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APPRAISING THE PLAINS

of Kansas



A Publication of the Kansas County Appraisers Association

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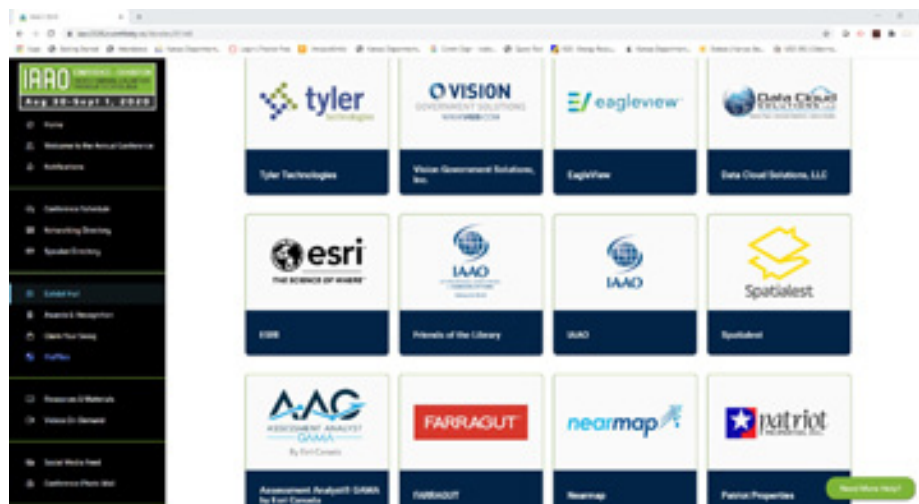
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Kansas County Appraisers Participate in IAAO's Virtual Annual Conference

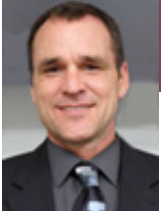


The virtual Exhibit Hall included lots of offerings. Virtual chats, live feeds, swag and videos welcomed those who clicked on vendor icons. Barb Esfield and Greg McHenry were featured in two booths. (See page 5.)

IAAO hosted their first-ever virtual annual conference August 30 to September 1. The event was originally scheduled to take place in Denver, but once that venue closed due to COVID-19, IAAO quickly adapted to the virtual meeting space. As always, Kansas was well-represented at this year's conference. Read more about their experiences on pages 5–6.

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The Bauman Briefing

Steve Bauman, RMA, Shawnee Co. Appraiser
2020 KCAA President

The Final Edition

My reign of power is coming to an end, and I need to thank you all for allowing me to serve this great organization. I would recommend to all of those thinking about getting more involved to go ahead and make the jump. It has been a rewarding experience.

Having a look from the inside gave me a new perspective and got me out of my own little world. In doing this, I can assure everyone that the KCAA Board members are an exceptional group of experts that care deeply about the organization. Sitting in on the monthly mentors' program with the newer appraisers and the volunteer seasoned veterans has assured me that the future is bright.

It seems like the majority of my time this year was spent creating plans over and over again as they change and cancel. Just trying to keep our office staffed and open has been a struggle. I have written about our Annual Business Meeting and Orion conference every newsletter, but it happens to keep changing. It looks like plan D might be the one. So, cross your fingers that the hybrid approach in November works out. Thank you to Cindy Brenner for taking the brunt end of all of this and rolling with it like it's not a big deal.

I would like to note that we do have progress with our statewide commer-

"...I can assure everyone that the KCAA Board members are an exceptional group of experts that care deeply about the organization."

cial sales database. PVD and Dasc have been instrumental in picking up this project and working on pushing it through. Thank you, Mr. Harper, for jump-starting it each time it stalls. We are now having bimonthly Zoom meetings to speed up the process. I am certain that this database will play an important role as we try to wrap our minds around the commercial values amidst all of the market turmoil.

To finish, this has been the strangest year that I can remember. The Covid reality has really set in, and I must reflect on my term in office. Everything from Covid-related quarantines, the rise of Zoom, social unrest across the country, economic uncertainty, and now wildfires and hurricanes. Sometimes I just have to turn off the news for a week to give myself a mental vacation from it all. Hopefully everything will calm down once my presidency is over and I pass the gavel to Mr. Robertson.

I started off the first newsletter article with "Happy New Decade 2020." I feel pretty comfortable ending my last article with "Goodbye 2020." ❖



Paul Welcome Named IAAO Interim Executive Director

Paul Welcome

With the retirement of Ron Worth as IAAO Executive Director, the IAAO Board has named Paul Welcome, CAE, FIAAO, as interim executive director effective October 1.

Paul is a former IAAO president and Johnson County, Kansas, appraiser. He will serve until a new executive director is selected, which IAAO intends to name by the end of the year. IAAO is working with a search firm and will be publicizing the job opening and interviewing candidates. ❖



Longtime IAAO Members

By Rick Stuart, CAE, FIAAO

It is nice to see that IAAO is once again listing the names of longtime IAAO members in *Fair & Equitable*. Those from the July issue are shown below.

25 years

Charles Clark, AAS, Sedgwick, Co.
Greg McHenry, AAS, Riley Co.
Alex Stewart, Johnson Co.
Danny Williams, RES, Riley Co.

30 years

Michael Borchard, CAE, Retired
Bettejane Wooding, Barton Co.
Engineer's Office
Paul Welcome, CAE, FIAAO,
Consulting LLC, Lake Quivira, Kan.

35 years

Brian Howes, Esq., Leawood, Kan.

40 years

Larry Clark, CAE, FIAAO, of IAAO ❖

Register Today!

2020 KCAA Business Meeting, Orion Users Conference & Director's Update

November 17-18, 2020

Wichita Marriott Hotel • 9100 Corporate Hills Dr. and *online*

See pages 15–16.

KCAA Appraising the Plains of Kansas is a quarterly publication of the Kansas County Appraisers Association. KCAA invites readers to submit articles or topics of interest for inclusion in *Appraising the Plains*. Send them to Cindy Brenner, KCAA, PO Box 988, Meade, KS 67864. Ph. (620) 873-7449. Fax (620) 873-2237. Email: kcaa@sbcglobal.net. Visit KCAA online at www.kscaa.net

Board Meeting Highlights

KCAA Executive Board Meeting July 7, 2020, remote call-in

Attendees: Cindy Magill, Delinda White, Kelly Deslauriers, Melinda Latham, Lisa Ree, Rachelle Standley, Ryan Michaelis, Kathy Briney, Sean Robertson, Steve Bauman.

Previous meeting minutes: Approved as written.

Financial Report Total KCAA funds of \$272,862.87 with \$110,244.35 dedicated to Orion Expenses, leaving operating balance of \$162,618.53. Accounts Receivable: \$61,340. No Treasurer Report provided. Cindy will send out billing the end of July and resume

billing every other month.

Orion Conference & Education: KCAA will survey the membership to see what the interest is for an Orion Conference in November. The board will review results and make a determination on what to do regarding scheduling or postponing.

Cindy reported the following numbers on upcoming IAAO classes: 102 has 9, 101 has 22, and 300 has 8.

