APPRAISER CERTIFICATION BOARD

January 12, 2022

Agenda Item IV
APPRAISER CERTIFICATION BOARD

MEETING MINUTES

Nevada Department of Taxation
Carson City Large Conference Room
1550 College Parkway
Carson City, Nevada

Via Zoom

October 19, 2021
9:00 a.m.

Meeting started at 9:03 am

Members Present:
Jana Seddon
Jayme Jacobs
Kelson Powell
Chris Sarman
Shannon Silva

Members Absent:
Sorin Popa

I. Public Comment
No public comment.

II. Introductions
Hector Sepulveda did roll call.

III. Review and Consideration for Approval of the June 30, 2021 Appraiser Certification Board Meeting Minutes

Shannon Silva moved to approve the minutes. Chris Sarman second. All in favor, motion carries.

IV. Removal of Bylaws

Jeff Mitchell stated that we have bylaws that we have in place that were established in the 1980’s, they have guided and have been a handbook for different procedures and so forth. A couple years ago was an effort to renew and update those and bring them up to current standards, in doing so all of the work and wording in those bylaws were in his opinion duplicated of the current regulations and statute.

Jayme Jacobs moved to remove the bylaws. Shannon Silva second. All in favor, motion carries.

V. Review of Guidance Letter
Jeff Mitchell stated that with the removal of the bylaws it is prudent for us to provide guidance out to the Assessors and those wishing to seek licenser within the state.

Jeff Mitchell reviewed the Guidance Letter.

Jana Seddon asked that item number V to review and redo this guidance letter and add the few things we have discussed and this be moved to the next meeting that has not been scheduled yet.

VI. Review of Processes and Procedures for Appraiser License Suspension and Re-instatement Pursuant to NRS 361.224 and NAC 361.571

Jeff Mitchell stated that he would like to provide clarification on suspension and re-instatement as it currently stands in statute and regulation and then bring forward a game plan on how he thinks we should address these issues.

Jeff Mitchell reviewed the NRS 361.224 and NAC 361.571.

Jana Seddon stated that she doesn’t have a problem with this, but she would like the letters to go out to the people that need 180 hours, that have not met there 36 hours, but do not get suspended until after there 5 years if they have not met there 180 hour requirement.

VII. Consent Agenda Items

1. Review and Consideration for Approval of Continuing Education Credit Hours Reviewed and Submitted by the Department of Taxation Local Government Services Deputy Director

Shannon Silva moved to approve courses a-f. Jayme Jacobs second. All in favor, motion carries.

   a) SNHU – Managerial Accounting, 36 Hours
   b) SNHU – Cost Accounting, 36 Hours
   c) SNHU – Advanced Accounting, 36 Hours
   d) SNHU – Microeconomics, 36 Hours
   e) SNHU – Macroeconomics, 36 Hours
   f) NAA – Square Foot Method, Hours on Certificate

Break – 10:00 am

Reconvened – 10:05 am

VIII. Review and Consideration of Continuing Education Credit Hours

Shannon Silva moved to approve courses a-c and e. Chris Sarman second. All in favor, motion carries.

   a) SNHU – Intermediate Accounting I, 36 Hours
   b) SNHU – Intermediate Accounting II, 36 Hours
   c) SNHU – Financial Statement Analysis/Business Valuation, 36 Hours
   d) SNHU – Auditing Principles, 36 Hours

Chris Sarman moved to approve the course. Kelson Powell second. Jayme Jacobs recused herself, all in favor, motion carries.
e) SNHU – Principles of Finance, 36 Hours  
f) IAAO – 87th Annual Conference, Hours on Certificate

Denied – How to Fix and Assessor’s Office (And Not Lose Your Mind Trying)
Approved – Hotel Condo Rental Income – Intangible or Real Property?
Approved – Meeting the Challenge of Land Valuation in Developed Communities – International Experience
Denied – Demystifying Assessment and Taxation through Captivating Digital Content
Approved Property Tax Assessment of Solar Farms in Indiana
Approved – COVID-19 Pandemic Impact on Real Estate Values and Valuation Methodology
Denied – Wildfire Natural Disaster Planning & Response: Larimer County’s 2020 Experience
Denied – Designing and Implementing a Metrics Driven Management Dashboard
Approved – Improving Property Data Integrity – The Foundation of Valuations
Approved – Machine Learning for Mass Appraisal: Methods and Results
Approved Conclusion or Illusion? Exposing Improper Highest and Best Use Conclusions
Denied – Legal Cases of Note in 2020
Approved – Vertical Equity in Residential Assessment: A Practical Guide
Denied – How to Engage with your Legislative Partners
Approved - Communication is an Opportunity
No – Jayme Jacobs, Shannon Silva
Denied – Developing a Strategic Plan
Denied – DISASTER – The Training Edition
Approved – GIS 101 for Assessors
Approved – This Is How We Do It
Approved – Measuring External Obsolescence in Tangible Personal Property
Approved – Supporting your Values in the Wake of a Global Pandemic and Economic Downturn
Denied – Grow into Coaching
Approved – Southlake Mall Litigation – The Saga Continues
Approved – Practical Highest and Best Use – Part 1 and 2
Approved – Maximizing Valuation Accuracy with Spatial Visualization

