

73rd MAAO Educational Conference
June 18th – 21st 2013

Hilton Garden Inn, Kent Island
3206 Main Street, Grasonville, MD 21638

Tuesday, June 18, 2013

5:00 pm – 6:00 pm Registration

6:00 pm – 9:00 pm **SESSION A: 3 CEC**

Topic: *The Evolution of Mass Appraisal and the Role of the Assessor/ Appraiser*

Speaker: **Daniel R. Puma, Jr. - Certified General Appraiser**
Assistant Supervisor of Assessments, Prince Georges County

This three hour seminar will address the history of mass appraisal with particular emphasis on how the process has been applied in the State of Maryland over the past 40+ years and how the duties and the job requirements of the assessor have evolved over this period. This structured lecture, along with an interactive discussion, will concentrate on the historical, mass valuation methods employed; the current environment, which includes the mass appraisal tools available in AAVS, some that we may not be aware of; and future AAVS enhancements, both short and long-term that will impact how the assessor will complete his or her responsibilities, as mandated by the General Assembly and within acceptable, mass appraisal guidelines.

Wednesday, June 19, 2013

8:00 am – 9:00 am Registration and Continental Breakfast

9:00 am – 10:00 am **OPENING REMARKS**

Pamela J. Sanders, MSRE – Certified General Appraiser
Worcester and Somerset Counties, Assessor Advanced, Commercial
MAAO – President

Linda W. Friday
President – Queen Anne’s County, Chamber of Commerce

Robert E. Young, PA
SDAT – Director

Chuck Cluster
SDAT - State Supervisor, Real Property

KEYNOTE

10:00 am – 12:00 pm **SESSION B: 2 CEC**

Topic: *Creating Value in the Real Estate Development Process*

Speaker: **Daniel B. Kohlhepp, Ph.D., MAI**
Senior Lecturer and Academic Director
Accelerated MSRE Program
Johns Hopkins Carey Business School



As the keynote speaker, Dr. Kohlhepp will establish the underlying theme of the conference, the importance and the role of education for the real estate appraiser. He will discuss the Real Estate Development Process as a value-added chain, using the Potomac Yard Urban Redevelopment Project as an example to explain the process.



Potomac Yard Urban Redevelopment Project, Northern Virginia

Wednesday, June 19, 2013

12:30 pm – Until: MAAO Golf Tournament - Hog Neck Golf Course, Easton

1:00 pm – 4:00 pm **SESSION C: 3 CEC**

Topic: *Searching for Sales with the State of Maryland, SDAT
Automated Assessments Valuation System (AAVS)*

Speaker: **Adam Lewis - Certified Residential Appraiser**
SDAT - Area Supervisor, Real Property

This session will provide the details for various techniques that can be used to search for sales in AAVS. It will include a review of search criteria that is available in the automated valuation system database and advanced searches by: property type, BPRUC codes, property characteristics, construction types and use codes. The exporting of data from the Sales Ratio Analysis (SRA) database to Excel will be explained. The session will conclude with discussion questions on other processing topics, if time allows.

Thursday, June 20, 2013

8:00 am – 9:00 am Registration and Continental Breakfast

9:00 am – 12:00 am **SESSION D: 3 CEC**

Topic: *Appraising Historic Properties*

Speaker: **Teresa R. Hartle - Certified Residential Appraiser**
Assessor Supervisor, Real Property, Appeals Specialist
SDAT - Washington County

This session will assist the assessor/appraiser with the valuation of historic properties by helping with their identification and to note their historic and architectural significance, while recognizing the appraisal principals and how they apply to these types of properties. Attendees will learn techniques to define and analyze the market area, as well as the highest and best use through the sales comparison and cost approaches to value.