Melinda discussed the Corelogic Marshall and Swift Class. They would do it remotely. The cost was not definite yet; Melinda is still working on that. It was asked if PVD will offer credit for the class. Melinda is also checking with PVD about whether they will do

the Compliance Workshop that was to be held at KCAA conference virtually. At this point, CIC Conference is still scheduled for August.

Director's Update: Has not been rescheduled yet. After fall education survey results are in, KCAA will provide results to PVD and discuss options for Director's Update.

Other Business: Cindy and Lisa are working on an online forum option. Steve mentioned the new BOTA member and that he was part of a phone hearing recently.

Meeting adjourned. ❖



KAC 2020 Virtual Conference Event October 13-14, 2020

Registration NOW OPEN! The 2020 KAC Virtual Conference Event is scheduled for Tuesday–Wednesday, October 13–14, 2020. All agenda sessions will take place virtually via Zoom. To register for the 2020 KAC Virtual Conference Event, click **here**. Once you have submitted your registration, you will receive a confirmation email that will include the Zoom connection information specific to each day's session. There is no registration fee for this year's virtual conference event.

Registration Deadline: Friday, October 9, 2020.

Tuesday, October 13, 2020

10 a.m.–11 a.m. **2021 Legislative Policy Statement Review**

Wednesday, October 14, 2020

9 a.m.–9:30 a.m. **Kansas Governor Laura Kelly**
9:30 a.m.–10:45 a.m. **KAC Annual Business Meeting**

Call to Order: KAC President Chip Westfall, presiding

- Membership will vote to adopt the 2021 Legislative Policy Statement
- Executive Director "State of the Association" and announcements about upcoming 2021 KAC programs and services
- KAC 2021 Annual Conference Key Speaker Video

10:45 –11 a.m. **ACEC 59th Annual County Public Improvement Awards**

Sponsored by the American Council of Engineering Companies in cooperation with the KAC, this awards presentation recognizes engineering projects benefiting

citizens of Kansas communities. Joe Drimmel, ACEC Board President, will announce the awards.

11 a.m.–11:20 a.m. **NACo Overview, Matt Chase, NACo Executive Director**

11:20 a.m.–11:35 a.m. **NACo Works for You, Kim Hall, NACo Membership**

11:35 a.m.–11:45 a.m. **Morning Wrap Up & Upcoming Afternoon Events**

11:45 a.m.–1 p.m. **Lunch Break**

1 p.m.– 2 p.m. **Kansas Transportation Secretary Julie Lorenz**

2 p.m.– 3 p.m. **Kansas Commerce Secretary David Toland**

3 p.m.– 4:30 p.m. **KCAMP/KWORCC Business Meeting**



The Director's Update...

By David Harper, AAS, RMA, Director, Property Valuation Division

In upcoming months, we will continue to plan for an increased reliance on the virtual courses through Microsoft Teams. We will continue to offer in-person classroom sessions to supplement Teams.

I am not sure if the past six months have seemed to fly by or crawl by, but I do know we continue to adapt to new methods to obtain our goals and to do our jobs. From virtual conferences, virtual education, virtual meetings and home-based staff, the operation at PVD continues to change.

A major focus for PVD continues to be to meet the demand for appraisal courses. The fourth year of the county appraisal term always brings an increase in the number of students needing hours to meet the continuing education requirements for the Registered Mass Appraiser (RMA) designation. This 12-month period is no different, but we all know our availability to offer the classroom hours has changed.

In upcoming months, we will continue to plan for an increased reliance on the virtual courses through Microsoft Teams. We will continue to offer in-person classroom sessions to supplement Teams. However, we are required to limit the number of students to allow for acceptable distancing between students. We are also being respectful of the best interests of our students and instructors. Travel policies and budget

constraints vary more than ever before from county to county.

Currently, in 2020 we have over 500 students who have completed a PVD course or are registered for an upcoming course this year. Nikki Larson, education coordinator for PVD, continues to work with students to add courses as needed. We will focus on the specific courses required for obtaining or retaining the RMA designation.

Communication between PVD and the appraisers is key to meeting the needs for education this term. I encourage you to contact Nikki if you have requests for additional offerings. For general appraisal hours, I encourage you to also explore virtual offerings from KCAA and their education partners, and from IAAO. Both organizations have done an excellent job of adapting and have an impressive lineup of courses.

As of today, it appears the Kansas County Appraisers Association annual conference will be held in some format in November. PVD looks forward to participating in the conference and we look forward to visiting with many of you in November. ❖

BAM! It was done

By Sean Robertson, RMA-KCAA President-Elect & Saline County Appraiser

The 2020 legislative session ended abruptly due to COVID-19 with almost no bills passing that affect appraisers. However, we anticipate that many of those same issues will resurface during the 2021 session.

Some of the ideas put forth in the last legislative session include the supposition that our values are not "correct," that USPAP is a how-to guide that should yield the same value conclusion by any appraiser who follows it, and that county commissioners order appraisers to raise values in order to generate more tax revenue. Obviously, all of those ideas miss the mark of truth, and we will be prepared to present evidence to the contrary if those issues are raised again.

The Senate Assessment and Taxation Committee is where many of the appraiser-targeted bills originated last session, but there will be a change on the committee this upcoming year as at least two (and possibly three) committee members will not be in the Senate in 2021. It remains to be seen if the 2021 makeup of the committee will be friendlier or more adversarial toward appraisers than in recent sessions.

As with any legislative session, we will have to wait and see what happens. Certainly not all property tax bills proposed by the Legislature are bad ones though, and we will certainly support any bills that will make our system as fair and equitable for taxpayers as possible. ❖



The Kansas Legislature suspended its session March 19, 2020. A veto session scheduled for April 27 was delayed to May 21, at which time the Legislature adjourned. A special session was held June 3-4. The 2021 session begins Monday, January 11, 2021.



Gayla Godfrey

The Lucky Ones:

Gayla Godfrey, RMA, Rice County Appraiser

What are your plans for retirement?

Spending more time with my kids and grandkids!!

What will you miss about the position?

The people: my employees, fellow appraisers, PVD, taxpayers, etc. I truly enjoy working with the public!

Is there a job list waiting for you at home or do you think you are in charge of your destiny? (Liars will be required to accept another county not of their choice.)

I have a very long job list. And I like to do the projects myself. The term "I" actually means my son and I...because I start them and then he has to finish them.



This Was A Whole New Experience

By Heather Poore, AAS, RES, RMA, Rooks County Appraiser

The 2020 IAAO Annual Conference was totally virtual! This method of presentation and educational session delivery was challenging for all involved but, in the end, gave more options than a “normal” conference. A registrant could watch a session live or sign-in to other sessions at a later time and date to see additional sessions. Participants could obtain hours of continuing educational credits in a short period of time.

Keynote speaker Allison Massari was inspirational with her stories on her personal struggle with empathy and compassion. The virtual Exhibit Hall was different, but still included lots of offerings (see image on page 1). Even Barb Esfield, Barton County appraiser, was seen in the virtual exhibit hall at the IAAO Research Library booth. Virtual chats, live feeds and videos welcomed those whom clicked on vendor icons. A screen shot shows an example of how the presentations were shown to the participants.

