

## Message From The President - By Timothy S. Rooney

It is amazing how quickly time seems to move along. I remember with great clarity one of the first big chapter events I attended after years of taking courses when I was asked about my interest in attending the Appraisal Institute (AI) Leadership Development and Advisory Commission. That invitation led to my attending the international conference in Washington D.C. on behalf of the chapter. That was followed by being nominated as a chapter director and later the executive board.

As I have told many people I talk to about chapter service - it is what you make of it. I have thoroughly enjoyed working on behalf of our membership to serve the best chapter in the country. It is hard to believe that the bulk of my integral involvement will be behind me about a year from now. In between now and then, there is a lot to accomplish.



At the direction of the board of directors we have reorganized the budget process and are now operating on a two-year cycle with both the recertification and non-recertification years being considered together. So far so good as this past year it appears we will end in the black. The challenge in the coming year (as it is every year) is try and make more than we spend and to preserve the money made this year. Toward that end we have multiple project teams focused on potential cost saving measures in a number of different ways. Hopefully, good news with results will be forthcoming in future newsletters.

This year an effort is being led by Sue Enright to identify our members who could be eligible for AI diversity scholarships who would then be taking courses at the chapter.

As always, we will offer a full list of courses available to all categories of our membership from qualifying education to advanced education and the never ending continuing education. Because of the new state rule that requires appraisers' to take the Uniform Standards of Professional Appraisal Practices within 6 months of a revised document and that occurring in 2012, we expect there will be significant numbers taking the update course. If possible, I would ask all of our members to take courses at the chapter and continue to support our organization. The chapter receives \$15 per person from the Appraisal Institute for our members and others within a specific geographic area that take online education where the fee is \$100 or more. I recognize that is not always possible, but one last plug: it is also a great networking opportunity.

In regards to networking, we are exploring social functions with different member organizations such as the Royal Institute of Chartered Surveyors, American Society of Farm Managers and Rural Appraisers, the Illinois Coalition of Appraisal Professionals (ICAP) and others.

In fact our first event is planned for January 26<sup>th</sup> and we are working to coordinate the event with AI and ICAP in one of the first suburban dinner meetings in recent memory with Representative Judy Biggert as our guest speaker. Please mark your calendars and look for more information on that event and many others in the months to come.

I will make every effort to keep an open door policy and your proposals, comments and constructive criticisms are welcome. I look forward to continuing to serve you in 2012.

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### NEWSLETTER COMMITTEE:

- ALEXANDRA MEADE, MAI- EDITOR
- SUSAN ENRIGHT, MAI
- PETER POULOS, MAI



In the photograph to the left is the incoming 2012 Chicago Chapter President Timothy S. Rooney, SRA and the incoming 2012 President of the Appraisal Institute Sara W. Stephens, MAI.

## 2011 Chicago Chapter Installation Luncheon Awards



### 2011 President's Award - Tim Rooney, SRA

Chip Wagner, outgoing President of the Chicago Chapter, faced a couple of unexpected health issues during the year, which have all fortunately been resolved.

During Chip's most difficult period, Tim, the Chapter's Vice President at the time, stepped up to help him and ultimately the Chapter in ways that one cannot imagine. Throughout much of the year, Tim was Chip's "co-president" and Chip cannot thank him enough for everything that he did for him while he was tending to his personal issues. Tim is a strong leader who has many great goals for the Chicago Chapter in the coming year. Congratulations on receiving the President's

award, Tim, thanks for your hard work and good luck next year!



### The Heritage Award - Dan Berenschot, MAI

The Heritage Award is given to a person who has dedicated their service during past years in the advancement of the Appraisal Institute and the Chicago Chapter.

Dan was a member of the Leadership Development and Advisory Council from 2002 through 2004. He served as a Chair of the Membership Admissions, Development and Retention Committee, and as a Director of this Chapter.

Dan was our 2009 President, and has continued to help the chapter by serving as Chairman of our Golf Committee the past two years, one of our most popular social gatherings throughout the year. Thank you Dan, for your time and dedication to the Chicago Chapter.