Approved – Creating a Pandemic Value Loss Index

IX. Review of IAAO Classes for Approval of Continuing Education Hours

Jana Seddon stated that she would like to see, with the exception of the conference, actual IAAO classes to be approved.

Shannon Silva listed some IAAO classes that were previously denied.

Jeff Mitchell stated that only new classes that we’ve never considered or brought forward or if they’ve changed the naming or syllabus dramatically.

X. Briefing to and from Appraiser Certification Board and Department Staff

Shannon Silva stated, that if, somebody is a certified appraiser in an office and wants to come back as either an independent contractor or go back and work at the same office or a different office. What is the timeframe where they don’t have to retake the exam?

Jeff Mitchell stated that he believes that’s not clarified anywhere in regulation or statute.

Shannon Silva stated that the bylaws that they just got rid of said 3 years.

Hector Sepulveda stated that if the person retires, they’re typically not maintaining their hours.

Jana Seddon stated that this is a discussion that might need another guidance letter.

Jeff Mitchell suggested to reopen agenda item V and request that we add that to the guidance letter for clarification and retitle it “General Guidance”.

Jana Seddon reopened agenda item V.

Jayme Jacobs moved to approve agenda item V per the discussion we just had. Shannon Silva second. All in favor, motion carries.

XI. Schedule Date and Review Agenda Topics for the Next Appraiser Certification Board Meeting

Jeff Mitchell suggested having another meeting before too long.

XII. Public Comment

No public comment.

10:45 am adjourn.
Agenda Item V
General Guidance Letter 22-001 replacing 13-001

Date: January 12th, 2022
To: County Assessors
From: Appraiser Certification Board
CC: Shellie Hughes, Executive Director, Department of Taxation
Shannon Silva, Supervisor, Locally Assessed Properties
Jeff Mitchell, Deputy Director of Local Government Services

Subject: Requirements for Certification and Continuing Education

SUMMARY: This letter is intended to clarify continuing education requirements of NRS 361.223, as amended by SB 215(2013) and NAC 361.565 (effective January 30, 2019). The Department interprets this to mean...

- Employees who have received a certificate, to perform the functions of an appraiser, in the first half of a fiscal year will have until the end of the same fiscal year to obtain 36 hours of continuing education. Employees who have received a certificate, to perform the functions of an appraiser, in the second half of a fiscal year will have until the end of the next fiscal year to obtain 36 hours of continuing education.
- Continuing education hours must be taken annually even if 180 hours are met, unless the required amount of ethics training has also been taken.
- Once the 180 hours are met and the ethics training is taken, 36 hours of continuing education must be completed every three years.
- Employees who have received a certificate to perform the functions of an appraiser, but are not performing those functions, are still obligated to meet all continuing education requirements set forth in statute to maintain active certification.

AUTHORITY:

NRS 361.223 Continuing education: Annual training requirement; waiver.
1. Except as otherwise provided in this section, every person who holds an appraiser’s certificate must complete in each fiscal year at least 36 contact hours of appropriate training conducted or approved by the Department. College or university courses may be substituted upon approval by the Appraiser Certification Board of an application submitted to the Department for such substitution.
2. Any approved hours of training accumulated in any 1 fiscal year in excess of the 36 contact hour minimum must be carried forward and applied against the training requirements for the following 3 years.
3. The annual training requirement must be waived for any person:
(a) Attaining a professional designation or certification recognized by the Appraiser Certification Board; or
(b) Accumulating 180 contact hours of accepted training.
- Such persons must complete 36 contact hours during every 3-year period thereafter.

NRS 361.222: The Department shall issue a temporary appraiser’s certificate to a person who is employed as an appraiser by the State or any of its political subdivisions and who applies to take the appraiser’s certificate examination. (emphasis added to the “and”)

NAC 361.539: “Appraiser’s Certificate” means a certificate issued by the Department that authorizes a person to perform the duties of an appraiser.

NAC 361.547: “Contact hour” means 1 hour of credit toward continuing education requirements awarded by the Department for attendance at or instruction of an approved education course.

NAC 361.555(1): “Temporary appraiser’s certificate” a person who is employed as an appraiser by the State of Nevada or any of its political subdivisions may apply to the Department for a temporary appraiser’s certificate. (4): The Department will issue a temporary appraiser’s certificate to a qualified applicant within 30 days after receiving the application.