One of the many great sessions was Kansas’ own Brad Eldridge, MAI, CAE, Douglas County, and Kara Endicott, CAE, RES, RMA, Johnson County, discussing how to become an instructor. Brad and Kara did their best serious-faced “Saturday Night Live Weekend Update,” but then lightened it up with how to prepare for the challenging IAAO Instructor Evaluation Workshop (IEW).

Perhaps the star of the virtual conference was Greg McHenry, AAS, RMA, president-elect for IAAO and Riley County appraiser. He was featured in the virtual IAAO booth. Representing Kansas Appraisal since 1988. Definitely not the last time that photo will show up! ❖



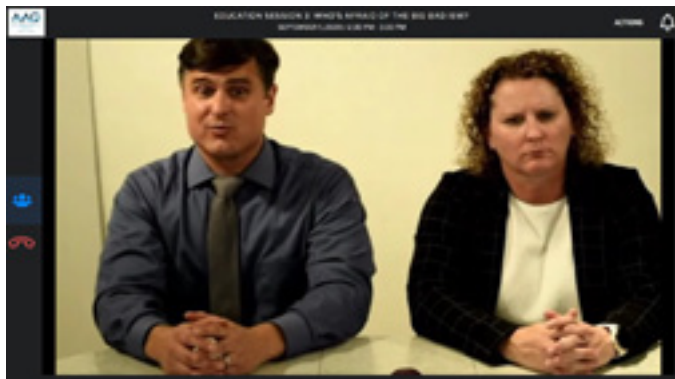
Keynote speaker Allison Massari



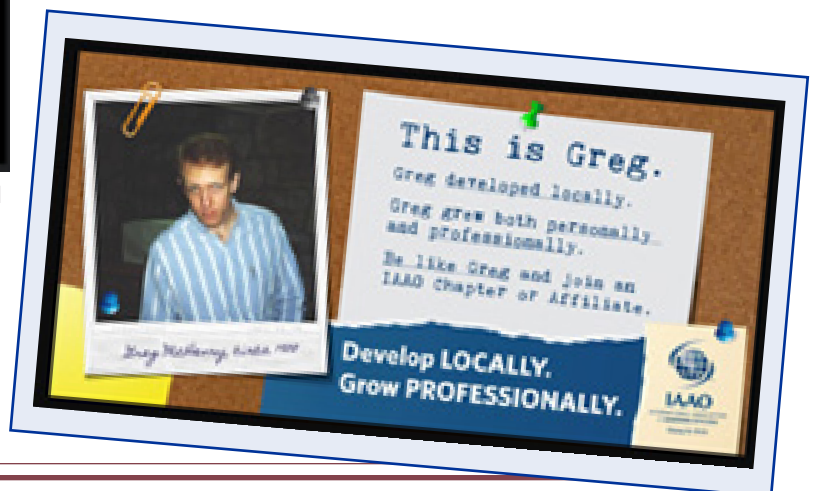
Screenshot of an education session



Barb Esfield in the IAAO Virtual Library booth



Brad Eldridge (l) and Kara Endicott (r) presented “Who’s Afraid of the Big Bad IEW”



A photo of IAAO President-Elect Greg McHenry, circa 1988, was featured in the IAAO booth.



Personal Property Valuation of Memorabilia

By Shannon Hiss, RES, RMA, Johnson County

The legacy of the player, the condition/rarity of the item, and the authenticity are the three most important factors when establishing value for sports memorabilia.

On August 31st and September 1st, 29 appraisers from the Johnson County office gathered—in a socially distanced way—to watch some of the presentations from IAAO's 2020 virtual conference. Of the sessions watched as a group the one that seemed to be the favorite was the opening session on Tuesday morning from Leila Dunbar titled "Personal Property Valuation of Memorabilia."

From Ms. Dunbar's biography: "Lee has more than 3 decades' experience appraising, buying, selling and auctioning sports memorabilia and cards."

Some people may recognize her as one of the appraisers and experts on the PBS show "Antiques Roadshow" as she has been on the show since its inception. An interesting fact, while working for Sotheby's as the director of the Collectibles Department, she oversaw the sale of the bat used by Babe Ruth to hit the first home run ever on Grand Opening Day at Yankee stadium. The bat sold in that auction for \$1.3 million. She stated that she feels with the increasing market and demand for all things Babe Ruth, the bat could easily sell today for \$5 million.

In 2008, she left her position at Sotheby's to start her own business, and since that time she estimates that she has "valued more than \$900 million in objects, with more than half in sports memorabilia and cards."

During her presentation, Ms. Dunbar planned to give appraisals for 24 items submitted by IAAO's membership as well as discuss some of the basics of her field. Drawing parallels between her appraisals and the work of real property appraisal, Ms. Dunbar gave several value factors that she must consider when evaluating an object of sports memorabilia. Those value factors are:

- The historical importance or

enduring legacy of the athlete;

- Rarity;
- Desirability;
- Condition (always relative to rarity);
- Authenticity; and
- Provenance of the object.

On the topic of historical importance and enduring legacy of the athlete, Ms. Dunbar provided the example of Mark McGuire's 70th home run baseball. During the heyday of his home run streak that ball was purchased for \$3 million by a private buyer. But as the controversy grew around McGuire and his legacy began to be called in to question, the value of that ball dropped significantly. She estimated now that the dust has settled around the issue, that particular baseball is only worth about \$50,000.

Ms. Dunbar discussed, at length, the importance of authenticity of items. She said just because an item has a certificate of authenticity does not mean it's actually real. Some forgeries go through the effort of having fake authenticity documents created to help sell the fakes.

An example she provided was the book titled "Operation Bullpen," which was about the FBI sting done in the '90s to catch the source of Mickey Mantle forgeries that were flooding the market. They did catch the individual responsible for the fakes but have not been able to remove all the fakes from the market. The FBI estimates that there are nearly \$100 million worth of fakes in the market due to that one operation. Ms. Dunbar said that authenticator companies such as Steiner, PSA, James Spencer Authentication (JSA), Becketts, and most formal auction houses would all be reliable sources for authentic memorabilia.

For the items submitted by IAAO

members, they were mostly related to sports memorabilia like jersey's, bats, cards, and games. Most items submitted by the membership ranged from a few dollars to a few hundred dollars in value. However, one person submitted a series of 1980s Topps Rookie cards for basketball players. The person who submitted said they bought them in a lot for no more than \$200 in the early 2000s.

Of the cards, Ms. Dunbar picked out three to value. The first was a rookie card for three players: Larry Bird, Julius Erving, and Magic Johnson. She estimated the condition to be fairly good based on the photographs and placed a value range of \$800-\$1,200 for that card. The second card was a rookie card for Los Angeles Lakers player Jerry West. Again, that card was estimated to be in fairly good condition, and she estimated the value for that card to be between \$1,500-\$2,000.

The third card she picked was an oversized rookie card for Milwaukee Bucks player Lew Alcindor (more commonly known as Kareem Abdul-Jabbar). The condition of that card was estimated to be good, and she placed a value range of \$3,500-\$4,500 for that card.