### Herman O. Walther Award - Sharon Bagby, SRA

This award is presented to a Member of the Chicago Chapter who, in the Chapter's opinion, best promoted its interests and those of the appraisal profession. It is named in honor of Herman O. Walther, a past president of both the American Institute of Real Estate Appraisers and of the Illinois Chapter of the Society of Real Estate Appraisers.

This year's award was presented to Sharon Bagby, SRA. Sharon has devoted countless hours to the appraisal profession. She has served the national organization as a Regional Representative, a member of the minority and women diversity committee, and is an SRA experience review screener.

Sharon serves on the McHenry County Board of Appeals, has held nearly every position in the Illinois Coalition of Appraisal Professionals, and is the 2011 President.

Sharon has served the Chicago Chapter as a Director since 2004 and was instrumental in establishing our Scholarship Committee for the Crommelin and Schroeder scholarships. Congratulations Sharon, in receiving the Herman O. Walther Award, and thank you for all of your hard work.

## 2011 Chicago Chapter Installation Luncheon Awards



### **“Skip” Del Campo Award - George Collins, MAI**

The "Skip" Del Campo Award is given in recognition of a Member who is judged to have "best exemplified selfless leadership and positive influence on the equality, hospitality and good humor of Chapter activities during the past year."

George stepped into the Executive Committee in 2011 with enthusiasm and a desire to serve and take on any challenges that we had for him. George worked on the Conditions of the Chicago Market seminar, and he is currently working on a special project that will include Congresswoman Judy Biggert, a member of the House Financial Services Committee in the Spring of 2012. Thank you George, for your passion

and devotion to the Chapter this year. We are looking forward to the special projects you are planning in the coming year.

### **Distinguished Service Award - Tom Rodgers, MAI and Maureen Sweeney, SRA**

The "Distinguished Service Award" is for a member of our chapter who has given countless hours of dedicated service to the Chapter. This year, we have two special members who have stepped up and helped the Chicago Chapter: Tom Rodgers, MAI and Maureen Sweeney, SRA.

One of our Chapter's fundamental objectives is to provide education to the appraisers. The national organization has an outstanding curriculum of courses and seminars for the profession. In 2011, Tom and Maureen developed and presented continuing education seminars that were home grown courses presented by our Chapter.



Tom first approached the Chapter last year with an idea of a seminar for an architectural tour of Chicago combined with education. He developed the seminar titled "Downtown Chicago Architecture and Geography" that included a walking tour of the Loop area. The seminar was well-attended and well received, and in the event that you missed it, we plan to offer this seminar again in the future.

Maureen has appraised almost exclusively in the City of Chicago for over 20 years. Obviously, we have a tremendous amount of attached housing ranging from apartments to

condos to co-ops. When considering a need for a seminar on appraising this type of residence, there are very few as qualified to develop and instruct such a class.

Maureen wrote the seminar "Association Living" and taught it in Naperville and Chicago this year, and had very favorable reviews. Hopefully, this is a seminar with a local flair that Maureen will continue to instruct in the future for the Chicago Chapter.

Thank you, Tom and Maureen, for your creativity and commitment to providing valuable education to the Chicago Chapter.



## Downtown Chicago Architecture & Geography Seminar



On September 12th the Chicago Chapter presented another “home-grown” seminar. The seminar was organized by Thomas Rodgers, MAI with the invaluable assistance of Joe Wallace, MAI. Based on feedback from seminar attendees, the highpoint of the day-long event was a walking tour of Chicago’s Loop.

The seminar was divided into two parts; a walking tour of the Loop in the morning, followed by a lecture at the Chicago Chapter in the afternoon. The tour route extended from the starting point at Wacker Drive and Wells Street, along Clark and LaSalle Streets, as far south as Jackson Boulevard at the Board of Trade Building. It also included the concentration of significant 19th century buildings along Dearborn Street between Jackson and Congress Street.

The primary focus of the afternoon session back at the Chapter classrooms was on the 1909 Burnham Plan of Chicago as a tool for understanding the geographical character of City. Special attention was given to unveiling some of the legendary aspects of public policies that are claimed to be endorsed by Burnham’s plan but which in actuality are *not* part of the plan. Attention was also given to the stated goals of Burnham’s Plan, and how at odds with current attitudes some of these goals seem now.