NAC 361.567(5): To qualify for a waiver of the annual training requirement pursuant to paragraph (b) of subsection 3 of NRS 361.223, a person who holds an appraiser’s certificate must complete as part of the 180 contact hours of accepted training required by that paragraph at least 4 hours of training in ethical and professional standards.

NAC 361.567(6): If a person for whom the annual training requirement has been waived pursuant to NRS 361.223 accumulates more than 36 contact hours during any 3-year period thereafter, the excess contact hours will not be carried forward.

APPLICATION:

(1) General Examples: NRS 361.223
Peter was just hired as an appraiser in Sagebrush County. He applied for the Temporary Certificate and submitted prior education that he had earned for possible application against his 180 hours. It was determined that 80 hours of education was eligible. Those hours were accumulated (even though earned in a prior period) in his first fiscal year. Therefore he meets the requirements of NRS 361.223(2) and those hours carry forward up to max of 3 years.

Paul was hired in Sagebrush County. He did not have any appraiser education hours when first hired but earned 90 hours in his first year. Because of this he meets the requirements of NRS 361.223(2) and 54 hours will be applied against the upcoming fiscal years. Meaning in the second fiscal year he could take 0 hours and still meet the requirements under the law.

Mary was hired in Sagebrush County. She had 200 hours of previous appraiser education that was approved. Per NRS 361.223(3)(b) she does not need to complete 36 hours of contact hours each year. No hours in excess of the 180 carry forward and she begins her first 3 year cycle where he must complete 36 hours with-in that 3 year period. As part of her original submitted education must be at least 4 hours of ethics training as outlined in NAC 361.567(5). If not she must take an ethics course.
(2) Fiscal Year Requirement

Continuing education is required of persons who hold an appraiser’s certificate, including both temporary and permanent certificates. Hired employees should fill out an Application for Temporary Appraiser Certification before they are anticipated to perform appraisal work. According to NRS 361.221 no one shall perform the appraisal work without a certificate:

NRS 361.221  Certification required; Appraiser’s Certification Board; examinations.
1. A person shall not perform the duties of an appraiser for purposes of the taxation of property as an employee of or as an independent contractor for the State or any of its political subdivisions unless the person holds a valid appraiser’s certificate issued by the Department. A person not so certified may collect data but shall not appraise value, and data so collected must be reviewed by a certified appraiser.

Employees transitioning into performing appraiser duties must fill out and date the Application for Temporary Appraiser Certification before they are performing duties of appraiser. The application form may be obtained from the Department’s website at https://tax.nv.gov/uploadedFiles/taxnvgov/Content/LocalGovt/Appraiser_Certification_Info/2%20Application%20for%20Temporary%20Appraiser%20Certification.pdf.

Persons who have been issued a Temporary Certificate by the Department should begin to fulfill continuing education requirements as soon as possible. NRS 361.223(1) requires completion of 36 contact hours each fiscal year until 180 hours are earned. NAC 361.539 defines “Appraiser’s Certificate” to mean a certificate issued by the Department that authorizes a person to perform the duties of an appraiser.

As Temporary Appraiser’s Certificates authorizes the holder to perform the duties of an appraiser, the Department interprets this to mean that persons granted Temporary Certification during the first six months of the first fiscal year would have to obtain 36 contact hours by the end of that fiscal year. Persons granted Temporary Certification during the last six months of the fiscal year would have to obtain 36 contact hours by the end of the next fiscal year.

Example. Jane was hired by the Sagebrush County Assessor on September 14, 2020 to work as an appraiser. She applied for temporary certification on her first day, and the Department processed the request within 30 days, or about October 12, 2020. Since more than half of the fiscal year remains, there should be sufficient time to take some on-line beginning courses, as well as classes sponsored by the Department or Assessor’s Association. Jane should expect to complete 36 hours by June 30, 2021.

Joe, on the other hand, did not obtain his temporary certification until April 29, 2021. Since the end of the fiscal year is only two months away, there may not be enough time to fulfill the 36 hour requirement. In that case, Joe would have until June 30, 2022 to complete the 36 hours to remain in compliance with NRS 361.223.

Because the statute requires completion in a fiscal year, rather than completion counting from the date the temporary certification is issued, the use of a cut-off date is necessary. The Department selected the “half-year convention” as the cut-off date.

(3) Ethical and Professional Standards Training

The waiver from taking classes every fiscal year cannot be granted until at least four hours of ethical and professional standards training are taken. Typically, the ethics training occurs sometime during the first five years when a person is earning the first 180 hours.