She wrapped up her session by emphasizing that the legacy of the player, the condition/rarity of the item, and the authenticity are the three most important factors when establishing value for sports memorabilia. She closed by saying that she offers auction value estimates for items for free, and charges for charitable donations and estate valuation and planning purposes. If you are interested in having one of your items evaluated by Ms. Dunbar, she can be reached via her website at www.leiladunbar.com or email at lelia@leiladunbar.com. ❖

Ellis County’s Experience With the MVP Conversion

By Lisa Ree, RMA & Eugene Rupp, RMA, Ellis County

Conversion, smersion. Piece of cake, right? Well...

We were proactive by completing the pre-conversion work recommended by PVD. This did require some time to re-list in Orion the 1600 and 8000 codes to other codes or occupancies, but was a time-saver in the end. Since we utilize Apex for building sketches, some clean-up work was required, altering any sketches that included 1600 and 8000 series codes. We opted to make these changes in-house, and a list of parcels with Apex sketches containing these codes was provided by PVD.

PVD’s conversion process took only two days and our post-conversion clean-up took two days as well. Before starting the post-conversion clean-up, we recommend reading through Section VII – MVP Component – Post Conversion HELP. There are some new MVP components that will require additional inputs, and PVD has some recommendations noted in this section. Knowing these additional inputs was helpful, especially when cleaning up sales history records.

Also new is the field Eco Adj Rsn, which is required if a parcel includes an economic adjustment factor. If a reason code is not included for these parcels, your next batch calc will include a warning message for each instance. Unless you enjoy reading pages and pages of batch calc errors and warnings, updating the reason code is a must. Using MIPI we updated all reason codes to a location adjustment. This was a quick fix, but each code will be reviewed in the future.

We do have a new option when working with batch calc reports. When viewing the report through the Reporting menu, the option Output Errored Properties to List will create a list in list manager. Ex. 2021 – Batch CAMA Calc Error Properties – 8/6/2020. This list can be loaded and a parcel can be accessed via this list. This was a time-saver when making changes to sales history records.

As with any conversion, we did have a few minor hiccups, such as not being able to recost a residential building or a few recost issues with sales history. But those issues were quickly resolved. We have noticed that post-conversion, each batch calc will list a few parcels with an error indicating the parcel is being used by another process. Manually calculating these few parcels or running a separate batch calc for just these parcels fixes the errors. With each new full-file batch calc, we seem to have two or three different parcels with this error.

Unfortunately, we did have a major hiccup post-conversion. Where PVD was expecting very little change, our cost values had decreased anywhere from 8%–11%. It took several weeks to determine why the change and did delay us moving forward with any analysis. However, we do have a work-around and are back on track again.

PVD’s document *ORION to MSMVP Conversion Outline* effectively explains what steps the counties and PVD can or will take pre-conversion. It also explains what will occur during the conversion and what both PVD and the county will need to do post-conversion. Definitely worth a read. ❖



New IAAO Designee

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Grant Schmidt

Grant Schmidt, RES, residential modeler, Sedgwick County Appraiser’s Office, Wichita, Kan., has earned the IAAO Residential Evaluation Specialist professional designation.

He’s been in the profession with Sedgwick County for seven years and his current position for three years. He has a Bachelor of Business Administration from Wichita State University. Grant is the First Vice President of the South-Central Kansas IAAO Chapter.

Congratulations, Grant! ❖

Schlegel Retirement Party

Friends and colleagues joined Lois Schlegel at her retirement party. Lois retired after 23 years of service to Pottawatomie County, including as appraiser since 2003. Congrats, Lois!



Above: Lois and gifts (l) and Lois with former BOTA member Devin Sprecker (r).

Below: Lois surrounded by well-wishers

The Virtual Meeting Space Becomes the Classroom

By Brad Eldridge, MAI, CAE, Douglas County

As we incorporate social distancing into our professional development, most occupations have found platforms such as Zoom, GoToMeeting, Microsoft Teams, or other arenas to hold their virtual classrooms. Similar to the regular classroom environment, the success of the virtual session depends upon the effort of both the presenter and attendee. Whether you're using one of these virtual platforms for a team meeting, training, or education session, here are some tips to help you with the event.

General Recommendations:

- Just as it is good conference call etiquette to mute your phone when you're not talking, those in attendance need to make sure microphones are muted at the start of the session except for the presenter(s).
- In larger groups, assign someone to "co-host" the event. This person can act as a moderator to assist with taking attendance and fielding questions from the group, as well as making sure the attendees' microphones are muted when needed. This also helps break up the monotony of having mostly one person doing the talking and gives the presenter a back-up in case any issues arise.
- The moderator (co-host) can recognize someone in the chat window who has a question or response to the discussion, remind the attendee to unmute their mic, and then remind the attendee to mute their mic when they are done talking. The moderator (co-host) can also assist in time management.
- Have a plan outlined in the event connectivity is lost for the presenter, attendee, or platform.
- Put attendees in a "waiting room" prior to the event beginning. This allows the presenter and co-host to test connections before everyone is in

"the room."

- On Zoom, the presenter can screen share. The attendees can use the Annotation tool to draw and highlight what is on the screen. This is handy if collaboration is needed and can be used to engage the attendees.
- For long sessions, have scheduled breaks for mid-morning, lunch, and mid-afternoon.

Presenting via Zoom or similar platform is a little different than an in-person session. While both are "live," presenting online can be difficult in larger groups due to the inability to collectively see whether everyone is really paying attention. Some folks have multiple screens and/or camera placement that gives an appearance they are working on something else or not paying attention. That may be the case, so don't be afraid to remind them why you're meeting and that you appreciate their attention. Show that you respect their time by making efficient use of it during the session.

Presenter Suggestions:

- Prepare in advance of the meeting
 - Know your material
 - Test your internet connection
 - Check that your lighting is sufficient
 - Check that our background (the area behind you that is also videoed) is appropriate for the meeting
 - If you use a virtual background, test it to make sure you don't look like a partially exposed ghost protruding from the wall
 - Know how to use the platform. Figure out how to use most of the features of the platform prior to the meeting. You're the captain of the ship—better know how to drive that boat!
- Face your screen and look into the camera...this is the next best thing to



The success of the virtual session depends upon the effort of both the presenter and attendee.

making eye contact with your audience.

- Keep in mind that not everyone attending will have video access
 - Internet connectivity and reliability varies
 - Some people may call in from a landline and just listen
 - Send out an outline or documentation that attendees can follow
- Have fun. Incorporate something creative for longer sessions to add some levity to what is likely dry subject matter. Do you have anything to reward people that contribute to the discussion? Maybe you have a Subway punch card that is one visit from receiving a free sandwich or a \$15 coupon for Jiffy Lube to float as a carrot. Do slightly better than a nickel's worth of free advice...
- Keep things moving. Remember, if people's microphones are muted, you won't hear them laugh (or boo) at you. Give people time to respond and try not to talk over each other. Most platforms have latency (sound delay from real time), so find the finesse in waiting for people to respond.
- Provide questions to stimulate discussion. If no one responds, ask a specific person or group of people what they think.
- Set alarms on your phone or computer to remind you when you need to break, move to another topic, or wrap up the session. ❖

The Adult Learner, Now Learning Via the Web

By Heather Poore, AAS, RES, RMA, Rooks County

The world of learning is changing, put on an even faster track with the pandemic. IAAO, along with the KCAA, are now offering online courses to keep everyone safe while continuing to educate its members. There are multiple platforms that can be used to take these classes, and the success is dependent on not only the web connection but also the effort put in by the attendees and presenter.