Bob Wolf, MAI, of the City of Chicago’s Department of Housing and Economic Development, provided insights on current planning perspectives, and also on the importance of the Burnham Plan in establishing planning as a professional discipline.

The seminar was a great success and participants thoroughly enjoyed it. Any feedback on members’ interest in the Chapter offering seminars of this type in the future would be greatly appreciated.

## ***Congratulations Scholarship Recipients!***

The Chicago Chapter offers two scholarship programs to assist associate members of the Chapter in achieving their desired designation. Scholarships include the Schroeder Scholarship Award and the Crommelin Scholarship Award. The Crommelin Scholarship was awarded to David T. Cardo and Kevin Branton. This year's Schroeder Scholarship was awarded to the four recipients represented in the photographs below. Check out our website at [ccai.org](http://ccai.org) for more scholarship information and applications!



Michael Roth received the Schroeder Scholarship Award.



Chip Wagner presented Richard deVerdier with the Schroeder Scholarship Award.



Chip Wagner presented Anthony Uzemack, Jr. with the Schroeder Scholarship Award.



John Bouhan received the Schroeder Scholarship Award.

## **Newly Designated Members**

*The Chicago Chapter is proud to announce the following newly designated Members (since May 2011).*

***Chad M. Bosley, MAI***

***Kevin A. Byrnes, MAI***

***Corey W. Gustafson, MAI***

***Alexandra M. Meade, MAI***

***Lee E. Ovington, SRA***

***B. Frank Wu, MAI***

*Learn more about the newly designated members in the next several pages!*





# Congratulations Newly Designated Members

### **Chad M. Bosley, MAI**

Chad Bosley joined CBRE in 2003 after graduating from the real estate program at the University of Northern Iowa.

Chad is an industrial and special purpose properties specialist in the North Central Region of CBRE Valuation & Advisory Services Group with primary geographical experience in Illinois, Indiana and Wisconsin. Property types include: distribution, light and heavy manufacturing, office/warehouse (low to high office finish), research and development facilities, truck terminals, public cold storage warehouses, food service/food processing facilities, air cargo facilities, lumberyards and paper mills.



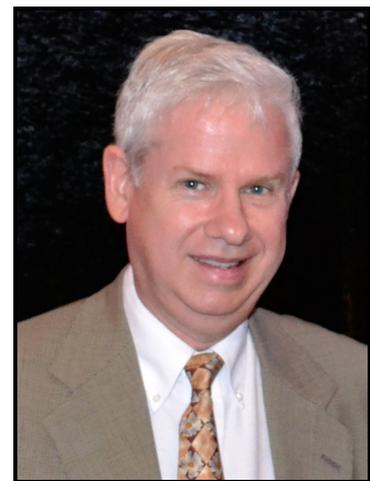
Chad M. Bosley, MAI

### **Kevin A. Byrnes, MAI**

Kevin Byrnes, a lifelong Chicagoan, born and raised on the south side, transplanted 17 years ago to DuPage County.

Kevin and his wife are proud of their two daughters, who are in various stages of medical and high school education, respectively. After earning degrees in music history/musicology at Notre Dame and the U of Chicago (and experiencing a few of the fascinating aspects of union musicianship in Chicago), Kevin segued into real estate when an acquaintance suggested he get a license. The rest is history; after a brief career as a residential sales agent, Kevin worked at Real Estate Analysis Corporation and then McCann & Associates, before establishing a new firm with his friends and partners, Mike Walsh and Marty Houlihan.

Kevin's appraisal career has given him the opportunity to meet many interesting people, see many interesting properties, and greatly improve his knowledge of Chicago's urban geography (e.g., learning the street names on the north side). Kevin has made many friends and acquaintances in the Chicago Chapter, and looks forward to meeting more Chapter members through social and volunteer functions.



