



Is It Modular or Not?

By Marion Johnson, CAE

Appraisers don't always think of hotels or apartments as being modular construction, but more and more today we are finding these types of structures in several locations around the country. TEAM Consulting offers a workshop, "Valuation of Lodging Properties," and during a recent class in Boise, Idaho, the class was able to tour the Guerdon manufacturing plant, which is one of the leading builders of modular hotel and apartment units.

The company has current projects underway in Oklahoma, Idaho and California. The construction of the modular units is very similar to the construction of modular residential homes.

The plant in Boise employs over 200 employees and currently builds only commercial modular units mainly for hotel/motel properties and apartment complexes. The units are basically two living units attached together by a hallway. The operations manager at the plant said when the units are delivered, the client can either leave the units attached upon installation or separate the units to make the hallway wider.

Each unit when completed is painted and shipped with all the personal property, including items such as flooring, baseboards, cabinetry, counters, lighting, faucets, showerheads, tile, mirrors, windows, switch plates, thermostats, and even appliances. The units are transport-

ed by trucks.

The Boise plant operates much like an auto production line. It starts with the base floor and then proceeds down the assembly line where the interior and exterior walls and ceiling are installed followed by the interior finishes. There are 22 separate work stations. Workers have just over two hours to complete the work at each station before the unit is moved along the assembly line. Once the structure is completed, it is covered with weather-proof material to keep it safe from the elements.

One question we asked is why developers would choose modular construction over the traditional stick-built structures. The operations manager said it was not necessarily cost savings. He said under certain conditions it is more cost efficient to build these types of units on site, but the main deciding factor is the construction time. These types of units can be constructed and installed from three to six months faster than a stick-built property. The operations manager also said that once the property is on site and installed, it can be completely ready to rent in four and one-half hours.

Additional factors in the decision to use modular construction are: (1) They are never exposed to the weather; and (2) Internal Revenue Service guidelines allow for a seven-year depreciation versus 39.5 years for a stick-built structure. ❖

Welcome CourthouseUSA!

TEAM Consulting LLC is pleased to welcome a new business partner (and longtime friends) CourthouseUSA (CUSA). CUSA is made up of mass appraisal industry experts providing mobile and web-based products for local and state governments. Below is info about one of CUSA's products, ValueArmor. Learn more at <http://courthouseusa.com/>.

ValueArmor is a big data analytics product provided by CUSA that involves comparing and analyzing statewide valid sales for the majority of commercial properties of a given class, in order to support a value for comparable commercial property in a local area within that state. ValueArmor gives assessment jurisdiction commercial appraisers a tool to prepare assessments and defend against the onslaught of appeals filed in bulk by large tax appeal firms, which are shifting the tax burden to other local businesses and all homeowners.

ValueArmor is composed of the expertise of Patrick M. O'Connor in developing commercial geospatial centric AVMs, the data provided by CourthouseUSA to support the AVM, and delivered using Hexagon GeoSpatial's analytics mapping tool, Smart M. apps Incident Analyzer.

CUSA also maintains a 100 million-plus parcel database (boundaries and attributes) available to 3rd party app developers.

IAAO Annual Conference – Tampa, Fla.

By Rick Stuart, CAE

Educational, fun and interesting: that pretty much summarizes the IAAO conference. For us veterans of conferences, we have survived 911, the Sacramento earthquake, and now we dodged a hurricane. It just shows the resilience of us appraiser types.

The conference was held Aug. 28 – Sept. 1, 2016, in Tampa, Fla., and was a fairly typical conference (except the hurricane), with fellow Kansans and TEAM members playing an integral part in the program.

AWARD WINNER



Marion Johnson

Marion Johnson, CAE, TEAM Consulting LLC, was the winner of the Rosalyn Johnston Award. Named for Ms. Johnston's years of service and

dedication to IAAO, this award is presented to a person, regardless of membership type or status, who has contributed to fundraising and other public relations activities of IAAO over the years. The award recognizes those who have advanced the IAAO mission through the contribution of time, effort, talent and resources.

