

# A Complete Index of Valuation Insights & Perspectives, 1996-Present

For further information on any of these articles, please search the Appraisal Institute's Y.T. and Louise Lee Lum Library online directory, located at [www.appraisalinstitute.org/ailib.htm](http://www.appraisalinstitute.org/ailib.htm). Appraisal Institute members can search the Members Only section of the site, providing full-text versions for 1999-present. Also, contact Adam Webster, Managing Editor, to request any back issues. Provided they are in stock, the cost is \$15. He can be reached at 312-335-4459 or by e-mail at [awebster@appraisalinstitute.org](mailto:awebster@appraisalinstitute.org).

## 1st Quarter

### Technology: Leap Into the Future

#### Features

- *Technology and the New Appraisal Community: An Overview*, by Mary Dum
- *Do You Need to Be on the Leading Edge of Computing Technology?* by Marv Downey
- *The Internet: 10 Ways It Can Help You*, by Jennifer R. McLarin
- *EDI and the Revolution in Mortgage Banking*, by W. Lee Minnerly

#### Legal Matters

Trading Partner Agreements: What Appraisers Must Know (Legal implications of EDI)

#### It's Your Business

Adapt to Change, Change to Adapt

#### Technology

Bringing Out the Road Warrior in You (pros and cons of laptops and modems)

#### Marketing

Doing Well by Doing Good (Benefits of pro bono work)

#### Issues

Opportunity or Futility? It's Our Choice to Make (Resilience in light of changes)

## 2nd Quarter

### What Clients Want vs. What USPAP Says

#### Features

- *What Clients Really Want ... and Then Some*, by Grace Hayek
- *Clients Speak Out on USPAP*, by Richard Knitter
- *Keeping up with USPAP: The Responsibility of Every Professional Appraiser*, by W. David Snook
- *The Flat Tax: Will It Flatten Home Values?* by Matthew N. McErlean

#### Legal Matters

Fannie Mae: Form 2055 and Beyond

#### It's Your Business

Go to Work in Your Bathroom? It's Possible (dos and don'ts of home office)

#### Technology

Filmless Cameras

1996

#### Marketing

Be Known for What You Know... and Watch Your Biz Grow (effective press releases)

#### Issues

Public Interest Value and Non-Economic Highest & Best Use: The Appraisal Institute's Opinion

## 3rd Quarter

### Expand Your Horizons—Diversify!

#### Features

- *Diversification and the Appraisal Process*, by John D. Dorchester
- *New Opportunities Await Appraisers*, by Ellen Romano
- *Outside the Box—Nontraditional Work for Appraisers*, by Paul Griffith
- *Find a Lucrative Niche Market in Property Tax Assessment Appeals Work*, by Matthew N. McErlean
- *Valuation of CHC Stock—An Expanding Field for Appraisers*, by Anthony F. Mollica

#### Legal Matters

Do I Have What It Takes to Get Involved in Litigation Work?

#### It's Your Business

That Thing You Do—Can You Do It Overseas? (Appraising internationally)

#### Technology

New Service Offers

On-Line Bidding for Commercial Appraisal Assignments

#### Marketing

No Hassle Marketing—There IS Such a Thing!

#### Issues

Real Estate Consulting in Compliance with USPAP: What Appraisers Need to Know

## 4th Quarter

### Focus on Analysis: Applications and Trends

#### Features

- *Where Real Estate Is Going*, by Grace Hayek
- *Market Analysis in Appraisal Reports:*



*Vitalizing Key Data Sections*, by Charles V. Rex III

- *Market Analysis Applied: Snapshots of Four Property Types*, by Joseph Rabianski, et al. Sales, cost and income approach as applied to a retail center, residential subdivision, health care facility and lodging (hotel/motel) facility.
- *Appraisers and Statistics: Adaptation or Extinction?* by Mark R. Linne

#### Legal Matters

Fannie Mae Forms 2055, 2065: Works in Progress

#### It's Your Business

Appraiser Independence Redefined: The Empowerment of a Profession

#### Technology

Portable Document Management Software Review: Send formatted info to another site

#### Marketing

"Networking" is Not a Dirty Word

#### Issues

YAC Eyes Future (Topics: Future of YAC, Res. Appraising, Cont. Ed & Self-promotion)