Example. Jane has completed 180 contact hours of continuing education as of June 30, 2021. None of the continuing education includes ethics training. She is not planning on taking any classes in fiscal year 2022, but her supervisor informs her that she must continue to take 36 hours of continuing education in FY 2022 and each
fiscal year thereafter until the ethics training is completed. Upon completion of the ethics training, Jane would not have to complete 36 hours of continuing education for 3 years.

(4) When a temporary certificate is issued and when is a certificate needed

NRS 361.221 and 361.222 clearly state that no one shall perform the functions of an appraiser without and appraiser certificate and that a Temporary Certificate shall not be issued until they are hired as an appraiser and have applied to take the test. A person not certified may collect data and work within an office but cannot value property until they have applied to take the exam (NRS 361.221 and NRS 361.222). An Assessors office should work diligently to ensure that no valuation work has been completed by those that are not certified to complete such work. Just because someone is hired as an appraiser they should not engage in any valuation work until a Temporary Certificate has been issued. The form for applying for a Temporary Certificate shall be changed from “date of hire” to “date appraisal duties began”. On the application for the Temporary Certificate there shall be a box signifying that the person will take the examination before the Certificate expires. The date of start for the Temporary Certificate shall be the date that the application is completed.

(5) Employee has lapsed in education hours and is coming back to work

Ringo was a former employee of Sagebrush County. He was current in all his education at the time he separated employment with Sagebrush County. If Ringo kept current on his continuing education or was within his 3 year period to obtain his 36 hours of hours of continuing education he is considered in good standing and can come back and work either in an office or on a contract basis as long as he completes the appropriate application and notifies the Department. If Ringo was not current on his education his case would be placed at the next available Appraiser Certification Board and a review of the circumstances involving his certificate would be reviewed. The Board will review his file on the number of education hours received and the time period since last renewed and may consider either requiring more education hours, re-testing, re-taking of the examination or beginning of the process over depending on the individual circumstances revolving around why the lapse in hours and time period since expiration.

WEBSITE LOCATIONS:

Nevada Revised Statutes (NRS): http://www.leg.state.nv.us/NRS/
Nevada Administrative Code: http://www.leg.state.nv.us/NAC/CHAPTERS.html

Department of Taxation Guidance letters: http://www.tax.state.nv.us; then select “Publications;” then select “Local Gov’t Services Publications (Includes Property Tax)” and “LGS Guidance letters.”
Agenda Item VI

1. b) 2022 Las Vegas Market Symposium
Nevada Department of Taxation
Property Tax Appraiser Continuing Education
New Course Application

Return this form to:
Division of Local Government Services
1550 College Parkway
Carson City, Nevada  89706

Please Print or Type:

COURSE INFORMATION (A person who wishes to receive contact hours for a course of continuing education that has not been previously approved by the Department must apply to the Department for such approval BEFORE taking the course.)

TITLE OF COURSE
Las Vegas Market Symposium

DELIVERY METHOD - CHECK ONE
☐ Classroom  ☐ Internet  ☐ Home Study

SPONSORING ORGANIZATION
Nevada Chapter Appraisal Institute

1. Course objective: The Las Vegas Market Symposium will bring together experienced real estate market participants to facilitate a dialogue with appraisers on past and projected changes in the southern Nevada region. Through panel discussions, the symposium organizers seek to generate discussions of the trends involving all types of real estate. Projections of short-term and long-term forecasting for vacancy rates, property values and trends regarding ownership, pricing, construction and the changing dynamics in southern Nevada will be offered for discussion with panelists.

2. What are the expected hours of instruction? 8 Hours

3. What is the expected completion date? Thursday - January 27, 2022

SUBJECT CLASSIFICATION - CHECK ALL THAT APPLY
☐ Mass Appraisal Concepts and Applications
☐ IAAO Standards
☐ Residential Appraisal
☐ Commercial/Industrial Appraisal
☐ Unitary/Centrally Assessed Property Appraisal
☐ Principles of Accounting
☐ Principles of Finance
☐ Application of Nevada Statutes or Regulations
☐ Appraisal and Assessment Standards of the Nevada Department of Taxation
☐ Geographic Information Systems, Mapping Techniques
☐ Laws Relating to Real Estate, Water, or Mining
☐ Professional Ethics
☐ Administrative Procedures
☐ Other

If other, please describe why the course is applicable to appraisal for property tax purposes.
Subjects that panelist will discuss will include: measurement and evaluation of the market for real estate, evaluations of sites, market data and studies of feasibility; local market trends relative to residential and commercial real estate.