PRESENTERS



Brad Eldridge

Brad Eldridge, MAI, Douglas County. *An Update on the Educational Development Process.*

Course developers, reviewers and the IAAO membership will take a look at the first year of the educational development process. This presentation shows the progress in updating existing courses, and details expectations for the development of new courses and for quality and consistency controls. It high-

lights IAAO's commitment to quality educational offerings.



Peter Davis

Peter Davis, Kansas Property Valuation Division. *The Price Related Bias: Is It Ready for Prime Time?*

Over the last 40 years more than a dozen alternative measures of vertical equity have been proposed. This presentation will demystify this complex measure, reveal some ambiguous guidance, and expose features of this measure that can be used to punish assessor and present some suggestions to resolve these issues.

Editor's Note: This was Pete at his best. He immediately told the audience that this presentation is his opinion and not that of the Kansas Property Valuation Division. He pointed out problems in the IAAO Ratio Standards, discussed possible changes, and pointed out why this is not the assessor's friend. Pete's presentation was informative, humorous and satirical. Again, the Pete we know!



Rick Stuart

Rick Stuart, CAE, TEAM Consulting LLC. *Best Practices for Teaching Adult Learners.*

IAAO Vision 2020 goals include ensuring quality IAAO instructor development. The Instructor Relations Subcommittee will examine sample comments from instructor evaluations to share tips with attendees to avoid negative feedback through andragogy—the practice of teaching adult learners. ❖

Next year's IAAO conference will be held September 24–27 at Bally's in Las Vegas.



New workshop now available:

Valuation of Green Commercial Buildings Workshop Overview (1 Day). Authors: Marion Johnson, CAE & Rick Stuart, CAE

Purpose of this workshop is to provide some guidance and suggestions on the process of data collection and analysis of green commercial buildings from various areas of the U.S. Images and property characteristics of sales and listed properties plus data relating to income and expenses and the related market value will be used.

If your organization is seeking current topics that allow for hands-on application in your office, please contact Fred Chmura, AAS, at fchmura@teamconsulting.cc or Rick Stuart, CAE, at rstuart17@cox.net.

See all the TEAM workshops at <http://bit.ly/1gCkskG> and <http://bit.ly/1CRwspv> ❖

Travel Squad



TEAM associates continue to move about the country teaching, consulting and speaking. In the third quarter of 2016, we have been in Florida, Idaho, Indiana, Kansas, Minnesota, Nebraska, New Hampshire, Virginia, Washington and Wyoming.

Looking for a workshop, series of workshops or professional assistance for your location? Find them on our website at <http://www.teamconsulting.cc/>.

Do You Have One (Or More) of These in Your Jurisdiction?



Tiny Home



Container Home

If the answer is **YES**, then you need **TEAM's Unique & Challenging Homes Workshop.**

This one-day workshop deals with unique and challenging home appraisal problems. Using case studies and actual market data, this workshop steps participants through the appraisal process of measuring value and/or value loss.

Topics:

- USPAP
- Tiny Homes
- Shipping Container Homes
- Straw Bale Homes
- Hemp Homes
- Floating Homes
- Yurts
- Tipis
- Cost & Sales Comparison Approach
- All Other Weird and Unusual Homes

To schedule your workshop, please contact Fred Chmura, AAS, at fchmura@teamconsulting.cc or Rick Stuart, CAE at rstuart17@cox.net. This workshop is also available as a self-study program.

See all of TEAM's workshops at <http://bit.ly/1gCkskG> or <http://bit.ly/1CRwspv> (mapping & GIS workshops)



Tiny Homes, Anyone?

"Tiny homes" have become a fad for television networks such as HGTV and DIY and one of the fastest growing house styles or types. In fact, one of TEAM's

newest workshops is **Unique and Challenging Homes**, written by Marion Johnson, CAE, and Rick Stuart, CAE.

This one-day workshop deals with unique and challenging home appraisal problems, and by using case studies and actual market data, steps the participants through the appraisal process of measuring value and/

or value loss on such unique properties as tiny homes, container homes, straw bale homes and many more.

Tiny homes are fascinating but also puzzling. We understand the concept and reasoning, but are still not sure why a family of two with four cats wants to live in 240 square feet!