Kevin A. Byrnes, MAI

*Interested in pursuing the MAI or SRA designation?  
Check out the following link for further information:  
<http://www.appraisalinstitute.org/membership/guides.aspx>*

## Congratulations Newly Designated Members

### **Alexandra M. Meade, MAI**

Since day one of appraising, Alex has worked diligently to obtain the Appraisal Institutes' prestigious MAI designation. Alex is a partner at APPRAISAL SYSTEMS LLC, along with her father and brother, Tony Uzemack, MAI and Anthony Uzemack, Jr. Alex's experience includes providing specialized services in real estate valuation, consulting, and litigation support services. She holds a B.A. in Hospitality Business from Michigan State University.

Over the past several years, Alex has been actively involved with the Chicago Chapter of the Appraisal Institute. She is currently on the Board of Directors and is the Chair of the Public Relations Committee for the Chicago Chapter. She participated as a delegate in the Appraisal Institute's Leadership and Advisory Council in Washington DC from 2009 to 2011. Alex was awarded the 2010 Distinguished Service Award, which is awarded to a Chicago Chapter Member who gives countless hours of dedicated service to the Chapter. In 2008, she received the Appraisal Institute's National Minorities and Women Regional Scholarship, and in 2007 she was awarded the James J. Schroeder Scholarship Award on behalf of the Chicago Chapter. Alex is editor of the Chicago Chapter's newsletter and has planned numerous events for both Designated and Associate Members over the past couple of years.

Alex and her husband live in Chicago's Edison Park neighborhood. When she's not at work, Alex enjoys cooking, traveling and watching Spartan football.



Alexandra M. Meade, MAI

### **Lee E. Ovington, MAI, SRA**

Lee Ovington began appraising in 1986 during an internship in his last year of attendance at Northern Illinois University. He graduated with a Bachelors degree in Finance and a minor in Real Estate. After graduation, Lee worked in both real estate appraisal and brokerage, receiving a Real Estate Broker's license in 1987. From 1986 through 1993, Lee worked under the supervision of designated members of both the Appraisal Institute and the American Society of Appraisers. After receiving his SRA designation in 1993 Lee founded Ovington Appraisal Service which provides both residential and commercial real estate appraisal services throughout the Chicago MSA.

Lee's valuation experience covers a broad range of property types including retail, office, industrial, and multifamily. Additionally, he has specialized experience with auto dealerships, gas stations, car washes, subdivision, restaurants, and self-storage properties. Other notable assignments include partial interest valuations and ad valorem tax appeal appraisals. Clients include institutional and private investors, national and multi-national lenders. Lee also has extensive foreclosure experience with Fannie Mae's National Property Disposition Center.

Lee holds both the MAI and the SRA designations from the Appraisal Institute. He resides in St. Charles, Illinois with his wife and son, Jason (8). Daughters Erica (21) and Alexandria (19) attend college at Augustana College and North Park University, respectively. Lee's wife, Andrea, is the owner of Direct Mortgage Corporation and is actively involved in residential lending community. Lee's personal hobbies and interests include ice hockey and boating.



Lee Ovington, MAI, SRA



## Congratulations Newly Designated Members

### **Corey W. Gustafson, MAI**

Corey W. Gustafson is a Director for INTEGRA REALTY RESOURCES—CHICAGO METRO. He has been in the commercial real estate appraisal field since 2002.

Appraisal experience includes the valuation of vacant parcels, industrial tracts/subdivisions, urban mixed-use properties, apartment buildings/complexes, LIHTC apartment properties, HUD-restricted apartment properties, single- to multi-tenant industrial buildings/complexes, USDA food processing facilities, office buildings/towers/complexes, retail buildings, strip shopping centers, neighborhood/community shopping centers, a regional shopping center, special-use properties, proposed developments, etc. Mr. Gustafson is also experienced in land condemnation with the Illinois Department of Transportation for the purposes of establishing temporary easements and determining appropriate land rental rates.

He received a Certificate of Completion for the Valuation of Conservation Easements certificate program, November 2, 2010, as offered by the American Society of Appraisers, the American Society of Farm Managers and Rural Appraisers and the Appraisal Institute and endorsed by the Land Trust Alliance. This certificate indicates completion of the Valuation of Conservation Easements educational requirements and successful passing of the examination.