REQUIRED MATERIALS TO BE SUBMITTED WITH APPLICATION:
☐ Detailed Course Outline or Syllabus
☐ Books or Course Materials

SIGNATURE:

November 23, 2021
Date

For Department Use Only

Number of Credit Hours Granted

Number of Credit Hours Appearing on Transcript

Milestone Applied To:

Total CEs for This Milestone

Reason for Denial of Credit, If Any

Verified by:

Division of Local Government Services

Title

Date
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<th>Time</th>
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<tr>
<td>7:30-8:30 a.m.</td>
<td><strong>Continental Breakfast / Registration</strong></td>
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<td>8:30-9:30 a.m.</td>
<td><strong>Land</strong></td>
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<td><strong>Moderator</strong></td>
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<td>Matthew J. Nelson, CCIM, CLS - J.A. Kennedy Real Estate Company</td>
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<td><strong>Panelists</strong></td>
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<tr>
<td></td>
<td>Curtis R. Allsop - Newmark Knight Frank</td>
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<td>John Restrepo - RCG Economics</td>
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<td>Mike Mixer - Colliers</td>
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<td><strong>Panel Discussion</strong></td>
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<td>What is the balance of buyers? More investors or more end-users? How has this changed in the last two years?</td>
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<td>Where will land for future growth come from?</td>
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<td>What are your thoughts on the Clark County Lands Bill?</td>
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<td>What segment has the most interest (multi-family, commercial, industrial?)</td>
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<td>What are the biggest challenges facing the land market in the next year?</td>
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<td>Discuss recent deals, what was purchased, who the buyer was and why?</td>
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<td>West Henderson is booming, what are your thoughts?</td>
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<td>What is the level of interest for Las Vegas Boulevard south of I-215</td>
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<td>Where do you anticipate growth in the valley?</td>
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<td>Discuss redevelopment in downtown Las Vegas, downtown Henderson and downtown NV.</td>
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<td>What is going on around the Raiders stadium? What's redevelopment look like?</td>
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<td>Is there any update to legislative land issues in Clark County?</td>
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<td>Are Sloan and/or Apex poised for major development?</td>
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<td>Where would you put the Las Vegas A's baseball stadium?</td>
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<td>How did COVID affect the land market? Discuss how the past year affected your work.</td>
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<td>9:30-9:40 a.m.</td>
<td>Break</td>
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## Single Family Residential

**Moderator**
Mark W. Sivek GRI, RRG – Realty One Group

**Panelists**
- Brian R. Gordon, CPA - Applied Analysis / SalesTraq
- John P. McLaury – KB Home Nevada

### Panel Discussion

- **Current & Projected Inventory trends**
- **Local market conditions**
- How and where are investors and typical home buyers competing?
- If your kids were buying now.....what would you tell them?
- What types of loans are available?
- Are we in housing bubble? Why or why not?
- What is the effect on housing prices due to California migration?
- Are the price rises sustainable? Where is the peak?
- What is the best loan product out there right now?
- what are entry level buyers looking at?
- What are move up buyers looking at?
- 2022 forecast for new construction and existing housing market overview
- **Builders? New Home Construction?**
- What is the coolest design element you have seen? all price levels?
- Builders and Realtors....what are the design trends that have good or even great market acceptance?
- For the builders: What are you currently offering to new home buyers?
- For the brokers: What are the buyer’s looking for? More SF, more land, flexible floor plans, etc.?
- Time element in the Short Sale and Foreclosure process and other trends; how has it changed?
- Is there a product out the (across the entire US) that is not being offered here.....that should be?
- How did COVID affect the SF market? Discuss how the past year affected your work.
### Multi-Family

**Moderator**  
Devin Lee, CCIM - Northcap

**Panelists**  
Gary Banner, CCIM - Tru Development Company  
Douglas S. Schuster - Newmark  
Taylor Sims - Cushman & Wakefield

**Panel Discussion**  
Provide update and understanding of what is going on in the apartment markets  
Who and where are the buyers?  
Who are the lenders and what types of loans are available?  
What are the cap rate trends?  
How has the renter profile changed over the last several years? Or has it?  
What are the changes and trends in the affordable housing market?  
What are the trends in rents & vacancies?  
Will there be any conversions from Class C properties to extended stays?  
Are Class B and C properties being upgraded to keep up with market changes?  
Discuss recent deals, what was purchased, who the buyer was and why?  
How do new products standout? What are they offering to attract tenants?  
What is a typical lease up for a new complex? How many units per month?  
What are the biggest challenges facing the apartment market in the next year?  
What is the new construction forecast?  
How did COVID affect the MF market? Discuss how the past year affected your work.