Over 6,000 students have attended TEAM workshops from 2013–2016. If your organization is seeking current topics that allow for hands-on application in your office, contact Fred Chmura, AAS, at fchmura@teamconsulting.cc or Rick Stuart, CAE, at rstuart17@cox.net. ❖

An Airbnb Issue

By Rick Stuart, CAE

Leasing your home through Airbnb may cause homeowners some problems.

In the Aug. 30, 2016, edition of The Wall Street Journal was an article about a couple attempting to re-finance their house. They have a cottage behind their house that they rent through Airbnb, and they included the rent as additional income believing the loan would be well received and approved.

The opposite actually occurred. The lending institution reclassified the loan as an investment property. In this institution, single-family loans are normally around 84% of the loan-to-value ratio with an interest rate of 3.76%. Reclassifying as an investment property is a 72% ratio with an interest rate of 4.29%

I have long believed that the practice of leasing your home through Airbnb or a similar company

could cause the following problems:

1. If the lender discovers you are renting the property, they could call the mortgage as the use does not match the loan purpose.
2. Homeowners insurance may not be in force for the case of a fire, natural disaster, particularly if the tenant was hurt on the property.
3. If located in a jurisdiction that has property classification, part or all of the property may be considered non-residential and thus have a higher assessed value and thus taxes.

I must have too much travel time if I wonder about this type of stuff! ❖

Good Reviews for TEAM Workshops

Rick Stuart, CAE, presented a two-day TEAM workshop in Lacey, Wash., **Residential Quality, Condition and Effective Age**, which received great reviews. Most (86%) of the students rated both the quality of course and the quality of materials as very good or excellent. Some comments are shown below.

Comments:

- Great class
- Very informative class, I enjoyed
- This course was great! I have a completely different outlook on quality that I didn't have before

Annual Summer School

Several TEAM members participated in the annual Summer School in Boise for the Idaho State Tax Commission. Members making presentations were Keith Cunningham, PhD; Marion Johnson, CAE; and Rick Stuart, CAE.

Keith conducted his workshop on Drone Technology, while Marion and Rick conducted a series of TEAM workshops. Workshop evaluation scores are shown below, with a maximum score of 5.0.

- Valuation of Lodging: 4.6
- Manufactured Homes: 4.0
- Unique Homes: 4.3
- Barndominiums: 4.8
- Mass appraisal: 4.7
- Cap rates: 4.6
- Better manager: 4.6
- Drones: 4.5

See all the TEAM workshops at <http://bit.ly/1gCkskG> and <http://bit.ly/1CRwspv>.

For more information about any of TEAM's workshops, contact Fred Chmura, AAS at fchmura@teamconsulting.cc or Rick Stuart, CAE at rstuart17@cox.net. ❖

That's No Blarney

By Rick Stuart, CAE

Kansas City hosted their 14th Annual Irish Fest over the Labor Day weekend, and my wife Holly and I again attended. One of the bands was Gaelic Storm, which is an international favorite in Irish music.

After a couple of opening songs, the band leader talked about how great it was to be in Kansas City again and how America is the nicest and most friendly country in the world. He expressed how they are disheartened by the political turmoil in the United States, noting that there appears to be a fight between whether you are a Republican or a Democrat.

"It is not that you are a Republican or Democrat," he said, "but that you are all Americans."

It's a message worthy of repeating throughout the United States. Leave it to the Irish! ❖

Interesting Buildings

By Rick Stuart, CAE

If you have building pictures that have piqued your interest, email them to me, and I will include them in the newsletter. ❖



Forest Spiral in Darmstadt, Germany



Druzhba Holiday Center in Yalta, Ukraine

Now Available:

Video Explains Appraisal Process to Property Owners

TEAM Consulting, LLC and 502 Media Group have produced an award-winning video that explains the fair and equitable appraisal process. This clear and concise tool provides a quick and convenient way to deliver your message.

Video Answers Common Questions About Appraisals

As an appraiser or assessor, you spend countless hours answering questions and fielding appraisal appeals from taxpayers. With each question, it's undeniable that there is widespread confusion about the appraisal process. Often taxpayers are unclear on exactly how appraisers determine a property's worth. This confusion can lead to unnecessary misunderstandings.