I have taken two courses online so far, IAAO 102 and 331. IAAO offers two types of learning with instructor support: cohort or live. Again, I have participated in both and have had different experiences. I have not had the privilege of taking a class through Microsoft Teams, but I imagine the setting is very similar to the live course. Below are some of my experiences and take-aways from online learning.

Cohort learning involves short video clips by an instructor, and the student is given new material to follow at the beginning of each week, typically over five to six weeks. The student can go at their own pace while having the ability to email an instructor or moderator when something doesn't make sense—doing an entire lesson in a day or doing it in sections at night or on the weekends. The final exam is completed via the internet on ProctorFree.

Thankfully, my first class was with Brad Eldridge, so maybe I felt a little more comfortable sending off questions via email than I would have another instructor. However, the key here is that I asked questions. That is how you participate in cohort classes. If you can't understand after watching the video, at least in my experience, shooting off questions about the issue was a natural next step to insure I was understanding. I got extra problems to work out and even additional guidance on other approaches.

The answers to quizzes and end-of-chapter reviews can be found on the classroom portal. Any questions I missed and couldn't find where I went

wrong, you guessed it, I sent an email to Brad.

The cohort version is nice if there are work commitments, such as a commissioner meeting, to maneuver around. It is also handy that there is ample time to study and email the instructor questions. For example, if you didn't understand what was said or done, just start the clip over again. There is no limit on how often a clip can be replayed until the chapter is concluded. A drawback is that it is done over six weeks, and if you are not a structured person, time can get away from you. I missed the interaction of my classmates, but it was easy to get through the class on task.

Live courses are done just like a "normal" in-person class, with the obvious difference of being on the computer. There are break times and conversation in real time on topics that come up in class. The exam is then taken at the end of the course on Friday.

I like to just interject here that there should be common courtesies done here like muting your computer. Try to limit distractions in the background so you don't distract others in on the meeting.

There is time to review chapters and quizzes together as a group. A major drawback is that if the internet connection times out, you miss out. There is no going back. It is good to have the call-in method available for these reasons. The final exam is also taken on ProctorFree and again is very simple once you get signed up.

There really isn't a reason not to take advantage of the opportunity to take classes from home or at your desk at work. The classes count toward RMA credits and you can pick up a designation along the way. There are some cost savings by staying home, and everyone is able to still connect and learn.

I am glad to be part of two organizations that are not afraid to try new platforms to keep education and learning at the forefront. ❖



KCAA Education

CoreLogic Marshall & Swift Commercial Class Online

October 12-13, 2020
8 am – 4 pm

KCAA is offering a 2-day online Marshall & Swift Commercial class presented by CoreLogic. The course is scheduled for October 12-13, from 8 am to 4 pm (may run 15-30 min. longer based on the number of participants). The cost is \$250.

See an outline of the course topics on pages 9–10 of this newsletter.

You can register for the class online at: <http://www.kscaa.net>. There is a "register and be invoiced" option and also a "register & pay with cc option." **Registration deadline is October 2.** Login details for the course will be sent with your confirmation.

Coming Soon

Watch the KCAA website and emails for information about a 1-day Marshall & Swift Residential online course coming in December.

Outline: Marshall & Swift Commercial Class

Timed Outline

Content		Learning Objectives	Teaching Methods	References
Minutes	Topics	The Student Will Be Able To:	(Lecture, etc.)	(Text Notes etc)
	Day 1			
8:00 8:50	Module 1: Course Introduction, Overview, requirements, objectives	Identify purpose and objectives Of the course	Lecture	Handout, pgs. 1-2; PPT 1-6
8:50 9:00	Break	N/A	N/A	N/A
9:00 9:50	Module 1: Cost Approach Overview	Identify basic concepts, elements of Marshall Valuation Service, Discuss Estimating Cost of improvements	Lecture, Discussion,	Handout, pgs. 3-9; PPT 7-20
9:50 10:00	Break	N/A	N/A	N/A
10:00 10:50	Module 1: Cost Approach Overview, cont'd	Identify cost approach steps, Types of data used in cost Approach	Lecture, Discussion, Question/ Answer	Handout, pgs. 10-18; PPT 21-44
10:50 11:00	Break	N/A	N/A	N/A
11:00 12:00	Module 2: Construction Classes	Identify characteristics of Construction classes, determine Class of building, identify Hybrid structures	Lecture, Discussion, Question/ Answer	Handout, pgs. 21-28; PPT 45-63
12:00 1:00	Lunch Break	N/A	N/A	PPT 64
1:00 1:50	Module 3: Quality	Identify characteristics of Qualities, determine quality of buildings	Lecture, Discussion,	Handout, pgs. 29-33; PPT 65-80
1:50 2:00	Break	N/A	N/A	N/A
2:00 2:50	Module 3: Quality Cont'd	Determine how to account for "in-between" qualities, Identify How materials can influence Quality	Lecture, Discussion, Question/ Answer	Handout, pgs. 34-35; PPT 65-80
2:50 3:00 pm	Break	N/A	N/A	N/A
3:00 3:50	Module 4: Occupancy Groups	Identify occupancy groups, Determine building type, Identify mixed-use or multiple Use buildings	Lecture, Discussion, Question/ Answer	Handout, pgs. 37-41; PPT 81-92
3:50 4:00	End of Day 1	Reminder – time to report Next day, final questions	Class Discussion	N/A

Outline: Marshall & Swift Commercial Class, continued

	Day 2			
8:00 8:50	Module 5: Refinements And Adjustments	Determine when refinements And adjustments are needed, Determine when to apply Refinements and adjustments	Lecture & Class Discussion	Handout, pgs. 43-55; PPT 94-103
8:50 9:00	Break	N/A	N/A	N/A
9:00 9:50	Module 5: Refinements And Adjustments, cont'd	Identify types of miscellaneous Modifiers and when to use Them	Lecture, Discussion, Question/ Answer	Handout, pgs. 56-62; PPT 104-133
9:50 10:00	Break	N/A	N/A	N/A
10:00 10:50	Module 6: Interpolation And Modifying Adjustments	Identify when interpolation is Necessary, Determine when to Interpolate between two costs	Lecture, Discussion	Handout, pgs. 63-64; PPT 134-137
10:50 11:00	Break	N/A	N/A	N/A
11:00 12:00	Module 6: Interpolation And Modifying Adjustments cont'd	Determine how to interpolate Between qualities and classes, Determine how to interpolate Story height, floor area, and Perimeter modifiers	Lecture, Discussion, Question/ Answer	Handout, pgs. 65-67; PPT 138-142
12:00 1:00	Lunch Break	N/A	N/A	N/A
1:00 1:50	Module 7: Exercises	Demonstrate principles from Preceding modules: Retail Store and Office Building	Class Discussion And Exercises	Handout, pgs. 71-79; PPT 144-186
1:50 2:00	Break	N/A	N/A	N/A
2:00 2:50	Module 7: Exercises Cont'd	Demonstrate principles from Preceding modules: Hotel with Four occupancies	Class Discussion And Exercises	Handout, pgs. 86-101; PPT 187-246
2:50 3:00	Break	N/A	N/A	N/A
3:00 3:50	Module 8: Depreciation	Identify depreciation types, Calculate depreciation with Various methods, calculate Effective age	Lecture, Discussion, Question/ Answer	Handout pgs. 107-121; PPT 247-288
3:50 4:00	End of Day 2	Obtain exam instructions	Discussion	