## 1st Quarter

### Soar to New Heights with Creative Marketing

#### Features

- *Make New Friends, but Keep the Old*, by Ellen Romano
- *The Media: A Powerful Device to Endorse Your Appraisal Business*, by John DeFrancesco
- *Create a Company Newsletter?* by Stephen Traub
- *Netting Business: Marketing on the Web*, by Jennifer R. McLarin

#### It's Your Business

Don't Get Stung by Uncollected Debts

#### Issues

Wheeling through the '90s (Ability to get electricity from provider of choice, not monopoly)

#### Legal Matters

Getting the Lead Out: New Regs Require Disclosure and Evaluation (EPA's lead paint rule)

1997

## Technology

Why Build an Information Services Co-Op?

## Marketing

Marketing by Design

## 2nd Quarter

### Business Management: How Does Your Firm Stack Up?

#### Features

- *Reducing Costs, Not Quality*, by Nanci Gentile
- *Strategies for Investing in Technology: Part I*, by Steven K. Weissman and Charles E. Jack
- *From Leaner-to-Greener Pastures: Current Management Theories Explained*, by Janet Laurain
- *Estate Planning—Why You Should Start Now*, by Randy Myers

#### Marketing

Competition with the Big Guys: Marketing Your Services on a Tight Budget

#### Legal Matters

How Much Do You Have to Disclose?

#### Issues

Ethics and Standards Enforcement:  
Successful Past,  
Encouraging Future

#### Technology

Internet Sites of

Interest, Reviews: Dohring Online, MapQuest, Scanner/Keyboard Combo.

#### It's Your Business

Breaking the Paradigm: Nontraditional Recruitment Strategies for Appraisal Firms

#### Insurance Connection

Research Business Office Packages Before You Buy

## 3rd Quarter

### Take Time for Technology

#### Features

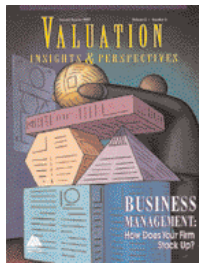
- *Staying in the Game: Residential Appraisers and Technology*, by Ellen Romano
- *Strategies for Investing in Technology: Part II*, by Steven K. Weissman and Charles E. Jack
- *The Rest of Your Office: High-Tech Peripherals Can Round Out Your Office in Fine Fashion*, by Jon Pepper
- *The Future of Internet Retailing: Implications for Appraisers*, by Hugh Zochling
- *Board Passes Motion to Consider Dues Plan*, by Bert L. Thornton

#### It's Your Business

Cyberbanking for your Appraisal Business

#### Insurance Connection

Loss Prevention Forecast



## Technology

Shareware: A Wealth of Information at Your Fingertips

## Marketing

Hiring an Outside Consultant

## Legal Matters

Mortgage Insurance: Equity in the House

## Issues

The EPA's Brownfields Initiative: Will It Improve the Market for Contaminated Properties?

## 4th Quarter

### The Future in Focus

#### Features

- *Taking Charge in Times of Change*, by Michael O'Loughlin
- *Revising USPAP: Appraisal Standards Board Answers to Commonly Asked Questions*, by W. David Snook
- *Appraising the 105th—Congress Opens with a Full House*, by Matthew K. Sullivan
- *Issues: private mortgage insurance, Habitat Housing, commercial real estate, tax code reform, Glass-Steagall Reform, FHA restructuring, VA legislative change, federal land issues (public interest value, Indian lands, private property rights) and lead-based paint liability.*
- *Synthetic Stucco: A Study in Structural Chaos*, by Janet Laurain
- *Appraising Sustainable Development: How Green Are My Property Values?* by Jim Schwab

#### Marketing

Looking for Appraisers in Cyberspace?

#### Legal Matters

Third Party Liability: Does Privity Matter?

#### Issues

YAC Focuses on a Successful Future (tech, USPAP, alliances and investment requirements)

#### It's Your Business

Fannie Mae Introduces Form 2075 (Desktop Underwriter Property Inspection Report)

#### Technology

A Student's Guide to Internet Education

## 1st Quarter

### Business Valuation/Influence of Government Regs on Market Value

#### Features

- *Business and Real Estate Appraisal Practices Examined: Similarities and Differences*, by Shannon P. Pratt
- *Should You Concern Yourself with Going Concerns?* by Jeffrey D. Fisher
- *A Satisfied Client Equals a Repeat Client*, by Sheryl Andrus-Bennie
- *The Influence of Government Regulations on*

*Market Value*, by Thomas A. Dorsey

#### Viewpoint

A Look Ahead...Implications of Current Trends for the Appraisal Profession

#### Issues

Washington Battleground: Home Mortgage Laws to be Overhauled

#### It's Your Business

To Move or Not to Move?

