



# SPRING 2022 GENERAL MEMBERSHIP MEETING QUALIFYING & CONTINUING EDUCATION

**February 28-March 4, 2022**

Sales Comparison Approach (A302)  
Valuation of Lifestyle and Trophy Properties  
7-Hour USPAP Update (2022-2023 Edition)  
Texas Rural Land Value Trends Workshop

| PROGRAM SCHEDULE            |                           |                           |                                     |                                |
|-----------------------------|---------------------------|---------------------------|-------------------------------------|--------------------------------|
| February 28 – March 4, 2022 |                           |                           |                                     |                                |
| Monday                      | Tuesday                   | Wednesday                 | Thursday                            | Friday                         |
| QE (Sales)<br>8 AM – 5 PM   | QE (Sales)<br>8 AM – 5 PM | QE (Sales)<br>8 AM – 5 PM | QE (Sales)<br>8 AM through exam.    |                                |
|                             |                           |                           | CE (Trophy Ranches)<br>8 AM – 5 PM  | Chapter Meeting<br>8 AM – 9 AM |
|                             |                           |                           | Land Trends Workshop<br>5 PM – 7 PM | CE (USPAP)<br>9 AM – 5 PM      |
|                             |                           |                           | Chapter Dinner                      |                                |

REGISTER ONLINE AT

[WWW.ASFMRA.ORG/EDUCATION/EDUCATION-CALENDAR](http://WWW.ASFMRA.ORG/EDUCATION/EDUCATION-CALENDAR)

## MEALS: BREAKFAST, LUNCH & CHAPTER DINNER

All the meals provided are from local restaurants and caterers. Our Chapter Dinner will be hosted at the Bierschwale Ranch, about 10 miles east of Junction. ***The Chapter Dinner is \$30 for anyone that would like to attend. Guests and spouses are welcome!***

## EDUCATIONAL FACILITY

**First Presbyterian Church, Junction Fellowship Hall | 201 S 11<sup>th</sup> Street, Junction, TX 76849**

The Fellowship Hall has been renovated to include audio/visual technology. There is another building on the same property which will allow us to offer both QE and CE on Thursday. The Hall has a full kitchen where we will provide breakfast, lunch and snacks throughout the day. You will not feel like you are in a church setting.

## HOTEL INFORMATION & HOSPITALITY SUITE

**Holiday Inn Express & Suites | 304 Dos Rios Drive, Junction, TX 76849 | (325) 215-4377**

Ask for the “Texas Chapter ASFMRA” hotel block. The group rate is \$109/night plus fees.

The “Meeting Room” on the lobby level will serve as the Texas Chapter hospitality suite at the hotel.

During the evenings, enjoy complimentary drinks and snacks. This room is reserved for the Texas Chapter all week. The Young Professional Network of the Texas Chapter is responsible for hosting this hospitality suite.

## SALES COMPARISON APPROACH FOR GENERAL APPRAISERS (A302)

This course is specifically designed to meet the 30 hours required by the Appraiser Qualifications Board for Qualifying Education for General Certified Appraisers. The course covers topics such as underlying Sales Comparison Approach definitions and concepts, the analysis of a comparable sale, paired sales techniques, derivation and sequence of adjustments, analysis of properties with multiple land types, reconciliation, and case studies. These topics are discussed with a distinct bent toward the unique aspects of rural property valuation. Concepts are reinforced through classroom discussion, drill problems and periodic diagnostic quizzes.

**Instructors:** *Justin Bierschwale, ARA and Nathan Tonne, ARA*

**ASFMRA Members \$769; Nonmembers \$999 (Breakfast & Lunch provided)**

**Contact Hours: 27 hours + 3 hour exam**

## VALUATION OF LIFESTYLE AND TROPHY RANCHES

This seminar centers on concepts for building-intensive properties in rural areas. The price allocation between land and building is complex. Most situations involve multiple buildings or rural "compounds," where consistent analysis is key. Mini case studies emphasize differing uses in several geographic locations across the United States. Property types range from Executive Retreats to Fishing Estates, Mountain Campgrounds purchased and converted to single use due to low property inventories, Equestrian Ranchettes, Mixed Timber/Recreation types, Trophy Ranches, River Horse Facility, Barn Restoration, and small- to medium-sized properties purchased in several hundreds to thousands of acres as "getaways" from the impact of COVID-19. Are we reporting Market Value or COVID Value?

**Instructor:** *John Widdoss, ARA*

**ASFMRA Members \$200; Nonmembers \$250 (Breakfast & Lunch provided)**

**Continuing Education: 8 hours of ACE**

**(This seminar will be submitted for ACE approval in TX, NM, CO, OK and LA.)**

## 7-HOUR USPAP (2022-2023 EDITION)

The underlying theme of all sections are USPAP requirements for ethical behavior and competent performance by appraisers. Discussion will focus on specific USPAP revisions and afford you the opportunity to apply this information through case studies and a review of frequently asked questions and responses of various USPAP topics. The material emphasizes the role of the appraiser, the appraiser's impartiality associated with this role, and helps clarify concepts such as scope of work and when USPAP applies. The special responsibilities of the appraiser with regard to impartiality are explored in detail.

**Instructor:** *Scott Seely, ARA*

**ASFMRA Members \$200; Nonmembers \$250 (Breakfast & Lunch provided)**

**Continuing Education: 7 hours of ACE**

## TEXAS RURAL LAND VALUE TRENDS WORKSHOP FOR 2021

Led by Dr. Gilliland from the Real Estate Center, this seminar sets the stage for the Land Trends magazine. All members that participate will be highlighted in the magazine. Non-members are welcome to attend for the ACE hours; however, they will not be featured in the magazine. For clarification, in 2022 we gather sales data from 2021 to prepare the 2021 Land Trends magazine.

**Instructor:** *Dr. Charles Gilliland*

**No fee to attend if registered for other seminars.**

**Continuing Education: 2 hours of ACE**

**(This seminar will be submitted for ACE approval in TX.)**