TOTAL HOURS = 16

TOTAL CONTACT HOURS = 14

Provider: CoreLogic, 3001 Hackberry Road, Irving TX 75063, 800-544-2678



Real Estate Notes of Interest By Rick Stuart, CAE

■ Kelsi Marie Borland, *www.globest.com*, June 16, 2020. According to Etco Homes, in addition to increased square footage, buyers are also looking for flexible rooms and spaces within the floor plan—spaces that are adaptable for home offices, children’s play areas and other changing needs for families.

“Buyers are looking for flexible spaces that lend themselves to personal use,” says Long. “People have a variety of needs for space and privacy or use of rooms for multiple purposes. We have absolutely contemplated that for our floor plan layouts. That is going to be even more of a factor as we move forward.” <https://bit.ly/2zGIPAE>

■ *www.appraisalinstitute.org*, May 12, 2020. “Standard lawn care services recover 267% of the project cost at resale, according to the 2018 Modeling Impact Report: Outdoor Features by the National Association of Realtors. The NAR report also revealed that landscape maintenance and tree care recover 100% of the project cost when selling the home, and installing an irrigation system recoups 86% of the cost.” <https://bit.ly/2N0EU3u>

■ Meredith Hobbs, *www.globest.com*, June 18, 2020. “As the Covid-19 crisis places extraordinary stress on commercial real estate, distressed CMBS loans are being transferred into special servicing at an unprecedented rate. A new report from Moody’s Analytics and loan special servicer CW-Capital examines the crisis’ impact on

commercial mortgage-backed security loans by property type, finding that fully 96% of the loans transferred to special servicing from March 1 through the third week in May were for hotel and retail properties.” <https://bit.ly/30UKpZz>

■ Robert Dietz, *www.builderonline.com*, June 11, 2020. “Housing entered the recession significantly underbuilt. Estimates vary, but based on demographic need and NAHB modeling, the U.S. has a housing deficit of about 1 million residences. Freddie Mac estimates the shortage may total 2.5 million homes.

While the causes lie on the supply-side of the market, the demand-side consequences include reduced household formation, declining vacancy rates, increased development of accessory dwelling units, and a rise in the share of young adults living with their parents. Given this backdrop, the surge in unemployment during the first half of the year, and implications concerning the virus itself, it is reasonable to expect certain long-term changes for housing demand. Here’s an initial list of those changes:

- Housing demand will increase in medium- and low-density neighborhoods
- Home size will grow again
- Single-family rental housing will see a window of opportunity
- Conversion of retail spaces into residential property will accelerate
- Focus on skilled labor availability will remain <https://bit.ly/30UGLz7>

■ Realtor.com, June 10, 2020, *www.builderonline.com*. “As the design trend that has dominated home layouts over the past few years, open floor plans or “great rooms” offer clear sightlines and

great entertaining space, but the global pandemic has highlighted some of the disadvantages to an open floor plan. From lack of privacy to terrible acoustics to unavoidable background noises, homeowners are asking for their walls back as they adapt to working, teaching, and playing from home. Realtor.com contributor Lisa Johnson Mandell analyzes the trend and suggests some alternatives for future home design.” <https://bit.ly/2V07dDC>

■ Jenna Tesse Fox, *Smith Travel Research*, June 18, 2020. “U.S. hotel performance data for the week ending June 13 improved slightly from previous weeks and further reduced the ongoing year-over-year decline, according to the latest data from STR. From June 7-13, occupancy was down 41.7 percent from the same week in 2019, while average daily rate, at \$89.09, was down 33.9 percent and revenue per available room was down 33.9 percent to \$37.15.” <https://bit.ly/3eorlQq>

■ Max Mitchell, *The Legal Intelligencer*, June 30, 2020. “US life and annuity insurance companies have seen a dramatic increase in commercial mortgage loan holdings over the past five years, leading to an increased exposure to low quality credit, according to a recent report by AM Best. US life and annuity insurers now hold more than \$522 billion in commercial mortgage loans, which is up significantly from \$382 billion in 2015. The report also said the 2019 figure represents an 8% increase year-over-year.” <https://bit.ly/31DhbPc>

■ *www.builderonline.com*, June 23, 2020. “In May, sales of new single-family houses were at a seasonally adjusted annual rate of 676,000, according to estimates released today by the U.S. Census Bureau and the Department of Housing and Urban Development. The new data shows a 16.6% increase above the revised April rate of 580,000 and is 12.7% above the May 2019 estimate of 600,000.” <https://bit.ly/3irhPFF>

■ *www.builderonline.com*, June 15,



Rick Stuart, CAE, CDEI, is a senior consultant with TEAM Consulting LLC and lives in Topeka, Kan.
r17stuart@gmail.com (new!)

2020. “Work-from-home policies are giving now claustrophobic urban dwellers a chance to escape the city to a more comfortable, rural location with room to move. This trend complements data that Redfin shares in this PYMNTS article. Redfin reported last month that homebuying is up more than 16 percent above levels that had been seen before the pandemic. That’s as measured through the week that ended May 17.” <https://bit.ly/3iBnvNq>

■ Kelsi Maree Borland, *www.globest.com*, July 6, 2020. **Editor’s Note:** Although still present in smaller communities, this is not often seen in the last 15 – 20 years.

“Since the onset of the pandemic, the capital markets have slowed. For the borrowers that have been able to secure financing, the market uncertainty has changed the length of escrow and the types of properties lenders will finance. As a result, fewer deals have closed, even for investors willing to buy in this market—but there is new financing alternative that has some buyers excited: seller financing. In a seller financing deal, the transaction closes immediately and the buyer makes principal and interest payments to the seller.” <https://bit.ly/3e67ATY>

■ Jane Wester, *www.globest.com*, July 7, 2020. “The student housing market will suffer in fall 2020 due to the coronavirus pandemic, Reis found in its Q1 analysis of student housing dated May 21. Uncertainty over college and university plans for on-campus instruction remained in early July, with COVID-19 cases continuing to rise in many states. While near-term metrics contain bad news, analyst Keegan Kelly wrote that the market is likely to recover when a reliable vaccine becomes available, hopefully by the start of the 2021-22 school year.” <https://bit.ly/2ZJNKZn>

■ *www.builderonline.com*, June 29, 2020. “Earlier this month, the Houston Association of Realtors has replaced the phrases “master bedroom” and “master bathroom” with “primary bathroom” and “primary bedroom” on its

Multiple Listing Service. The change came after several HAR members called for a review of the terminology. The HAR has not banned the use of the word “master,” which is still permitted within promotional materials as members deem appropriate.” <https://bit.ly/3f9YRRO>

■ Kelse Maree Borland, *www.globest.com*, July 30, 2020. **Editor’s Note:** If you have not heard or read anything about this, I encourage you to do so.