#### Insurance Connection

A Picture Can Be Worth a Thousand Words

#### Marketing

Direct Mail That Gets Results

#### Legal Matters

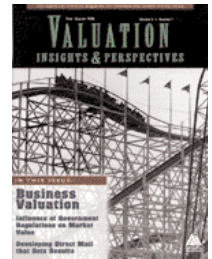
Divorce Litigation: An Untapped Market for Appraisers

#### Technology

Software: Storage (DataComp) and Dictation (NaturallySpeaking, ViaVoice, PhotoVista)

#### Case Studies

Extended-Stay Lodging Shakes Up the Hotel Industry



## 2nd Quarter

### Lenders Look at Appraisers Look at Lending

#### Features

- *Appraisals and Lending: Recent Past, Present and Near Future*, by Richard C. Sorenson
- *2001 Lending Odyssey: A Simulation Run for Appraisers*, by Janet Laurain
- *REIT Renaissance Targets Market Efficiency*, by Peter K. Hoglund
- *The Lender's Perspective on Today's Appraisers*, by Christie Wise

#### Viewpoint

Responding to the Demands of the Marketplace

#### Issues

Freddie Mac Introduces Changes to the Loan Prospector

#### Technology

Data Disaster: Planning for Computer Emergency

#### Insurance Connection

Medical Savings Accounts

#### Marketing

A Quick Course in Telephone Etiquette: 10 Ways to Use the Telephone to Your Advantage

#### It's Your Business

How Appraisers Impact and Can Benefit from the Auction Process

#### Legal Matters

Ethics and Standards Enforcement Update

#### Case Studies

Valuation of a Major High-rise and Entertainment Facility

### 3rd Quarter Piecing the Fractional Interest Puzzle

#### Features

- *Valuing Life Estates*, by David Keating
- *Unsyndicated Partial Interest Appraisals*, by Walter H. Humphrey
- *TDRs: Great Idea, But Questionable Value*, by John C. Danner
- *YAC: Developing Leaders and Providing Solutions*, by Angela L. Brown  
Topics include: single designation debate, post unification process, multiple disciplines, marketing

#### Viewpoint

Playing Where the Puck Will Be

#### Issues

Appraisers Win in Washington; Congress Passes Favorable PMI Bill

#### Technology

Appraising the Effects of the Millennium Bug

#### Legal Matters

The Impact of Megan's Law on Real Estate Values

#### It's Your Business

The Body of Knowledge: A Long-Time Dream Gets Closer to Reality

#### Case Studies

Appraising Vacant Land Unearths Difficulties (access, multiple jurisdiction, site factors, etc)

### 4th Quarter Special Purpose Properties

#### Features

- *Fore! Thought in Golf Course Market Analysis*, by Thomas W. Connery
- *Real Estate Leases to Hospitals*, by William H. Beazley, Blaine Porter and Guy P. Reese
- *Valuing the High-Value Home*, by Cheryl Inghram
- *Skilled Nursing's Evolution*, James K. Tellatin

#### Viewpoint

Taking Aim on the Future (changing with the new technology: EDI, AVMs, databases)

#### Issues

Residential Database Q & A

#### Technology

Digital Cameras and Printers: In a Buyer's Market, It's a Good Time to Upgrade

#### Legal Matters

When May You Reappraise a Property?

#### It's Your Business

GIS: Meeting the Info Demand

#### Insurance Connection

Real Estate Scams: Don't be the Next Victim

### 1st Quarter The Environment & The Appraiser, from "Green Homes" to Brownfields

1999

#### Features

- *A Green Dream*, by Kathy Price-Robinson  
Profile of an evolving eco-home 15 years in the making; environmentally sound or over-improvement?
- *The Lesson of Love Canal*, by Anthony P. Girasole, Jr.
- *The Brownfield Challenge*, by Bill Mundy, Dave McLean and John Kilpatrick
- *A Disastrous Assignment*, by Alison J. Teeman and Michael G. Yovino-Young  
Appraisals of homes demolished in the 1991 Oakland Hills Fire.