11:40-11:50 am Break
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<tr>
<th>Time</th>
<th>Session</th>
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<tr>
<td>11:50 am-1:00 pm</td>
<td><strong>Lunch Speaker</strong>&lt;br&gt;<strong>TOPIC: COVID Impact, The Future in Tourism and Economic Development</strong>&lt;br&gt;Shani Coleman (Tentative) - Clark County Community &amp; Economic Development&lt;br&gt;<strong>Residents &amp; Employment</strong>&lt;br&gt;What are the demographics of Clark County's/Southern Nevada population?&lt;br&gt;Employment - How does the growth compare from 5 years ago to today?&lt;br&gt;What are Clark County's largest industries?&lt;br&gt;What are the most popular occupations?&lt;br&gt;Besides gaming and tourism, describe other industries impacted by shutdown and reopening.&lt;br&gt;Due to COVID-19 and the shutdown, there are numerous things that impacting businesses, such as supply chain disruptions, consumer demand of products and retaining skilled workers. What has been the largest negative (or positive) impact?&lt;br&gt;<strong>Today and the Future Vision:</strong>&lt;br&gt;Outline the strategic direction of Clark County's communities.&lt;br&gt;As a community, how can we accelerate economic diversity?&lt;br&gt;Transportation - What are the future plans for road projects? What are the other entities that collaborate with Clark County?&lt;br&gt;Are there any new improvements related to the McCarran airport?&lt;br&gt;Discuss McCarran passenger statistics prior to COVID, during COVID and today.&lt;br&gt;<strong>Other Topics</strong>&lt;br&gt;How does the Office of Community and Economic Development (OCED) play a role in assisting new or established businesses?&lt;br&gt;Are there other Clark County projects, besides transportation, that would be considered the highest priority?&lt;br&gt;Does Clark County keep pace with &quot;Peer Regions&quot; relative to COVID recovery?&lt;br&gt;Healthcare Industry - How are we doing? How can we improve?</td>
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<td>1:00-1:10 pm</td>
<td>Break</td>
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### Office

**Moderator**
Taber A. Thill, SIOR - Colliers International

**Panelists**
- Joe DeSimone Jr. - First Federal Realty
- Cathy Jones, CPA, SIOR, CCIM - Sun Commercial Real Estate
- Hayim Mizrahi, CCIM - MDL Group
- Daniel Palmeri, SIOR - Cushman & Wakefield

**Panel Discussion**

<table>
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<tr>
<th>Question</th>
<th>Answer</th>
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<tr>
<td>How has the LV market changed this year?</td>
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<td>Discuss rent levels, vacancies &amp; current state of the investment market</td>
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<td>Where is the office market in this recovery?</td>
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<td>Discuss current supply and demand trends including concessions being granted</td>
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<td>Where are rents compared to a year ago? Which areas are increasing/decreasing/stable?</td>
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<td>From a national perspective, how does the Las Vegas market stack up for investors and owner/users?</td>
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<td>What is the current state of the office market in terms of who is buying and what loans are available?</td>
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<td>Demand for leasing office products, which submarkets are strong, and which are not?</td>
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<td>Can you discuss the East submarket and its office product? Has it changed any over the past year?</td>
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<td>Discuss equity rates of return on all of the investment type properties</td>
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<td>Discuss recent deals, what was purchased, who the buyer was and why?</td>
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<td>How is the Hughes Center stacking up versus all the new office competition along the Beltway?</td>
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<td>How did COVID affect the office market? Discuss how the past year affected your work.</td>
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2:10-2:20 pm | Break
Panelists
Michael G. DeLew, SIOR - RealComm Advisors
Amy Ogden, SIOR - Logic Commercial
Doug Roberts - Panattoni Development
Xavier Wasiak, SIOR - Jones Lang LaSalle

Panel Discussion
Discuss rent levels, vacancies and current pricing
Which submarkets are outperforming?
Are investors interested in more than large buildings?
What is the supply and demand of for sale properties versus last year?
What is the supply and demand for vacant industrial land?
If a large developer wanted to build a new project, where can they go?
Is there any change in demand for Apex? Is there a buyer for the Faraday site?
With medical marijuana development in Apex, is development there now feasible for other users?
If you had no projects in Las Vegas and wanted to enter the market, would you build or buy?
What product would you be interested in?
Discuss equity rates of return on all of the investment type properties
Is there going to be a loss of inventory around the Raider’s stadium?
Is there anything that you are seeing from prospective tenants that has changed your development or expenditure plans?
There is limited small space available-Any development on that front?
Is e-commerce still outperforming the rest of the market?
How did COVID affect the industrial market? Discuss how the past year affected your work.