“It has officially arrived—the final language on the split-roll tax ballot measure that has been expected and dreaded among California property owners. Prop 15, as it has been called, would remove the property tax limitation protections promised by Prop 13 for commercial properties, effectively splitting the tax roll. The prop was expected, but an official ballot number and clarity give more information about the measure.” <https://bit.ly/30jqD9C>

■ Lee Shaver, *www.globest.com*, July 31, 2020. “As mall stores have closed during the COVID-19 outbreak, some landlords have found a new, surprising source of revenue—shopping center parking lots. CNBC reported that Brookfield Properties inked a deal with Kilburn Live to turn some of its mall parking lots into drive-in theaters that could host movies and virtual concerts. With conventional theaters and concert venues closed and consumers eager to leave their house for entertainment, activating parking lots would seem like the right way for mall landlords to recoup lost income.” <https://bit.ly/30izf0a>.

■ Gina Passarella, *www.globest.com*, July 31, 2020. “The realization that working from home will likely outlast the pandemic has altered the decision-making process for those in the market for a new home. The ability to work from home is causing buyers to move sooner than expected, look at a broader range of geographic locations and, of course, seek out a home with a dedicated office space, according to a recent survey of more than 2,000 home shoppers who expect to move in the next year. Accord-

ing to the realtor.com HarrisX survey of active home shoppers, 63% said their decision to buy a new house was a result of their ability to work remotely.” <https://bit.ly/2XImQGL>

■ Tim Ellis, *www.redfin.com*, Aug. 3, 2020. Key takeaways for the 4-week period ending July 26:

- Pending home sales were up 12% year over year, an increase from the 7% year-over-year gains we reported for the period ending July 12.
- 30-year mortgage rates have hovered around 3% for three weeks, and mortgage purchase applications were up 21% from a year earlier.
- Home sale prices were up 11% year over year for the week ending July 26, the largest increase since 2014.
- For homes actively listed during the period, asking prices were up 14% year over year and may have peaked for 2020.
- The sale-to-list price ratio, which compares the final sale price to the list price, rose to 99.0%—the highest level since at least 2012 (as far back as our data on this measure goes).
- The supply of homes for sale continued to fall short of demand, as new listings were down 0.7% year-over-year and active inventory of homes for sale was down 30%. <https://bit.ly/3fPaGfO>

Editor’s Note: Maybe I am reading these next three articles incorrectly, but they appear to have some varied opinions on the residential market activity.

■ *www.attomdata.com*, July 1, 2020. “The housing-market boom that pushed home prices upward for eight-years throughout the United States sputtered abruptly in May 2020 in large swaths of the country – the first sign that the worldwide Coronavirus pandemic is damaging property values across the nation. New sales figures from ATTOM **continued on next page**

Real Estate Notes, continued

Data Solutions show that median home prices stayed the same or dropped from April to May of 2020 in 17 states, as well as in half the metropolitan areas with enough transactions to analyze. (The analysis included 42 states with at least 250 sales and 160 metro areas with at least 100 sales in May.)
<https://bit.ly/3iMZCSt>

■ *newslink.mba.org*, July 7, 2020. “CoreLogic, Irvine, Calif., said home prices rose strongly in May, but warned that the effects of the coronavirus and subsequent economic downturn could send home price tumbling over the summer. The CoreLogic Market Risk Indicator predicts 125 metro areas have at least a 75% probability of price decline by May 2021; additionally, the HPI Forecast shows U.S. index could drop by 6.6% between now and May 2021, with all states expected to experience a decline.” <https://bit.ly/33nO1cx>

■ Patrick Smith, *www.globest.com*, Aug. 5, 2020. “The pandemic and all its associated fallout (high unemployment, a tanking economy, shuttered storefronts and a rollercoaster stock market, to name a few) hasn’t been able to dampen the spirits of the residential home market, as 96% of metro areas are reporting an increase in home prices in Q2, according to a report by the National Association of Realtors. According to the report, 174 of 181 metro areas surveyed saw price increases in Q2, with an average of 4.2% year-over-year. While an increase, the gain was below the 7.7% increase from Q1 of 2020.”
<https://bit.ly/3aCqHoB>

■ Jacob Passy, *www.marketwatch.com*, June 29, 2020. “With record numbers of Americans out of work because of the coronavirus pandemic, rents are decreasing in many parts of the country. Apartment List, an rental listing platform, reported last week that its national rent index fell by 0.1% between May and June. Moreover, the index has fallen 0.3% since March, when the number of COVID-19 cases



Submitted by Lisa Ree, RMA, Ellis County, Kan., appraiser. “I saw this on the Topeka Capital-Journal online and found it interesting. This is some incredible roofing work of rounding wood shingles on a house!”
 See Johnnyroofer Roofing on YouTube at https://youtu.be/kJV2-E_VoT4

began ramping up in the U.S.

Over the past year, rents are up only 0.2%, even those this is the time of year when rent appreciation heats up. “This is by far is by far the lowest year-over-year growth rate that we’ve observed in June over any of the past five years,” Chris Salviati, housing economist at Apartment List, wrote in the report.”

<https://on.mktw.net/3aosPQq>

■ Carolyn Costello & Michael Lopes, *www.assets.firststart.org*, June 29, 2020. “The nonprofit research and technology group First Street Foundation has publicly released flood risk data for more than 142 million homes and properties across the country. The data, based on decades of peer-reviewed research, assigns every property in the contiguous United States a “Flood Factor™,” or score from 1 to 10, based on its cumulative risk of flooding over a thirty-year mortgage. People can look up a property’s Flood Factor and learn more about its past, present, and future flood risk at FloodFactor.com, the Foundation’s new online visualization tool, launching today.”
<https://bit.ly/30U0a2G>

■ *www.sunflowerrealtors.com*, Aug. 23, 2020. Sunflower MLS Home Sales Rose in July. Total home sales in the Sunflower multiple listing service rose by 10.1% last month to 445 units, compared to 404 units in July 2019. Total sales volume was \$75.4 million, up 17.4% from a year earlier. The median sale price in July was \$146,000, up from \$145,000 a year earlier. Homes that sold in July were typically on the market for 5 days and sold for 100.0% of their list prices.
<https://bit.ly/3l4tyLA>

Editor’s note: An article in the Aug. 23, 2020, issue of The Topeka Capital-

Journal cited realtor.com that one zip code in Topeka was the 6th hottest market in the United States.