#### Viewpoint

A Look at the National Staff's Integrated Outreach Team

#### Issues

Outlook for the 106th Congress: An Appraiser's Guide to Capitol Hill

#### Chapter Spotlight

Harmony at One Chapter Produces Ad Video for All Chapters (Western NY/Ont. Chapter)

#### Technology

A Members-Only Tutorial (The Web site's new features are profiled)

#### Legal Matters

The Environmentally Impacted Property Assignment

#### It's Your Business

Confession of a Conference Dodger

### 2nd Quarter Escape! Universal Studio Unveils Its Newest Theme Park

#### Features

- *The Value of Celebration's Main Street*, by Gregg Logan  
Profile of Disney-developed new town in Florida with old-time flavor.
- *Appraising Las Vegas*, by Shelli Lowe
- *Movie Theaters at the Millennium*, by Arthur E. Gimmy
- *Building the Better Mousetrap*, Walter N. Carpenter  
Universal Studios Florida theme park is profiled.

#### Viewpoint

The Eye in the Storm of Change (AI launches the Center for Advanced Real Estate Analysis)

#### Issues

What's Different about the 1999 USPAP

#### Insurance Connection

Employment Agreements: Read the Fine Print

#### Case Study

Valuing March Air Force Base

#### Chapter Spotlight

The Northern California Chapter

#### Legal Matters

FRCP: The Other Appraisal Report Standard

#### It's Your Business

Do You Own Your Data? (Intellectual Property and Other Rights in Real Estate)

10 Tips to Consider When Selling Your Appraisal Business

#### Technology

Voice Recognition Software

The Thread: Outtakes from the e-mail forum regarding hiring your son or daughter

Tutorial about the Lum Library Online Catalog

### 3rd Quarter Take Part in New Opportunities

#### Features

- *The ABCs of CMBS*, by Joshua Anderson
- *The Window of Opportunity on Wall Street*, by Janet Laurain  
How individual appraisers can capitalize on the success of CMBSs
- *Turn of the Century: The Young Advisory Council Summary*  
Topics: Tech. tools; Appraisal Institute into 2000; Evolving with capital markets; Product vs. service

#### Viewpoint

Board Initiatives Tackle Changing World

#### Issues

Environmental Challenges Can Create Work for Real Estate Appraisers

#### Chapter Spotlight

AIM Award Sets Stage for Improved Efforts at All Chapters

#### Marketing

How You Can Drum Up More PMI Cancellation Business

#### Legal Matters

Recent Legal Developments and the Appraisal Expert Witness

#### It's Your Business

Proposals and Engagements: Preparing for Marriage with Your Client

Keep Them Coming Back: Nurturing Client Development

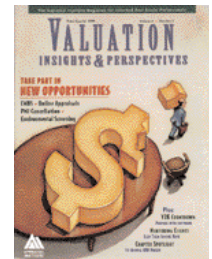
#### Technology

Finding and Solving Your Y2K Office Problems

Product Review: SanDisk ImageMate, Corex

CardScan Exec, RIM Interactive Pager, Mouse.

ola.com Takes on the Information Age



## 4th Quarter 2000: At the Millennium

### Features

- *The Profession from the Middle Ages to the Millennium*, by G. Michael Yovino-Young
- *Appraisers Today*, by John D. Dorchester
- *What's Next: Appraisal Institute Members Offer Up Their Visions of the Future*

### Viewpoint

Assessing the Change in the Shifting Mortgage Market

### Issues

The Appraisal Institute's Market Value Initiative

### Chapter Spotlight

Transforming Associates into Leaders (Greater Boston and West Coast Florida Chapters)

### Members Making News

William Harps: A Lifetime of Achievement

### Case Study

Putting Survey Method to the Test

### Technology

Online Street Maps

Product Preview: Qualtec Data Defender, Cpen 200, FaxPrint 2, NeoPoint 1000, SnagIt

The Thread: Stigmatized properties

Update on Commercial Database project

### It's Your Business

Improve Your Cash Flow Without Increasing Sales

Online Appraisal Ordering Systems

### Insurance Connection

FHA Appraisal Reforms: How you can avoid increased liability exposure

## 1st Quarter Get Connected

# 2000

### Features

- *Old Buildings, New Uses*, by Kathy Price-Robinson
- *Perfect Harmony*, by Adrian Higgins  
The renovation of an old house into a music school
- *The Next Loft Generation*, by Cheryl A. Inghram