We have created a solution that is more effective than presentations, brochures or phone calls:

A custom-branded animation that explains this process in terms that are easy for anyone to understand. The video can be uploaded to your website or your YouTube channel for easy access by your property owners. And it is available in English or Spanish. See for yourself! Preview the English version above.

Let the Video Do the Explaining

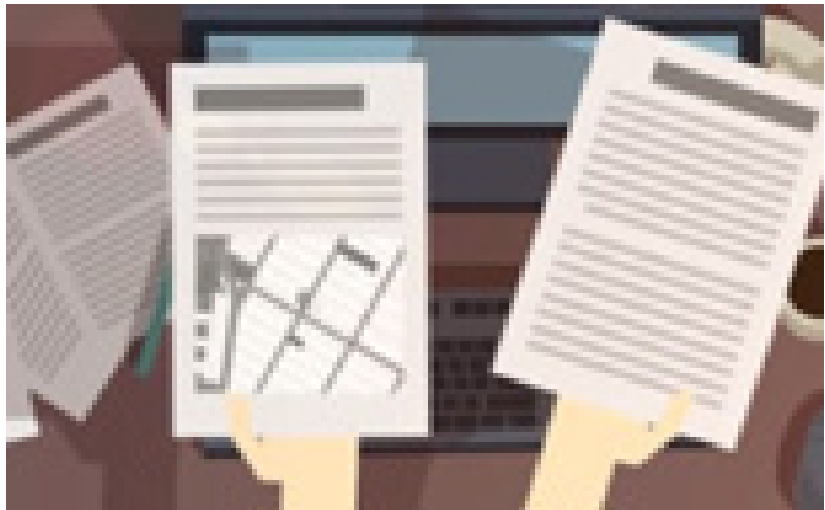
Our goal is to help communicate the appraiser's role in determining fair property values. Our video breaks down each part of this process to clear up any misunderstandings that may exist around property appraisals. Appraisers and property owners alike will appreciate the easy-to-understand information.

See for yourself!

Preview the Appraiser video or the Assessor video below. Once you are ready to order your customized video, simply complete the order form online.



CLICK ON THE IMAGE ABOVE TO PREVIEW THE APPRAISER VIDEO



CLICK ON THE IMAGE ABOVE TO PREVIEW THE ASSESSOR VIDEO

Save Time: Yours & Property Owners'

Fielding questions and processing appeals from taxpayers takes time. Using this video to answer common questions frees you to focus on other demands of your job. ❖

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Real Estate Notes of Interest

By Rick Stuart, CAE

■ *www.builderonline.com*, June 21, 2016. "Mortgage rates were expected to rise this year but have tumbled instead, reports Washington Post writer Kathy Orton. The 30-year fixed-rate average sank to a three-year low according to the Federal Home Loan Mortgage Corp., hitting 3.54% last week, down from 3.6% the week before and 4% this time last year." <http://bit.ly/28LKaBB>

■ Ben Lane, *www.housingwire.com*, June 24, 2016. "While megabanks like Bank of America, Wells Fargo, and JPMorgan Chase grabbed the headlines earlier this year by separately announcing plans to offer mortgages that only require a 3% down payment from the borrower, there is another major lender that is quietly requiring even less from borrowers.

Unbeknownst to many in the market, Quicken Loans began offering an even better deal for borrowers late last year—a 1% down mortgage. The program is actually part of a partnership between Quicken and Freddie Mac that was announced in October 2015." <http://bit.ly/28ZoDrt>

■ Matthew Goldstein, Rachel Abrams and Ben Protess, *www.nytimes.com*, June 26, 2016. "When the housing crisis sent the American economy to the brink of disaster in 2008, millions of people lost their homes. The banking system had failed homeowners and their families. New investors soon swept in, mainly private equity firms, promising to do better.