Corey W. Gustafson, MAI

### **B. Frank Wu, MAI**

Frank is an appraiser at Joseph J. Blake and Associates, Inc. His experience includes a variety of commercial appraisal assignments including: mixed-use properties, apartment buildings, condominium conversions, office buildings, industrial warehouses, banks, restaurants & shopping centers, mobile home park, vacant commercial land, residential subdivisions and motels.

Frank earned an MBA in Finance from the University of Chicago and a Graduate Degree in Engineering from the University of Illinois.



B. Frank Wu, MAI on the right, along with Chip Wagner and Mike Maglocchi at the 2011 Installation Luncheon.

**The Chicago Chapter membership  
congratulates your dedication to  
professionalism and excellence in achieving  
your appraisal designations.  
Because of your efforts, you have given  
inspiration and confidence to the aspiring  
appraisers seeking the same awards.  
Nice Job. Well Done!**



## Chicago Chapter Newsletter

### **2011 Leadership Development & Advisory Council - By Kari A. Olbrecht**

#### **OVERVIEW**

In July 2011, the annual Leadership Development and Advisory Council (LDAC) conference took place in Washington, D.C., with over 100 appraisers from across the country. The Chicago Chapter of the Appraisal Institute sent a delegation of four members to the conference which included Richard B. deVerdier, SRA, Alexandra M. Meade, MAI, Kari A. Olbrecht, and Peter D. Poulos, MAI. Ken Mrozek, SRA, incoming President of the Northern Illinois Chapter of the Appraisal Institute, represented his Chapter and lobbied along with the Chicago Chapter delegates.

There were two primary components of the conference. The first was to improve and explore new ideas for the Appraisal Institute through moderated discussion groups. The second was to lobby Capitol Hill in order to express the Appraisal Institutes' position on current bills that have been introduced or are about to be introduced to the Senate and House of Representatives.

#### **DISCUSSION TOPICS**

There were four discussion topics presented over the three-day conference.

The first was led by Robin C. Amarin, MAI and was titled "You, Me, Us & Them; a Growing Presence in a Shrinking World."

Claire M. Aufrance, MAI led a discussion titled "Sharpening our Skills Beyond Point-in-Time Real Estate Appraising: Where Do We Grow Now?"

Next, Michael B. Goldstein, MAI discussed "Appraisal Institute Education in 2020: What Will it Look Like and How Do We Get There?"

Finally, Eric, P. Haims, MAI led a discussion on Could AI be a Home for Non-Real Estate Appraisers? If so, is the name still suitable?

#### **CONGRESSIONAL LOBBYING**

The Appraisal Institute members asked their Senators to co-sponsor the Sensible Accounting to Value Energy Act of 2011 (SAVE Act) which aims to ensure that energy costs are included in the underwriting process. The SAVE Act defines such appraisal assignments as "complex", which would require the use of competent appraisers, and help ensure that appraisers have access to building information (such as plans, specs, and energy ratings) to analyze the effects of such improvements.

Additionally, the members urged their members of the House of Representatives to oppose H.R. 1755, (as introduced). H.R. 1755 directs the banking regulators to rewrite the banking and appraisal guidelines to require use of hypothetical, "as-completed" values, when assessing the collateral of residential AD&C loans they intend to fund to completion; moreover, H.R. 1755 prohibits the consideration of any distressed sale, such as a foreclosure or short sale, as a comparable sale by an appraiser. It was their stance that this would establish a dangerous precedent of legislating the appraisal process. The Appraisal Institute members indicated to their members of the House of Representatives that they would support H.R. 1755 if the appraisal provisions were removed. The four members of the Chicago Chapter were able to meet with congressional representatives along with Congressman Danny Davis and Congresswoman Judy Biggert.

#### **CONCLUSION**

On behalf of the other three delegates, I'd like to thank the Chicago Chapter for continuing to support LDAC and for sending us to Washington, D.C. LDAC is an important part of our organization's future and one we should continue to maintain throughout the years.

**2011 Leadership Development & Advisory Council - Continued**



From left to right: Alexandra Meade, MAI, Richard deVerdier, SRA, Kari Olbrecht, and Peter Poulos, MAI.