### Viewpoint

Business Strategy for Appraisers: Accept, Retool and Lead

### Chapter Spotlight

North and Central Texas: A Meeting of the Minds

### Members Making News

For Appraisers, Flying is a Natural Instinct

### What Have We Done for You Lately

Key Legislative and Standards Programs; Outreach Programs

### Issues

1999 Residential Appraiser Study

### Technology

It's Finally Time to Get Online

Product Preview: CyberGenie, Digital Camera/watch, headset telephone, eSafe Desktop, HP e-Vectra

### It's Your Business

WWW data sources for the appraiser; techie mentoring

## 2nd Quarter Building a Sustainable Global Profession

### Features

- *The Time is Right for Global Standards*, by John W. Edge
- *The Value of Networks*, by Woodward S. Hanson
- *AIRD: Finding the Competitive Edge Through Data Sharing*, by Jennifer Janus

### Viewpoint

Why We Are Doing the Things We Are Doing

### Case Study

The IRS's New Alternative Dispute Resolution Mediation Process

### Chapter Spotlight

Pacific Chapter: Solving the Dilemma of Appraisers Caught in the Middle (of legislation)

### Members Making News

Dual Leadership Roles All in One Year's Work for Martin (Joseph H. Martin, MAI, SRA)

### Insurance Connection

Anatomy of a Lawsuit

### Technology

Cool Tools: Review of four free net-based resources for the appraisal office

### It's Your Business

Why Do My Health Insurance Premiums Continue to Rise?

Does Your Firm Use Independent Contractors?

## 3rd Quarter Embracing Technology Tools

### Features

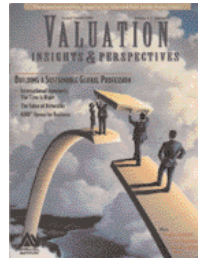
- *Share and Share Alike: The Power of Databases*, by Neil Olson
- *Appraisal Valuation Modeling: The Application of Statistical Analysis*, by Mark Linne and Steven Kane
- *A Survey of the Technology Astuteness of the Appraisal Industry*, by Bennie D. Waller, Ph.D.

### Viewpoint

Solo Flight vs. Team Effort

### Valuation 2000

Includes keynote speaker Hjalma Johnson's speech



### Government Spotlight

LDAC: appraiser-client relationship; cobranding; cultivate new leaders; outside market value

### Chapter Spotlight

AIM Award recognizes leadership in marketing at the chapter level

### Members Making News

Marion Johnson, MAI, SRA, lends herself to the Cerro Grande fires, subsequent settlement

### Issues

The Appraisal Institute's commitment to diversity

### Technology

Cool Tools: Review of Copernic 2000

## 4th Quarter Case Studies: Unique Applications and Reflections

### Features

- *Tales From the Punchbowl: Appraisals of the Weird*, by Kathy Price-Robinson
- *Up, Up and Away! The Closure and Redevelopment of Lowry Air Force Base*, by Steven R. Norris
- *Appraising 101: Not a Dry Campus*, by Carl Stillman and Pat Wilborn  
Appraising a vineyard and a lakefront property currently housing a brewery.
- *Recognizing Structural Deficiencies in Houses*, by ASHI and Carson Dunlop & Associates

### Viewpoint

Building on Our Strengths to Ensure Sustainability

### Government Spotlight

The role APPAC, the Appraisal Institute's political action committee, played in the elections

### What Have We Done for You Lately

The joint-venture commercial database and Real Estate Value Cycles are outlined

### It's Your Business

39 Common Misconceptions About USPAP

### Insurance Connection

Construction Progress Reports: A Few Disclaimers Can Help You Avoid Being Sued

### Technology

Cool Tools: ShieldsUP!