3:20-3:30 pm Break
### Retail

<table>
<thead>
<tr>
<th>Time</th>
<th>Moderator</th>
<th>Panelists</th>
<th>Panel Discussion</th>
</tr>
</thead>
<tbody>
<tr>
<td>3:30-4:25 pm</td>
<td>Daniel R. Adamson</td>
<td>David A. Grant - Colliers International</td>
<td>How has the retail market changed this year?</td>
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<tr>
<td></td>
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<td>Brendan Keating - Logic Commercial Real Estate</td>
<td>Discuss rent levels, vacancies &amp; current retail pricing.</td>
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<td>Rob Moore - Green Valley Grocery</td>
<td>Is there any submarket that is not seeing growth or positive absorption?</td>
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<td>Jennifer Ott, CCIM - ROI Commercial Real Estate</td>
<td>Are the national retailers retreating, retrenching or reinvigorating the centers they occupy?</td>
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<td>How has changes in the big box segment affected shopping centers and the retail market overall?</td>
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<td>What do you see happening in the capital markets and retail property investment sales</td>
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<td>Discuss rates of return for all retail properties</td>
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<td>Where is there demand for retail land?</td>
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<td>Discuss recent deals, what was purchased, who the buyer was and why they purchased?</td>
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<td>Is Las Vegas being considered by more national investors? Why or why not?</td>
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<td>Discuss current supply and demand trends including concessions</td>
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<td>Are there any value-add properties left in the market?</td>
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<td>Will the Raiders Stadium and-or practice facility effect retail investment or leasing in those surrounding areas?</td>
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<td>Are lenders still actively lending on retail projects and is there anything they are avoiding?</td>
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<td>What are you seeing on rates of return for investment properties</td>
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<td>What are retail property owners doing to attract tenants?</td>
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<td>How did COVID affect the retail market? Discuss how the past year affected your work.</td>
</tr>
</tbody>
</table>

**Time Calculations:** 415 minutes divided by 50 minute hour = 8.30 hours
The Las Vegas Market Symposium is designed for allied real estate professionals in southern Nevada to join together to listen and learn. Speakers across all practice settings will facilitate a dialog between panelists and attendees on past and projected changes in the southern Nevada region.

General Schedule
Registration & Continental Breakfast
7:30 a.m. — 8:30 a.m.

Land, Single-Family Residential & Multi-Family
Market Panels
8:30 a.m. — 11:50 a.m.

Lunch Speaker
11:50 a.m. — 1:00 p.m.

Office, Industrial & Retail Panels
1:10 p.m. — 4:30 p.m.

Continuing Education & Attendance
Appraisal Institute
8 Hours
Nevada Commission of Appraisers
8 Hours, CE.0009472-A
Nevada Real Estate Commission
7 Hours, SE.101000-RE

Property Tax (Assessor)
To be submitted for approval consideration

100% attendance is required, which includes the lunch session. Partial credit is not available for continuing education credit.

Land Panel
Moderator: Matthew J. Nelson, CCIM, CLS—J.A. Kennedy RE Company
Panelists
Curtis R. Allopp—Newmark Group
Mike Mixer, SIOR—Colliers
John Restrepo—RCG Economics

Single-Family Residential Panel
Moderator: Mark S. Sivek, GRI, RRG—Realty One Group
Panelists
Norbert Gyorfi—LeaderOne Financial Corporation
Nat Hudson—Southern Nevada Home Builders Association
John P. McLaury—KB Home Nevada

Multi-Family Panel
Moderator: Devin Lee, CCIM—Northcap
Panelists
Gary Banner, CCIM—Tru Development Company
Douglas S. Schuster—Newmark Group
Taylor Sims—Cushman & Wakefield

Lunch Speaker
Speaker—Shani Coleman, Clark County Community & Economic Development

Office Panel
Moderator: Taber A. Thill, SIOR—Colliers
Panelists
Joe Desimone, Jr.—First Federal Realty
Cathy Jones, CPA, SIOR, CCIM—Sun Commercial Real Estate
Hayim Mizrachi, CCIM—MLD Group
Daniel Palmeri, SIOR—Cushman & Wakefield

Industrial Panel
Moderator: Donna S. Alderson, SIOR—Cushman & Wakefield
Panelists
Michael G. DeLew, SIOR—RealComm Advisors
Amy Ogden, SIOR—Logic Commercial
Doug Roberts—Paradot! Development
Xavier Waslak, SIOR—Jones Lang LaSalle

Retail Panel
Moderator: Daniel R. Adamson—ROI Commercial Real Estate
Panelists
David A. Grant—Colliers
Brendan Keating—Logic Commercial Real Estate
Rob Moore—Green Valley Grocery
Jennifer Ott, CCIM—ROI Commercial Real Estate

Tuition / Fees

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<tr>
<th>Registration Type</th>
<th>EARLY BIRD Tuition</th>
<th>Regular Tuition</th>
<th>Late Registration Tuition (After 1/20/22)*</th>
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<tr>
<td>AI Member</td>
<td>$160</td>
<td>$185</td>
<td>$210</td>
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<tr>
<td>Regular</td>
<td>$160</td>
<td>$205</td>
<td>$230</td>
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</table>

*Late fees will apply if space is available

Chapter Contact
Tina Anderson, Executive Director
Mailing Address: 2251 N. Rampart Boulevard, #1495
Las Vegas, Nevada 89128
P: 702-838-8489
E: tina@ainevada.org
Chapter Website: www.ainevada.org
Symposium Webpage: www.ainevada.org/2022lms
Las Vegas Market Symposium

To register
All registrations must be done online at: https://bit.ly/2022LVMS.