■ Nancy Salmonsens, *www.builderonline.com*, Aug. 17, 2020. “The NAHB/Wells Fargo Housing Market Index rose by six points to 78 in August. This marks the second time in the survey’s 35-year history that the index has reached this level, matching the all-time builder confidence record set in December 1998.”
<https://bit.ly/32m4Wp5>

■ Lisa Brown, *www.globest.com*, Aug. 25, 2020. “Before COVID, food halls were not only the fastest growing trend in food and beverage but one of the hottest growth concepts in the greater retail world. Food halls became a critical part of landlord and developer strategies to backfill empty space in ways the now-challenged department store sector once did, according to the latest Cushman & Wakefield Food Hall Report. Food halls adapted quickly to the crisis, perhaps more than more retail categories. In fact, 75% were able to stay open during lockdowns by pivoting to the ghost kitchen model.”
<https://bit.ly/3aVto4A>

■ Christine Simmons, *www.globest.com*, Aug. 31, 2020. “Homebuyers are searching for larger houses, as they look for more space to live and work amid the pandemic. The typical home that sold in the four weeks ending Aug. 16 was 3.7% larger (1,772 square feet) than the typical home that sold a year earlier, according to a report from real estate brokerage firm Redfin. That’s in contrast with the 0.4% average year-over-year growth rate from 2015 to 2019.” <https://bit.ly/2GhbKgB>

■ Diana Olick, *www.cnn.com*, Aug. 26, 2020. “Starting this week, however,

every homeowner and potential homebuyer in America will be able to see a new, forward-looking analysis of their property’s flood risk. That could have a huge impact on the national housing market. A nonprofit research and technology group, First Street Foundation launched an interactive website offering flood risk data on more than 142 million homes and properties across the country in June. Now Realtor.com, one of the nation’s largest home listing sites, will put those scores on all of its listings.”
<https://cnb.cx/32RwAuh>

■ Tim Ellis, *www.redfin.com*, Aug. 25, 2020. “Home prices and year-over-year price gains hit another new high as prices continued to rise during a time of year that they usually decline, and pending home sales are way up from 2019. The fact that the market is so steady continues to be a surprising sign of strength during a time of major economic uncertainty.” <https://bit.ly/3jJqp2t>

■ Jessica Leigh Mattern, *www.people.com*. Submitted by Fred Chmura, AAS, FIAAO, managing partner, TEAM Consulting. **Editor’s Note:** Amazon has been selling tiny homes for over a year, but this is a great concept to meet current market demands. Read “These Amazon Tiny Houses Make the Perfect Backyard Office — and They’re Bound to Sell Out Soon. Many are already out of stock.” <https://bit.ly/2Zqs70Q> ❖

Unusual Properties

Submitted by Lisa Ree, RMA, Ellis County Appraiser



King of Beers Home (above): “Budweiser’s biggest fan meticulously adorned the walls and ceilings with Budweiser beer cans to display and showcase their intense love for one of America’s favorite domestic brews!” See at <https://bit.ly/2GTUFta>

Grain Bin Patio: An article, “Grain bins see new life as patios, gazebos,” in The Topeka Capital-Journal on August 28 caught my attention. Most everyone has probably seen photos of grain bins being converted into homes, or you may even have some in your jurisdiction. This is a different use of an old grain bin. See article at <https://www.cjonline.com/news/20200828/at-home-converted-grain-bins-see-new-life-as-patios-gazebos>.

If you have a unique property to share, particularly involving the re-use of an old item, please send a photo(s) and details to Rick Stuart at r17stuart@gmail.com. ❖

AGENDA

2020 KCAA Business Meeting, Orion Users Conference & Director’s Update November 17-18, 2020

Wichita Marriott Hotel • 9100 Corporate Hills Dr.

Also available online

NOVEMBER 17

- 9:30 am–10:00 am Registration
- 10:00 am–10:30 am Introduction (Allen Todd–30 min.)
- 10:30 am–11:30 am Commercial Comparable Sales (Jean–1 hr.)
- 11:30 am–12:00 pm Field Mobile (Clayton–30 min.)
- 12:00 pm–1:00 pm Lunch
- 1:00 pm–2:30 pm New Functionality (Alan–45 min.)
Assessment Connect
- 2:30 pm–3:00 pm Orion Roadmap (Hublall–30 min.)
- 3:00 pm–3:15 pm Break
- 3:15 pm–3:45 pm County Q&A (Tyler–30 min.)
- 3:45 pm–5 pm Orion / MVP (1+ hr.– PVD & Tyler)

NOVEMBER 18

- 7:30 am–8:30 am Breakfast & Registration
- 8:30 am–9:00 am KCAA Business
 - Election,
 - ’21 Budget
 - Audit Report,
 - Other 2020 Business
- 9:00 am–10:30 am
 - RMA Presentation
 - Intro – Education Overview
- 10:30 am–10:45 am Break
- 10:45 am–12:15 pm
 - Compliance / Ratio Overview of Changes for 2021
 - Closing Comments

REGISTRATION ON NEXT PAGE ►►

KCAA Business Meeting, Orion Users Conference & Director's Update

November 17–18, 2020

Wichita Marriott Hotel • 9100 Corporate Hills Dr. • (316) 651-0333

The KCAA is hosting this meeting to include the Orion User's Conference, PVD Director's Update and the KCAA Business Meeting. The conference will be held in person at the Wichita Marriott (with social distancing guidelines being enforced) and also will be available virtually for those who feel more comfortable participating remotely. See complete meeting agenda on page 15 or online at www.kscaa.net.

▶ **November 17: Orion User's Conference**

9:30 am-10 am Registration
10 am-noon Orion Sessions
12 pm-1 pm Lunch
1 pm-5 p.m. Orion Sessions

▶ **November 18: KCAA Business Meeting & Director's Update**

7:30 am-8:30 am Breakfast
8:30 am-9:00 am KCAA Business Meeting
9 am-12:30 pm RMA Presentations & PVD Director's Update

Early Registration Deadline is Nov. 1, 2020

Price include breaks, breakfast, and lunch for in-person attendees.

See list of hotels and locations below. Room block at the Marriott is under Ks County Appraisers for \$103 + tax per night

Fees (in person or virtual):

_____ x \$50 per person _____ x \$60 per person After Nov. 1 \$_____ **Total Amount Due**

Participant Name(s) _____

Jurisdiction/Company _____

Address _____

Phone _____ Email: _____

▶ **Return form and payment to:** Kansas County Appraisers Association 48-1141973
PO Box 988, Meade, KS 67864 • kcaa@sbcglobal.net • Fax 620-873-2237 • Phone 620-873-7449

▶ **Register Online at:** www.kscaa.net

HOTEL

Wichita Marriott

9100 Corporate Hills Drive
Wichita, KS 67207 (316) 651-0333
\$103 + tax per night
Room block is under Ks County Appraisers. **Direct link to block:** [Ks County Appraisers](http://www.kscaa.net)

Courtyard Wichita East

2975 N Webb Rd
Wichita, KS 67226 • (316) 636-4600
\$80 + tax per night

Other Nearby Lodging Options:

Fairfield Inn & Suites

417 S. Webb Road
Wichita, KS
316-685-3777

Comfort Inn East

9525 E Corporate Hills Drive
Wichita, KS
316-686-2844

Everyone interested is invited to attend. Please forward this information on to anyone you think might be interested!