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NATIONAL INVESTMENT DIVISION-
HOUSING COUNSELING AGENCY

JULY 27-28, 2017

INTERCONTINENTAL HOTEL, NEW ORLEANS, LA

RECERTIFICATION CONFERENCE

2017





A Message from the President

Greetings Recertification Conference attendees,

It is my pleasure to invite you to our 2017 Recertification Conference here in the beautiful, vibrant city of New Orleans. As we set out to prepare for this conference our foremost priority was to provide high quality, engaging instruction in an environment ripe for networking and professional development.

As I reflect on my journey as a valuation professional, NSREA is and has been front and center of my growth and development. In 1996, as a young appraiser in need of training and mentorship I was told there was an organization of black appraisers whose mission embodied what I was looking for. I was given the name of a NSREA member, David Beard, from the state of Ohio, who was gracious and provided me with information concerning a NSREA upcoming conference in Charleston, South Carolina. There, I met appraisers from across the country who looked like me! I received outstanding instruction from the courses provided. They befriended me and gave me invaluable support. Georgie Chester, Louise Thompkins and Marvin Lampkins from Atlanta, Georgia were among early friendships formed that I will always treasure.

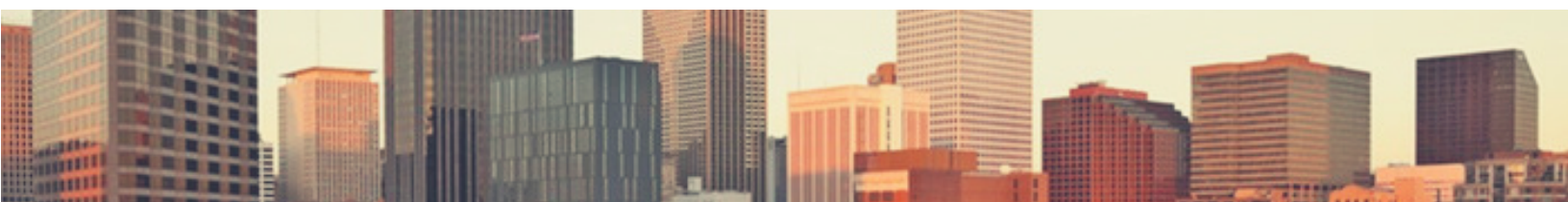
During this conference I encourage you to not only remain engaged and take full advantage of the instruction, but to leave a legacy. NSREA aims to provide the support, opportunities and tools necessary to train and guide our future black appraisers and real estate professionals; by sharpening your skill set and *sharing* your expertise and unique experiences with those around you, you thrust forward the next generation of young professionals. I would like to thank each of you for attending our conference and building upon this legacy.

Warm regards,

A handwritten signature in blue ink that reads "Myra Lillard".

Myra L. Lillard
President

National Society of Real Estate Appraisers



Schedule

Thursday, July 27 - USPAP 7-HR Update Course

PRESENTER	Mr. Robbie Wilson, RA, SRA AQB Qualified USPAP Instructor
ADMISSION	\$135*
TIME	9:00 AM - 4:45 PM
ROOM	Treme - 2nd Floor

This course is developed to review the changes to the publication of the 2016-17 Edition of USPAP and apply the changes to the relevant appraisal issues through the use of classroom discussions and illustrations. The course is primarily intended for experienced appraisers who have previously taken the 15 hour USPAP course.

*Free admission with NAREB Convention Registration
Note: USPAP Book and Student Manual Required for CE credit.
CE credit approved for all states.

Friday, July 28 - 7-HR Investment Analysis for Income Properties

PRESENTERS	Mr. David Harmon, RA, SRA Mr. Samuel Stewart, CRA, MAI
ADMISSION	\$150*
TIME	9:00 AM - 4:45 PM
ROOM	Frenchman I - 2nd Floor

This course provides a thorough exploration of concepts, calculations, and processes involved in the analysis and valuation of income properties. The course delves into the steps of income property valuation and the foundation for the financial analysis of income properties. The various types of gross income as well as the conversion of income into a value indicator. Development of the NOI is reviewed and the calculation to find the capitalization rate for direct capitalization is presented and examined. Investment Analysis for Income Properties is geared to the practicing appraiser, property manager, developer, sales professional and investor.

*Free admission with NAREB Convention Registration
Note: CE credit approved in LA, IN, OH, AL

Meet Our Presenters



Robbie Wilson, RA, SRA

Mr. Wilson is a licensed Broker and a Certified Appraiser in the state of Texas, and president of Appraisal Analytics and owner of Park One Realty with over 27 years' experience in residential and commercial practices.

Mr. Wilson has national expertise and reputations in brokerage and valuation services in the real estate industry. He has taught AQB pre-licensing and Appraisal CE courses nationally - in Texas (Dallas, Houston, San Antonio, and Austin), Tennessee (Memphis and Nashville), and Arkansas (Little Rock), and Oklahoma (Oklahoma City).

He currently serves and has served in numerous leadership positions and committees, especially in education for different trade associations. He has earned numerous designations, such as, the SRA designation from the Appraisal Institute and the CREI (Certified Real Estate Instructor) from the Texas Real Estate Teachers Association. As a "subject matter expert" on appraisal standards and ethics, he is an "AQB Certified USPAP Instructor" of The Appraisal Foundation, a certification held by less than 400 appraisers out of approximately 100,000 appraisers in the United States.