Students must have an Appraisal Institute account or you will need to create an account to register. When clicking the above link, you will log into your account with your email address and password.

Confirmation, Refunds & Cancellation
Registration deadline is January 20, 2022. Registrations received after January 20, 2022, will be accepted if space is available and late fees will apply.

All registered attendees will receive an automated email confirmation immediately after registering. Written cancellations received through January 20, 2022 are 100% refundable. Written cancellations received after January 20, 2022 are subject to a $50 cancellation fee.

Las Vegas Market Symposium Sponsors

Thank you!

Valuation Consultants
Morse-Krueger & Associates LLC
Commercial Alliance
J.A. Kennedy
Economics
Bank of Nevada
Applied Analysis
SalesTrak
Anderson Valuation Group
ROI
R. Scott Dungan

Disclaimers
We reserve the right to substitute moderators or panelists due to circumstances beyond our control.

If you have a disability and may require some accommodation, please notify us in writing at least two weeks in advance, and we will arrange for reasonable accommodation.

Vendors and Sponsors of the Las Vegas Market Symposium may request contact information of the Symposium's registered attendees. If you do not wish to have your information shared with a vendor or sponsor, please contact Tina Anderson at tina@ainevada.org.

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Chapter Contact: Tina Anderson, Executive Director
Mailing Address: 2251 N. Rampart Boulevard, #14951 Las Vegas, Nevada 89128
P: 702-638-8489 | E: tina@ainevada.org | Chapter Website: www.ainevada.org
AGENDA ITEM VII
Form 5308LGS

Nevada Department of Taxation
Application for Temporary Appraiser Certification

Return this form to:
Division of Local Government Services
1550 College Parkway
Carson City, Nevada 89706

Please Print or Type:

1. APPLICANT INFORMATION

<table>
<thead>
<tr>
<th>NAME OF APPLICANT</th>
<th>TITLE</th>
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<tr>
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<th>EMAIL ADDRESS</th>
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<th>CITY</th>
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<th>ZIP CODE</th>
<th>DAYTIME PHONE ( )</th>
<th>ALTERNATE PHONE ( )</th>
<th>FAX NUMBER ( )</th>
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<tr>
<th>SPONSORING TAX AGENCY</th>
<th>DATE APPRAISAL DUTIES BEGAN</th>
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<th>CONTACT PHONE NUMBER</th>
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2. PURSUANT TO NRS 361.2224, CHILD SUPPORT STATEMENT – PLEASE MARK THE APPROPRIATE RESPONSE (Failure to do so will result in denial of appraiser certification.)

☐ I am not subject to a court order for the support of a child.

☐ I am subject to a court order for the support of one or more children and am in compliance with the order or am in compliance with a plan approved by the district attorney or other public agency enforcing the order for the repayment of the amount owed pursuant to the order.

☐ I am subject to a court order for the support of one or more children and am not in compliance with the order or a plan approved by the district attorney or other public agency enforcing the order for repayment of the amount owed pursuant to the order.

____________________________________________________

Name (Print)

____________________________________________________

County

____________________________________________________

Social Security Number

3. PURSUANT TO NRS 361.2227, BUSINESS LICENSE

Do you have a state business license? Yes ☐  No ☐
If yes, what is your state business license number? __________________________

4. SIGNATURES (By Signing, I certify to take the exam(s) before my temporary certificate expires.)

Applicant Signature __________________________  Date ________________

5. VERIFICATION OF EMPLOYMENT – TO BE COMPLETED BY HIRING AUTHORITY (No work can be performed in county without authorization signature.)

By my signature below, I verify the applicant is currently an appraiser of the sponsoring tax agency and date of employment are true and correct.

Hiring Authority Representative (Assessor or Department) __________________________  Title __________________________  Date ________________

For Department Use Only

<table>
<thead>
<tr>
<th>TEMPORARY CERTIFICATION BEGINNING DATE</th>
<th>TEMPORARY CERTIFICATION ENDING DATE</th>
<th>DATE CERTIFICATION WAS SENT TO APPLICANT</th>
</tr>
</thead>
<tbody>
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Verified by:

Division of Local Government Services __________________________  Title __________________________  Date ________________