.

Respectfully Submitted, Jennifer McDade, MAI, SRA



2021 Upcoming Meetings and Events

January 6th - Chapter Meeting - Virtual

January 19th - Chapter Meeting - Virtual to Vote on Merger

February 19th -"Examining Property Rights & Implications on Value"- Virtual Class

April 16th -"Rapid Response: Market Analysis in Volatile Markets" - Virtual Class

Important Upcoming Chapter Meetings Regarding Possible Merger With The Mississippi Chapter

The Steering Committee and Board of Directors will hold a Zoom chapter meeting on **January 6, 2021 at 10:00 am** where you will be able to ask questions regarding the merger with the Mississippi Chapter. All members of the Alabama Chapter are encouraged to attend this meeting. A Zoom link will be sent out to chapter members on Monday January 4th. If you do not receive the link and want to attend please let me know.

Important Chapter Meeting on **January 19, 2021 at 10:00 am** via Zoom where a vote on the proposed merger will take place. We request that every member of the chapter attend this meeting.

**YOU MUST REGISTER TO ATTEND THIS CHAPTER MEETING THERE IS NO COST
*AND***

BE PRESENT ON THE ZOOM CALL TO VOTE.

[Click Here to Register](#)

What Happens Next:

If both the Mississippi & Alabama chapters vote to approve the merger on January 19th, the National Board of Directors will then need to vote to approve this merger at their Q1 meeting taking place virtually over the dates of February 25-26th, 2021.

Once approved, the merger would take place immediately.

Seminar by Leslie Sellers, MAI, SRA, AI-GRS

“Examining Property Rights & Implications on Valuation” Virtual Class Via Zoom - February 19, 2021

Valuation methods vary depending on intended use and user related to property rights. Learn about the history of property rights in the United States and how they are valued under different intended uses for appraisals. Gain a thorough understanding of how buyer motivations, toward property, can affect the value of real estate. Through a series of examples, discussions and observed scenarios, learn how the value of both residential and commercial properties will change with varying exceptions. The Dark Store theory is addressed, including the history and misunderstandings about the theory, and examples of sale lease-back transactions and build-to-suit transactions may change the motivations of the typical buyer. Enhance your understanding of how highest and best use relates to property rights through several case studies.



Instructor: Leslie Sellers, MAI, SRA, AI-GRS:

Mr. Sellers is a graduate of the University of Tennessee and has been an active appraiser, broker, and developer since 1973. He has served as President of the Appraisal Institute in 2010. He has served as an expert witness in city, state and federal courts in real estate matters. Appointed by the International Valuation Standards Council (IVSC) Board of Trustees to serve on the IVSC Advisory Working Group for 2011-2018.

The class will be interactive, students MUST have video and audio capability to get credit.

Registration opening soon.

New Appraisal Institute Seminar

“Rapid Response: Market Analysis in Volatile Markets” Virtual Class Via Zoom - April 16, 2021

This year, COVID-19 has had significant impacts on the economy. Businesses have either cut back or temporarily closed, employees have been laid off, businesses are filing for bankruptcy, employees are working remotely, commercial activities, real estate and other non-residential activities are making plans for a recession. While the housing market is still strong, that could change overnight. The market is too dynamic now to rely on monthly, quarterly, or annual sales reports to support opinions on market health. This seminar will show you how to locate contemporary data for your clients and will show you how to rapidly and accurately read and report on market changes.

Objectives:

- Discover why market value appraisals should include a market analysis.
- Learn how to quickly extract, compile, analyze, and present data so that the intended user can understand it.
- Learn how to be consistent with all parts of the report.
- Recognize the terms appraisers commonly use in market analysis reports.
- Recognize the concepts that will help differentiate between a neighborhood and a market.
- Identify the pros and cons of various tools used by residential appraisers for market analysis.
- Become familiar with statistical tools to support your opinion of market supply and demand as well as highest and best use.



Instructor: Randy Button, MAI, SRA, AI-GRS

Randall (Randy) Button, MAI, SRA, AI-GRS has more than thirty years of experience as an appraiser and valuation consultant. Assignments have included diverse residential and commercial properties throughout the southeastern United States. Recently, his primary emphasis has been on commercial review appraisals for financial institution compliance. In addition litigation and complex condemnation assignments have continually been an area of emphasis for him.

The class will be interactive, students MUST have video and audio capability to get credit.

Registration opening soon.



Alabama Appraiser

2021 Board of Directors

**Alabama Chapter
Appraisal Institute**

22 Marsh Point
Gulf Shores, Alabama 36542

Phone: 205-835-0808
E-mail:
pampaulk@aialabama.com

Newsletter Designed By
Pam Paulk, Executive Director

President:
Jennifer McDade, MAI
251-338-2260

Vice President:
Hayden Scott, MAI
205-871-7100

Treasurer:
Rusty Rich, MAI
205-949-5995

Secretary:
Joe Patrick, MAI
205-918-2000

Past President:
Mark Haller, MAI, SRA
256-458-7793

Board Member:
Christopher Pettey, Jr, MAI
256-350-5751

Board Member:
Chad Anderson, SRA, AI-RRS
251-650-4112

Board Member:
Scott Lakas, MAI
334-737-6993

Regional Representative:
Roger Ball, MAI, AI-GRS
205-901-9303

Regional Representative:
Hayden Scott, MAI
205-871-7100

AIM HIGHER Appraisal Institute
With Online Education from the Appraisal Institute

Online Education: Learn at your own pace anytime, anywhere.

Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want.

[Check out the current course listing now!](#)

**Congratulations
2020 Newly
Designated Members!**

**Scott Douglas Helms
MAI**

**Britten Falkner,
MAI**