From left to right: Ken Mrozek, SRA, Kari Olbrecht, Peter Poulos, MAI, U.S. Congresswoman Judy Biggert, Richard deVerdier, SRA, and Alexandra Meade, MAI.



From left to right: Peter Poulos, MAI, Kari Olbrecht, U.S. Congressman Danny Davis, Richard deVerdier, SRA, Alexandra Meade, MAI, and Ken Mrozek, SRA.



From left to right: Peter Poulos, MAI, Ken Mrozek, SRA, Alexandra Meade, MAI, Richard deVerdier, SRA, Kari Olbrecht, and Joseph Magdziarz, MAI, SRA.

## The Chicago Chapter of The Appraisal Institute Participated in ICAP's 11th Annual Illinois Appraisers Update Seminar - By Richard deVerdier

Every year since 2000, the Illinois Coalition of Professional Appraisers (ICAP) has presented its Illinois Appraisers Update Seminars which host hundreds professional appraisers from around Illinois who are dedicated to remain updated in the latest topics in the real estate appraisal profession.

In 1993, the Chicago Chapter of the Appraisal Institute invited several professional appraisal organizations together to form a political action group for the appraisal industry and in 1994 ICAP was established to be a unified voice for Real Estate Appraisers in Illinois.

**“ICAP UPDATE SEMINARS ARE INDUSTRY RECOGNIZED”**



Alex Meade MAI, Pete Poulos, MAI, Chuck Argianas, MAI, and Sarah Morse discuss the benefits of Appraisal Institute membership.

For the first time ever, ICAP's Lisle seminar provided an exhibitor showcase which brought together appraisers and appraisal service providers. Eleven exhibitors including representatives from the Chicago Chapter the Appraisal Institute as well as the National Organization of the Appraisal Institute were in attendance.

Alex Meade, MAI, and Pete Poulos, MAI, (Public Relations Chairmen at the Chicago Chapter of the Appraisal Institute) as well as Sarah Morse the Marketing & Member Resources Specialist from the Appraisal Institute's National Organization were on hand to answer questions and to distribute promotional and marketing brochures.

Sharon Bagby, SRA, ICAP's 2011 President and Treasurer of the Chicago Chapter of the Appraisal Institute started the seminar off by informing the attendees of ICAP's current events and recent accomplishments, while Alvin ("Chip") Wagner, SRA, (President of the Chicago Chapter of the Appraisal Institute) kicked off the afternoon with a brief summation of Appraisal Institute membership benefits and then raffled off an Appraisal Dictionary as well as a copy of the 13th Edition of The Appraisal of Real Estate.



Sharon Bagby, SRA and Chip Wagner, SRA, foreground, ICAP's Board of Directors in the background.



Chicago Chapter President, Chip Wagner, SRA, addressing the attendees.

ICAP is the largest political action organization for appraisers in the country. Designated members of the Chicago Chapter of the Appraisal Institute have their membership dues paid by the Chapter. ICAP dues for Associate members are \$60 a year. For more information on ICAP, you can visit them on Facebook, LinkedIn, Twitter, at their blog (ICAPWeb.wordpress.com) or by visiting their web site (www.icapweb.com).

# Chicago Chapter Newsletter

## Upcoming Education in Chicago

- **January 16, 2012**  
General Demonstration Appraisal Report Writing Seminar
- **January 16-19, 2012**  
General Appraiser Market Analysis and Highest & Best Use
- **January 18, 2012**  
7-Hour National USPAP Update Course
- **January 23-26, 2012**  
General Appraiser Sales Comparison Approach
- **January 31, 2012**  
7-Hour National USPAP Update Course
- **February 6-9, 2012**  
General Appraiser Income Approach/Part 1
- **February 8, 2012**  
7-Hour National USPAP Update Course
- **February 13-16, 2012**  
Basic Appraisal Principles
- **February 13-17, 2012**  
Advanced Market Analysis and Highest & Best Use
- **February 27-March 1, 2012**  
General Appraiser Income Approach/ Part 2

## REGISTER NOW



Chicago Chapter Office  
205 W. Wacker Drive

## Job Opportunities



Argianas & Associates wishes to add one full-time salaried MAI appraiser to our firm. Please contact Charles Argianas via email at [cargianas@argianas.com](mailto:cargianas@argianas.com).