But some of these new investors are repeating the mistakes that banks committed throughout the housing crisis, an investigation by The New York Times has found. They are quickly foreclosing on homeowners. They are losing families' mortgage paperwork,



Rick Stuart, CAE, is a senior consultant with TEAM Consulting, LLC. He lives in Topeka, Kansas.

much as the banks did. And many of these practices were enabled by the federal government, which sold tens of thousands of discounted mortgages to private equity investors, while making few demands on how they treated struggling homeowners." <http://nyti.ms/292k4xV>

■ *www.realtor.org*, June 27, 2016. "Existing-home sales sprang ahead in May to their highest pace in almost a decade, while the uptick in demand this spring amidst lagging supply levels pushed the median sales price to an all-time high, according to the National Association of Realtors®. All major regions except for the Midwest saw strong sales increases last month." <http://bit.ly/28N6uel>

■ Bendix Anderson, *www.nreonline.com*, June 27, 2016. "Inventory growth and absorption rates appear to be moving toward favorable, but flat, occupancy levels, and could settle into the 88.3 percent range through 2017, according to recent projections from the National Investment Center (NIC) for Seniors Housing and Care.

That rate of occupancy is comparatively higher than it was during the Great Recession and the economic recovery. In 10 years, the seniors housing development industry could potentially see a bigger surge, as the baby boomers enter their 80s, the prime time that Americans utilize seniors housing." <http://bit.ly/291let2>

■ *www.ecobuildingpulse.com*, June 24, 2016. AIA (American Institute of Architects): Top Home and Property Trends During Q12016. Demand for outdoor living spaces and in-home accessibility were among the biggest drivers of work at residential architecture firms in the first quarter of 2016, according to the latest AIA Home Design Trends Survey. **Editor's Note:** Interesting read. <http://bit.ly/291rqyA>

■ Jonathan Hipp, *www.globest.com*, June 29, 2016. "There are a few ways to consider the difference between

triple-net (NNN) and double-net (NN) leases, and why a tenant might choose one over the other. In a NNN lease, the tenant has control over all of the expenses. If a tenant is a large national chain, they can often negotiate more favorable vendor contracts, and may create uniformity across their brand, such as signage and roof configuration, at all of its locations." **Editor's Note:** Interesting read. <http://bit.ly/294LGiL>

■ Heather Perlberg, *www.nreonline.com*, July 5, 2016. "Blackstone's Invitation Homes has amassed about 50,000 rental houses in the past four years. While Invitation Homes is still buying selectively, spending about \$5 million a week, it expects to cull about 5 percent of its properties annually by selling selected homes to the current tenant, Chief Executive Officer John Bartling said. About 25 percent of Invitation Homes' renters who move out each year are leaving to become buyers, according to the company. Other owners of rental properties are experiencing about the same percentage." <http://bit.ly/29iwuIL>

■ *Housing Wire*, July 8, 2016. "Earlier in the week, Fifth Third Mortgage announced that it would offer mortgages with no down payments, so long as the borrower meets certain and specific requirements. BancorpSouth, which operates 239 full service branch locations as well as additional mortgage, insurance and loan production offices, is calling its latest offering Right@Home. Qualified borrowers are required to provide only a minimum contribution of \$500 and must have a minimum FICO score of 640." <http://bit.ly/29sWwkq>

■ David Stiff, *www.corelogic.com*, July 7, 2016. "It's been 10 years since the peak of the U.S. home price bubble. David Stiff, for CoreLogic, notes that the CoreLogic Case-Shiller Home Price Index dropped 27% during the next six years after reaching its peak in July 2006. Now, the national index remains

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4% below its peak.

But in certain markets, prices have rebounded nicely. In 40% of metros, prices are at new peaks and another 30% are within 10% of their previous peak." <http://bit.ly/29IIzqW>



Beautiful garage apartments

■ Nancy Keates, *www.wsj.com*, July 14, 2016. "Today, people are putting almost as much thought into the garage apartment as they are the actual home. Wall Street Journal staffer Nancy Kates takes a look at this trend which is continuing to grow thanks to such factors as children living with parents longer and possibly housing one's own parents." **Editor's Note:** There are interior photos also, and this is a nice living area. See the video tour at <http://on.wsj.com/29G8ibi>