## 2001: 1st Quarter: The Many Faces of Residential Appraisal

# 2001

### Features:

- *Remodeling Trends: Appraising Custom Add-Ons*, by Kathy Price-Robinson
- *A Moving Experience: The Nuts and Bolts of Relocation Appraising*, by Bradford Charnas, SRA
- *Forecasting: Storm Clouds Gathering?* by Thomas G. Fryer, SRA, CRP, IFA
- *The Residential Application of GIS Technology*, by Adam Webster

#### Viewpoint:

Globalization: An Ear to the Ground, An Eye on the World

#### Government Spotlight

Washington, D.C., and the Appraiser

#### What Have We Done for You Lately

News Coverage Abounds as the Appraisal Institute Urges Congress to Address Lender Pressure

#### Technology

Cool Tools: FreeDrive and eFax Messenger Plus The Lum Library's Online Catalog

#### It's Your Business

Scope of Work and Range of Services

#### Insurance Connection

Do I Really Need E&O Insurance?

### 2nd Quarter: Expanding Your Markets, Exploring New Frontiers

#### Features:

- *Wall Street to Main Street: The Shifting Face of Real Property Valuation*, by John Ross and Sri Velamati
- *Traditional Skills, New Applications*, by Ellen Romano
- *Appraisers Branch Out Into Litigation*, by Nancy Bannon, JD
- *Business Models: Is Bigger Better?* by Karen Schwartz
- *Follow the Leader: LDAC Participants Set the Pace, Future*, by LDAC Discussion Leaders

#### Viewpoint

Remaining Relevant Involves Getting Involved

#### Chapter Spotlight

Chapters Attract New Members Via Education, Personal Sponsorship

#### Member Spotlight

International Ties: James Ungsoo Kyong Becomes First Korean MAI

#### International Spotlight

Appraisal Institute Spreads its Wings and Goes Global

#### Insurance Connection

Altered Appraisals: Has It Been Changed Since Leaving Your Office?

#### Technology

Cool Tools: Now You See It, Now You Don't – Searching the Invisible Web  
Appraisal Institute Commercial and Residential Databases

#### Review

E-ppraiser.com

CD-ROM Directory of Designated Members

### 3rd Quarter: Summer Heat: Privacy, Pressure and Getaways

#### Features:

- *Appraisers as Financial Institutions: Complying with Gramm-Leach-Bliley*, by Bill Garber
- *Rest and Relaxation: Vacation Valuation*, by Claire Nicolay
- *From Dream to Demolition: The Highest and Best Use of Houston's Compaq Center*, by Matthew C. Deal
- *Expanding Primary Data Sources*, by Domenick Neglia, SRA

#### Viewpoint

Start Working on the Good New Days

#### Chapter Spotlight

Awards Galore: Chapters Excel in Variety of Initiatives

#### Member Spotlight

Big Fish, Big Pond: Individuals Shine at Summer Conference Awards

#### Issues

What to Do When the (Client/Lender) Pressure's On

#### Technology

Cool Tools: QuickBase Offers Free Database Opportunities

#### Marketing

Service Leadership: Four Strategies for Creating WOW!

#### What Have We Done for You Lately?

TWR Select Provides Office/Industrial Data at Discounted Price

### 4th Quarter: Leveraging Technology to Create Success

#### Features:

- *The Appraiser's Portable Office*, by Mary Dum
- *Your Next Network – Wireless*, by Mary Dum
- *AI Direct: Connection to the Marketplace*, by Adam Webster
- *Information Exchange: Using the Appraisal Institute Commercial Database*, by Calvin Cummings, MAI
- *Contributing to AIRD Is a Few Easy Clicks Away*, by Sara Patterson
- *Appraisal Alternatives: A Turf War in Oregon*, by Bill Garber

#### Viewpoint

In Support of AVMs

#### Chapter Spotlight

New York, Houston Apply Expertise, Humanity in Addressing Tragedies

#### Member Spotlight

LDAC, Rep. Leach Inspire Bob McGivern to City Council Post

#### State Spotlight

2001 State Legislative Wrap-Up

#### Marketing

Grassroots Marketing Communications

#### What Have We Done For You Lately?

Brand New: Strengthening Your Identity

#### Issues

Appraising in the Next Cycle – the Profit Issue (Distressed Properties)

#### Insurance Connection

Marketing 101: Remember Your Abilities and Liabilities

#### Technology

Cool Tools: Speech Recognition Software – It's About Time!

### 2002: 1st Quarter: Appraisers and the Law: Litigation, Land Right and Insurance Claims

#### Features:

- *The Local Arm of the Law: Getting Involved in Expert Testimony*, by Tim Eblen
- *Condemnation: Six Steps to Expanding Your Domain*, by Tim Eblen
- *Unlucky 7: Oregon's Ballot Measure*, by Bill Garber
- *Fiber Optic Communication Corridor Right-of-Way Valuation Methodology*, by Charles Bucaria, Sr., MAI, and Robert G. Kuhs, Esq.