As a Broker, he holds the Preservation Dallas Historical Home Specialist (HHS) designation, and the National Association of REALTORS® - Graduate Realtor Institute (GRI) designation. Mr. Wilson is a former member of the Texas Appraiser Licensing & Certification Board's prestigious "Peer Investigative Committee", which reviews actual complaints filed against practicing appraisers in the state of Texas. Also, he is a former Adjunct Professor of Real Estate at North Lake College, Irving, Texas.

He is currently serving a 3 years term (2015-2018) as a Member of the Board of Directors of the Appraisal Institute North Texas Chapter. Also, he has served and currently serving as a Director at TAREB (Texas Association of Real Estate Broker), which contains all NAREB Boards, in the State of Texas. At National, NAREB, he serves under the leadership of Chairman H. Bernie Jackson on the "Constitution and Bylaws Committee". In 2011, he received the NAREB's Dallas Chapter (Dallas Association of Realists) – "Affiliate of the Year 2011" award.

Mr. Wilson, from 2001 to 2008, founded a real estate company with up to fourteen associates, then became a Consultant to Freddie Mac and later a Forensic Appraiser with Fannie Mae, thus vastly knowledgeable and experienced with the GSE's underwriting guidelines. At Freddie Mac, he managed a portfolio of real asset valued in excess of \$250,000,000 (over a quarter billion dollars).

Presently, as indicated prior, he is the President of an appraisal firm and he is engaged in the analysis and valuation of residential and commercial real estate, such as, industrial, retail, office, medical office, restaurant, hotels, and special purpose properties.

Meet Our Presenters



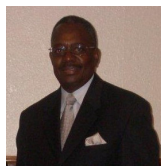
David Harmon, RA, SRA

David Harmon was a Real Estate Appraiser and Supervisor for Department of Veterans Affairs in Cleveland, Ohio from 1986-1997. During a 12 year time span he was manager of the Quality Control within the Construction and Valuation Section. He supervised over 200 fee appraisers and 5 staff appraisers. He implemented training courses and work procedures that increased the production and quality of service to veterans.

He has been the Real Estate Executive Officer of On-Time Appraisal Services (1997-Present). He oversees the accounting, human resource and management of On Time Appraisal Services. He develops excellence in Appraisal training courses and he's also an instructor of various Real Estate Courses for U. of Akron, Tri-C and the National Association of Real Estate Appraisers.

David Harmon earned an Associate Degree in Liberal Arts, Real Estate at Cuyahoga Community College (1973-1975) in Cleveland, Ohio. He earned a B.A., Business Administration, Management and Accounting (1975-1978) from the University of Akron, Ohio. Since 1978-Present has taken and completed numerous Appraisal Institute Courses; NAIFA Courses, Fannie Mae's Mortgage Finance Program. He's also an Appraiser Qualification Board Certified Instructor #10544 (2003-Present).

Mr. Harmon has extensive experience in appraising urban, suburban and semi rural real estate.



Samuel Stewart, CRA, MAI

Samuel Stewart is a licensed and designated real estate appraiser with over 40 years of real estate and appraisal experience. He holds the coveted CRA designation with the National Society of Real Estate Appraisers. Over his career, he has appraised various property types expanding over eight states.

Additionally, he is a real estate broker and real estate teacher. He has taught on the high school level, college level and professional organizations, such as the National Society of Real Estate Appraisers.

His teaching style allows him to blend his vast experience with the theoretical aspect of real estate appraising. Students are exposed to what is being done in practice or the real world as well as the appraisal principles and guidelines that relate to each step in the appraisal process.

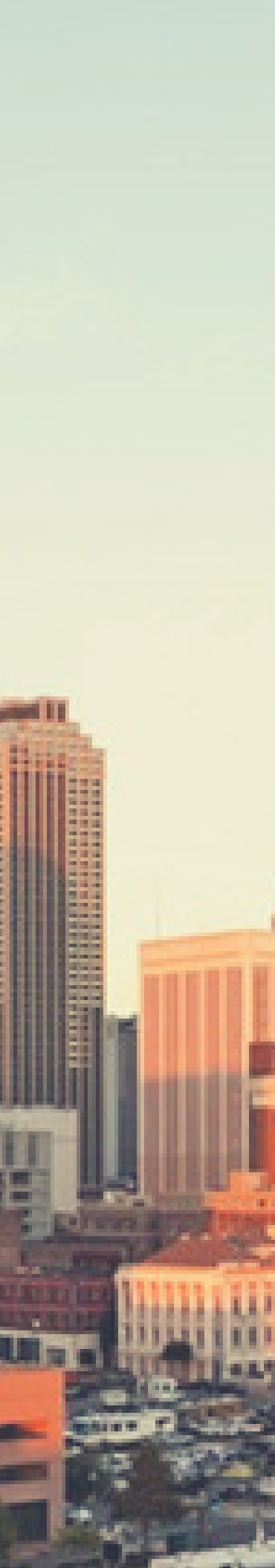
He is also able to analyze real estate investments to determine if the transaction is feasible or not based on market conditions and the objectives of the investors.

Day 1: USPAP 7-HR Update

TIME 9:00 AM - 4:45 PM

ROOM Treme - 2nd Floor

NOTES:



Day 2: 7-HR Investment Analysis for Income Properties

TIME 9:00 AM - 4:45 PM

ROOM Frenchman I - 2nd Floor

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