■ *www.hotellmanagement.com*, July 18, 2016. "Marriott International began development on what will eventually open as its first-ever triple-branded hotel. Located in Nashville's SoBro neighborhood, the 470-room, \$137-million hotel is expected to open mid-year 2018. The 21-story building is being developed by Atlanta-based North Point Hospitality. It will consist of an 209-room AC Hotels by Marriott, a 125-room SpringHill Suites by Marriott and a 136-room Residence Inn by Marriott." <http://bit.ly/2aDvg2l>

■ Paul Bubny, *www.globest.com*, July 21, 2016. "Sales of existing homes, including for-sale apartments, reached their highest annual pace in more than nine years, the National Association of Realtors said Thursday. With a larger share of first-time buyers than the residential market has seen in nearly four years, June's tally reached an annualized 5.57 million, the best

showing since 5.79 million in February 2007." <http://bit.ly/2aDxv66>

■ *www.builderonline.com*, July 22, 2016. "Supply of homes for sale is nearly 5% lower than it was a year ago, and 38% lower than its peak level in 2011. Homes are selling an average of a week faster than they did a year ago, meaning home shoppers should be prepared to move quickly in a competitive housing market, according to the June Zillow® Real Estate Market Reports." <http://bit.ly/29SYSff>

■ Kim Mackrael, *www.wsj.com*, July 25, 2016. "Foreign home buyers in the Canadian city of Vancouver will face an additional 15% property transfer tax beginning next week, the provincial government of British Columbia said Monday. The new tax legislation comes as concerns grow about skyrocketing prices in housing markets in Vancouver and Toronto and the role that foreign buyers may be playing. Some real-estate officials say Chinese buyers, in particular, have helped fuel price increases for high-end Vancouver homes." <http://on.wsj.com/2aHmell>

Follow-up article:

■ Kim Mackrael, *The Wall Street Journal*, Sept. 4, 2016. "Home sales in Vancouver fell 26% in August compared with the same month last year, suggesting a new tax on foreign buyers could be affecting the market."

■ *www.builderonline.com*, July 29, 2016. "The RealtyTrac staff reports that the company's new parent company, ATTOM Data Solutions, has released its June Q2 2016 U.S. Home Sales Report. The report shows that single-family homes and condos sold for a median price of \$231,000 in June 2016, which is up 6% from the previous month, and up 9% from one year ago to a new all-time high—1% above the previous peak of \$228,000 in July 2005." <http://bit.ly/2aDX8Vb>

■ Louise Story, *www.nytimes.com*, July 27, 2016. "More than a quarter of the all-cash luxury home purchases made using shell companies in Manhattan and Miami were flagged as suspicious in a new effort to unearth money

laundering in real estate, the Treasury Department said Wednesday. As a result, officials said they would expand the program to other areas across the country." <http://nyti.ms/2afoSis>

■ Elisa Hann, *www.king5.com*, July 27, 2016. (SEATTLE) "In this hot real estate market, our property taxes seem to be going up every year. One of the most expensive homes in the city just hit the market, and it comes with a property tax price tag you won't believe. When the historic Samuel Hill House hit the market last week for \$15 million, it captured a lot of attention in the real estate world. The photos from the Northwest Multiple Listing Service show the 11,000 square foot home is a picture of pedigree and architecture, with five bedrooms, six baths." The property was determined to be a historic designation site and thus eligible for property tax exemption. <http://kng5.tv/2aCl25d>

■ Jeffrey Sparshott, *The Wall Street Journal*, July 29, 2016. "The U.S. homeownership rate fell to the lowest level in more than 50 years in the second quarter of 2016, a reflection of the lingering effects of the housing bust, financial hurdles to buying and shifting demographics across the country."

■ Chris Kirkham, *The Wall Street Journal*, Aug. 6, 2016. "The prices home builders pay for single-family lots hit a record high in the U.S. last year, a sign that a scarce supply of developed land is pushing up the cost of new homes."

■ Kim Mackrael and Wei Gu, *The Wall Street Journal*, Aug. 11, 2016. "With its new residential property tax on outsiders, Vancouver, British Columbia, is the latest locality trying to keep foreign buyers at bay. There is an additional 15% transfer fee for foreign buyers."

