

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

III. REAL ESTATE DEPARTMENT ADMINISTRATION

N. American Institute of Real Estate Appraisers

Correspondence to Offer Joint MS/Appraisal Designation



AMERICAN INSTITUTE OF REAL ESTATE APPRAISERS

OF THE NATIONAL ASSOCIATION OF REAL ESTATE BOARDS

155 EAST SUPERIOR STREET CHICAGO, ILLINOIS 60611 • (312) 664-9700



February 3, 1970

Dr. James A. Graaskamp
Assistant Professor in Business
School of Business
1155 Observatory Drive
The University of Wisconsin
Madison, Wisconsin 53706

Dear Jim:

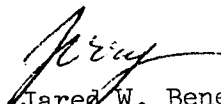
Many thanks for your recent letter concerning Institute courses at the University of Wisconsin. I certainly enjoyed the opportunity to visit with Herm Kelting here in Chicago and believe that our discussion was extremely beneficial.

I am asking our Admissions Department to forward you our examination regulation under which some of your students might be permitted to take our Examinations No. 1 & 2. Unfortunately, the total fees for the exam under these provisions would be \$40--\$25 for the candidate's fee and \$15 for the examination fee. As you can see, we can't hope to compete with SRA on price.

As I am certain Herm Kelting told you, we are most interested in exploring the further possibilities of establishing the Institute's courses under the full-time regular university curriculum of the University of Wisconsin whereby Institute and University credit would be offered for the completion of these courses. You may already be familiar with our program along these lines at American University, and we are attempting to expand this system into more and more universities across the nation. We would also be interested in further discussions on coming back to Wisconsin with our regular course program under your Extension Division at sometime in the near future. As I explained to Mr. Kelting since the Society is already presenting their courses at Wisconsin at the present time, it would not appear to be feasible for the Institute to embark on a similar program.

Again, many thanks for your interest and I will look forward to getting together with you in the near future.

Cordially,


Jared W. Benedict
Director of Education

JWB:kmg

cc: Mr. Herman Kelting

Oetzal, wp

3-2-88

March 2, 1988

Terrell R. Oetzal, MAI
President
Oetzal, Hanton & Williams, Inc.
1710 East Michigan Avenue
Lansing, MI 48912

Dear Terry:

We have followed your pilot program at the University of Florida with interest. Since we offer both an MBA and an MS degree, we would be willing to consider your program and we are presently in a curriculum review that could permit some adjustment of course title and content. Our course offerings are described in the enclosed brochure.

As you may suspect, there is much in our current appraisal program that may not have the Good Housekeeping seal of approval from the Institute, but we would be happy to talk to you further about the MBA program.

Best wishes,

James A. Graaskamp, CRE, SREA, Ph.D.
Chairman, Real Estate & Urban Land Economics

JAG:bam

Enclosure



TERRELL R. OETZEL, MAI
President

Personal Office:
Oetzel, Hanton & Williams, Inc.
1710 East Michigan Avenue
Lansing, Michigan 48912
(517) 487-8780

April 11, 1988

Mr. James A. Graaskamp, CRE, SREA, Ph.D.
Chairman, Real Estate
& Urban Land Economics
Graduate School of Business
University of Wisconsin-Madison
1155 Observatory Drive
Madison, WI 53706

Dear Jim:

Enclosed please find an outline for the MA in Real Property Valuation and the MBA with concentration in Real Estate Analysis as outlined for our Masters Degree Program at the University of Florida.

I would like to have you look both programs over and see how they do fit within your current programs at the University.

Once we have identified colleges and universities who might be capable or interested in developing out Masters Degree program, we intend to set up a task force through the Appraisal Institute with each institution to outline the program specifically for that school. We realize that each school's program has different requirements and the enclosed material is not set in concrete. What we are attempting to do is get some basic education in each program, and then allow each school to structure their program around that basic education.

We feel that an important part of our program is the internship where the students spend time in an approved appraisal office to obtain real estate appraisal experience. We believe that education with experience is a key factor in having a superb program as part of the training of college students.

Jim, personally I have no prejudice against any universities and I am trying to get this program into as many schools as I can, because I think that it will not only help the real estate appraisal profession, but obviously, the Appraisal Institute.

Mr. James A. Graaskamp
April 11, 1988
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I thank you very much for your interest, and look forward to further correspondence with you concerning this matter.

Cordially yours,

A handwritten signature in black ink, appearing to read "Terrell R. Oetzel", written in a cursive style.

Terrell R. Oetzel, MAI, CRE
President

TRO:meg

cc: Harry Broom
Rich Gaskins