#### Viewpoint

Fingerprints, Fair Value and Appraising

#### Government Spotlight

Court Decisions Reign Supreme: Federal Land Law

#### It's Your Business

Fatal Flaws – Strategic Solutions

#### Marketing

Creating the Perfect Print Ad

#### Insurance Connection

2001 Real Estate Appraiser Program Claims Report

#### Technology

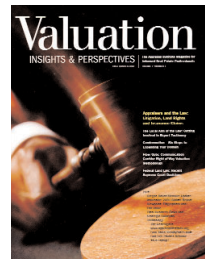
Cool Tools: Investor Survey, Other Market Data Await at RealtyRates.com

Cell Phones: The New Computing Platform for Appraisers?

#### What Have We Done for You Lately?

Spinning a New Web: [www.appraisalinstitute.org](http://www.appraisalinstitute.org) Undergoes Overhaul

2002



## 2nd Quarter: Trendsetters!

### Features

- *Not Just Business As Usual: Getting the Job Done*, by Kathy Price-Robinson
- *Inventing Opportunities: Elbow Grease for the Mind's Wheels*, by Kathy Price-Robinson
- *The Volunteer Spirit: Finding Value in Other Things*, by Adam Webster
- *AI-Ready Isn't Just for Software: Leveraging Your Professional Affiliation*, by Adam Webster
- *Politicking the Machine: Advocating Change for the Profession*, by Adam Webster

### Viewpoint

The Profession... Ensuring It Is a Profession

### International Spotlight

Kazakhstan Delegation Visits to Model Country's System After Appraisal Institute

### Marketing

Getting (Business) Carded: A New Way of Looking at the Old Staple

### Insurance Connection

Mold: The Hidden Menace

### Technology

Cool Tools: Log On to Your Computer from Anywhere with Internet-based GoToMyPC.com  
True To Form: The Future of Appraisal Forms Software

## 3rd Quarter: Environmentally Speaking: Wetlands, GIS, Legislation and the Regulatory Environment

### Features

- *The Loss of Wetlands and the Resulting Valuation Problems*, by David Michael Keating, MAI
- *Environmental Uses of GIS, the Scientific Method and Daubert*, by Bruce R. Weber, MAI
- *2002 LDAC Addresses Issues Facing Industry, Institute*, 2002 LDAC Chairs

### President's Message

Cigars, Sausage, the Law and How Policy is Made for the Profession

### Viewpoint

Not Just Your Typical "What's It Worth" Answers

### Marketing

2002 AIM Winners Share Marketing Keys to Success

### Member Spotlight

New Designees: February 2002-July 2002

### Government Spotlight

Congress Keeps Its Eyes on Brownfields

### Chapter Spotlight

Chapters Honored During Hawaii Awards Ceremony

### Issues

One Member's Experience with Client Pressure

### It's Your Business

Developing and Growing an Appraisal Practice

### Technology

Cool Tools: Zone Alarm

The AAVM: Putting the Appraiser in Automated Valuation Models

## 4th Quarter: It Is Some of Your Business: Accounting, Exchanges and Tax Appeals

### Features:

- *Accounting for Change: GASB, FASB and Mark to Market*, by Ann Marie McCarthy, MAI, and John McCarthy, CPA
- *Adventures in Tax-Deferred Exchange: Opportunities, Trends in Section 1031 Transactions*, by Claire Nicolay
- *Property Tax: Helping to Minimize Commercial Property Tax Bills*, by James A. Greenleaf, MAI

### President's Message

Talk of the Town, and the Globe:

Communications

Update

### Viewpoint

The Inevitable, Imperceptible Nature of Change

### Marketing

A Measured Response: The Truth Is Good Marketing

### Insurance Connection

Managing Exposure in the Face of HUD Reforms

### It's Your Business

Survey Your Local Needs with a Symposium

### Issues

Protecting You and Your Computer Against the Klez Virus

### Technology

Cool Tools: Free Hazard Maps and Aerial Photos Abound on the Internet

Tech Trends, by Mary Dum

Online Communities for Appraisers: Are You Ready to Move In?