■ *www.builderonline.com*, Aug. 15, 2016. "Calculated Risk's Bill McBride reports via an update that framing lumber prices remain up year-over-year, after a steady decrease since early 2013 when prices came close to

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housing bubble highs.”

■ Annamaria Andriotis, *The Wall Street Journal*, Aug. 15, 2016. “Many people who took out home-equity lines of credit (Heloc) loans, which became popular in the run-up to the housing bust, are having trouble making their payments. About 840,000 Helocs that were taken out in 2006 are resetting this year in addition to principal payments on nearly one million loans expected to hit in 2017.” <http://on.wsj.com/2btOHwg>

■ **Editor’s Note:** TEAM Consulting has a one-day workshop on Unique & Challenging Homes with considerable discussion on tiny homes, but this article on the Tiny House Jamboree caught even us offguard. <http://bit.ly/2b9KOWy>

■ *www.htrends.com*, Aug. 15, 2016. “STR’s July 2016 Pipeline Report shows 529,665 rooms in 4,322 projects Under Contract in the United States. The total represents a 22.9% increase in the number of rooms Under Contract compared with July 2015. Under Contract data includes projects in the In Construction, Final Planning and Planning stages but does not include projects in the Unconfirmed stage.” <http://bit.ly/2boj34N>

■ Adam Bonislowski, *www.wsj.com*, Aug. 17, 2016. Do strip clubs bring down property values? A study by economists at West Virginia University and the University of Wisconsin-La Crosse suggests they don’t. Surveying 317,056 residential sales in Seattle

between Jan. 1, 2000, and Dec. 31, 2013, researchers found little evidence strip clubs influenced the prices of nearby homes. <http://on.wsj.com/2byHxbG>

■ Ben Shiller, *www.fastcoexist.com*, Aug. 22, 2016. When people buy homes in expensive markets like San Francisco, they often put their life savings into the deal. That’s why Point, a Silicon Valley startup, sees an opportunity for a new type of home ownership. Instead of people owning their properties outright, it sees a world where we would “fractionalize” home equity in exchange for outside investment. That is, we would sell off up to 15% of the title in return for an immediate burst of capital. **Editor’s Note:** This is an interesting article. <http://bit.ly/2bsix0L>

■ Commercial Real Estate Direct Staff Report, *www.crenews.com*, Aug. 23, 2016. “Some 321,200 apartment units are expected to be added to the country’s inventory this year, according to RENTCafe, an apartment search site run by Yardi Systems. That would be the biggest annual increase in apartment unit deliveries in 10 years and compares with the 214,108 units that were added last year.”

■ *www.hotelnewsnow.com*, Aug. 22, 2016. “Compared with July 2015, the U.S. hotel industry’s occupancy decreased 1% to 74.4%. However, ADR for the month was up 3.6% to \$128.77, and RevPAR grew 2.5% to

\$95.81.”

■ Susan Tompor, *USA Today*, Aug. 26, 2016. “Homeowners who owe more than their homes are worth will get another shot at federal help under a new streamlined refinance option. The original eligibility criteria with HARP required the loan to be originated before June 1, 2009, to qualify. But there is no such cutoff date under the new refinance option that begins later next year. Another main difference: Homeowners will be able to refinance more than once.”

■ Matthew J. Belvedere, *www.cnbc.com*, Aug. 31, 2016. “Reducing or even eliminating the mortgage interest deduction could be worth considering as part of a comprehensive reform of the American tax code, Mortgage Bankers Association CEO David Stevens told CNBC on Wednesday. We’re not religiously wed to the mortgage interest deduction, Stevens said on “Squawk Box,” in a sign the real estate financing industry may be open to dealing on the popular tax break. For changes to the mortgage interest deduction to be on the table, Stevens said a broad tax reform package would have to provide offsetting protection for working Americans.”

■ *www.businessinsider.com*, Sept. 8, 2016. Don’t miss the opportunity to purchase this unique office space, formerly home to the basket-making Longaberger Company. <http://read.bi/2caisyq> ❖



Learn more about our
outstanding consultants at
www.teamconsulting.cc

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