Thursday, June 20, 2013

8:00 am – 9:00 am Registration and Continental Breakfast

9:00 am – 12:00 am **SESSION E: 3 CEC**

Topic: *To Be Announced*

Speaker: **Gregory J. Glover, MA - Certified General Appraiser**
Senior Assessor, Washington, D.C.
AQB Certified USPAP Instructor

This three hour seminar will be a primer on what to look for in reviewing an appraisal supplied by the property owner during an assessment appeal hearing. Topics covered include: how different intended uses and users of an appraisal can affect the defined value, a review of underwriting guidelines for fee appraisers vs. scope of work requirements for a jurisdictional mass appraisal for ad valorem tax purposes. Reconciling the date of finality in a reassessment area vs. effective date of an appraisal will be addressed. Selected comparables in the appraisal will be discussed and a review of the definition of arm's length and non-arm's length transactions. The attendee will have a better of understanding of the similarities and differences between a fee appraisal vs. a mass appraisal opinion of value and the parameters of both.

1:00 pm – 4:00 pm **SESSION F: 3 CEC**

Topic: *Following the Trail: A Guide to USPAP for Assessors*

Speaker: **William Henry Riley III, DPA, MBA, CAE – Certified General Appraiser**
Chair of IAAO Committee on USPAP
AQB Certified USPAP Instructor

The course will cover, from an assessor's perspective, how USPAP applies to ad valorem mass appraisal. Course topics include the history appraisal standards, IAAO and the Appraisal Foundation, the organization and structure of Uniform Standards of Professional Appraisal Practice and how it applies to assessors. A discussion of requirements and differences of USPAP in the development of an appraisal and a mass appraisal according to USPAP and will conclude with requirements for reporting an appraisal/mass appraisal. Attendees are reminded that this is a considered a general continuing education session and is not a substitute for a the 7 Hour National USPAP Course.

6:00 pm – Until: Beach Party at The Jetty Dock Bar



Friday, June 21, 2013

9:00 am – 12:00 pm **SESSION G: 3 CEC**

Topic: *Real Estate Market Analysis*

Speaker: **Robert J. Robidoux, MAI, SRA, MBA – Certified General Appraiser**
Vice President, William S. Wise, Inc.
Faculty Associate - Edward St. John Real Estate Department
Johns Hopkins Carey Business School
Appraisal Institute, Maryland Chapter – President

This seminar examines the measurement of market capacity for real estate products and for a specific use on a specific site. It covers techniques for measuring current and forecasting future demand and supply in specific markets and for evaluating sites based on industry-specific criteria. Finally, feasibility analysis and highest and best use decisions will be discussed.

1:00 pm – Until **MAAO Annual Business Meeting**
Treasurer's Report
Committee Reports
Old Business
New Business
Installation of Officers
Final Remarks
Adjournment

LOCAL ACTIVITIES, RECREATION & DINING

QUEENSTOWN PREMIUM OUTLETS

441 Outlet Center Drive
Queenstown, MD 21658
(410) 827-8699 <http://www.premiumoutlets.com/>

CHESAPEAKE BAY ENVIRONMENTAL CENTER

600 Discovery Lane, Grasonville, MD 21638
(410) 827-6694 www.bayrestoration.org

GUIDED KAYAK TOUR

When: Wed, June 19, 6pm – 9pm

Description: Explore the tidal inlets of Marshy Creek and the pristine marshes along the shoreline. This is a guided kayak tour, with kayak instruction provided; appropriate for paddlers ages 5+ with any level of kayaking experience.

ADVENTURE CRAFTERS

School of Coastal Kayaking
888-529-2563/888-KAYAK-MD www.adventurecrafters.com

KENT ISLAND BIKE AND KAYAK RENTAL

Wells Cove Marina, Grasonville, MD
410-304-2099 or 877-545-2925 (877-KIKAYAK) kikayaks@atlanticbb.net

THE BIG OWL TIKI BAR

3015 Kent Narrow Way S Grasonville, MD 21638
<http://www.thebigowl.com/>

ANNIE'S PARAMOUNT STEAK AND SEAFOOD HOUSE

500 Kent Narrows Way North Grasonville, MD 21638
<http://www.annies.biz/>

BRIDGES

Restaurant, Bar, Dock
321 Wells Cove Road (P.O. Box 578), Grasonville, MD 21638
<http://bridgesrestaurant.net/>

FISHERMAN'S INN

3116 Kent Narrows Way South, Grasonville, MD 21638
<http://www.fishermansinn.com/>

HARRIS CRAB HOUSE & SEAFOOD RESTAURANT

Kent Narrows Way, North Grasonville, MD 21638
<http://www.harriscrabhouse.com/>