## Bulthuis Realty Consultants, Inc.

Bulthuis Realty Consultants, Inc. is looking for 1-2 appraisers. We have been in business since 1985 and are extremely busy. We specialize in commercial and condemnation work. We are willing to train, but prefer someone who holds a Certified General Appraiser License. We have a nice office, Costar, MRED, 25 years of data. If interested, please contact Matthew Bulthuis via email at [matt@brcnet.com](mailto:matt@brcnet.com) or phone (630) 353-1700.



Colliers International Valuation & Advisory Services continues to seek and attract the valuation industry's leading professionals that provide a full range of expertise across all commercial property types and specialties. Positions are currently available in Chicago for team leaders and valuation specialists with substantive experience. Team Leaders should hold a professional designation and be regarded as a leader in their respective field of concentration. Valuation specialists are preferred to hold a certified general appraiser license or an advanced business degree.

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## Lender's Choice Inc.

Lender's Choice Inc. is a well established residential appraisal firm looking for a Licensed or Certified individual. Our company is willing to train the ideal candidate. This ideal person has already completed the state licensing requirements and is currently licensed. The work is mainly in DuPage, Kane, Will, and Kendall County. This individual must be able to communicate extremely well in writing and be detail oriented. Please submit your resume to [order@lenderschoiceinc.com](mailto:order@lenderschoiceinc.com) or fax to 630-778-7801.

## Upcoming Education in Chicago

- **March 5-8, 2012**  
General Appraiser Report Writing and Case Studies
- **March 5-8, 2012**  
Basic Appraisal Procedures
- **March 12-16, 2012**  
Advanced Income Capitalization
- **March 14, 2012**  
7-Hour National USPAP Update Course
- **March 20-21, 2012**  
15-Hour National USPAP Course
- **March 22, 2012**  
7-Hour National USPAP Update Course
- **March 26-27, 2012**  
Residential Market Analysis and Highest & Best Use
- **March 26-27, 2012**  
Real Estate Finance Statistics and Valuation Modeling (Revised)
- **April 9-12, 2012**  
General Appraiser Site Valuation & Cost Approach
- **April 11, 2012**  
7-Hour National USPAP Update Course
- **April 12, 2012**  
Business Practices and Ethics

### REGISTER NOW

\*Please visit our website [www.ccai.org](http://www.ccai.org) for a full listing of all our courses for 2012!

**The Chicago  
Chapter wishes  
everyone a very  
happy holiday  
season!!!**

## Job Opportunities



**Job Title:** Full Time Real Estate Appraiser

**Job Location:** Chicago, Illinois

**Opportunity:**

*Integra Realty Resources, Inc.* provides world-class commercial real estate valuation, counseling, and advisory services. Routinely ranked among leading property valuation and consulting firms, we are now the largest firm in the United States, with 60 local offices coast to coast. *Integra Realty Resources-Chicago Metro* is seeking high quality career minded individuals to perform real estate appraisals prepared for a myriad of purposes including litigation and eminent domain proceedings, investment analysis and banking. We offer a competitive compensation package including benefits.

**Job requirements:**

- Computer literate with proficiency in Microsoft Word and Excel
- Good communication skills, both written and verbal
- Bachelor's degree
- Some progress achieved toward securing MAI designation

**Contact Information**

Gary K. DeClark, MAI, CRE, FRICS  
[gdeclark@irr.com](mailto:gdeclark@irr.com)

### ***R. J. Schmitt & Associates, Inc.***

*Established 1964*

#### ***Real Estate Appraisers/Consultants***

R. J. Schmitt & Associates is looking for Certified Residential Appraisers to service Lake County, The North Shore and Will / south Du Page Counties. The appraiser would be an independent contractor paid on a split fee basis and would need to use ACI appraisal software.

Please email resumes to [rayschmitt@rjschmitt.com](mailto:rayschmitt@rjschmitt.com).

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