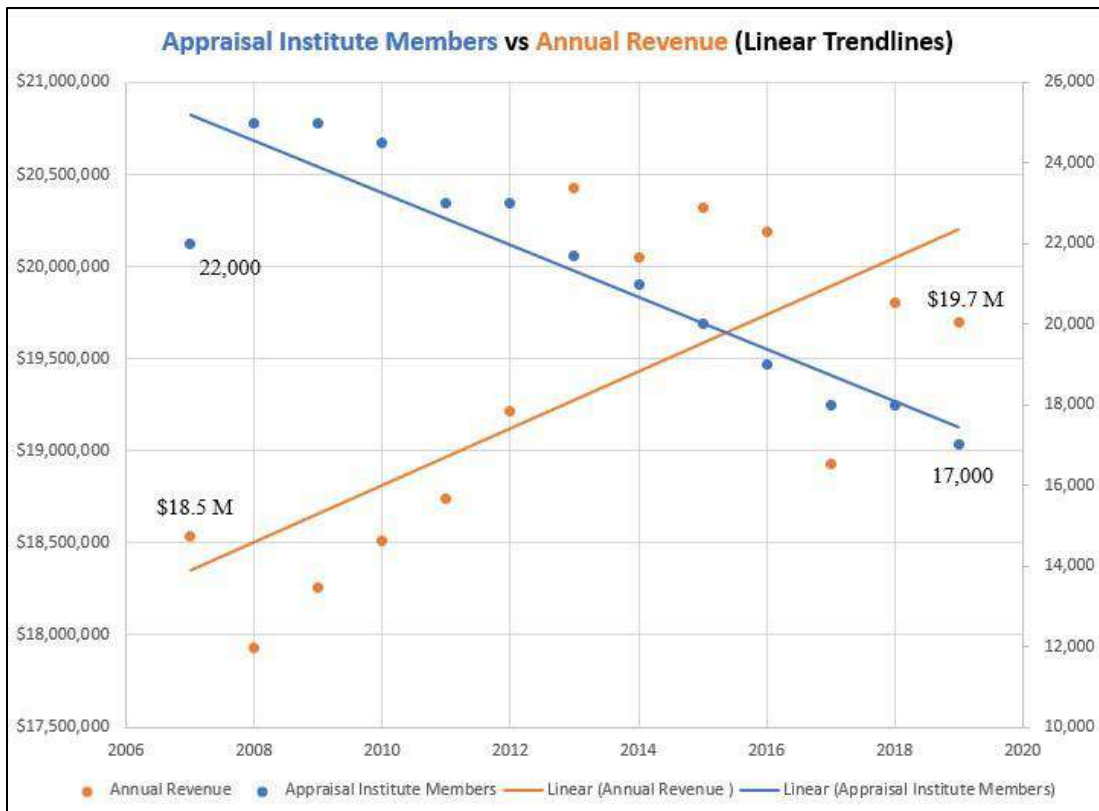
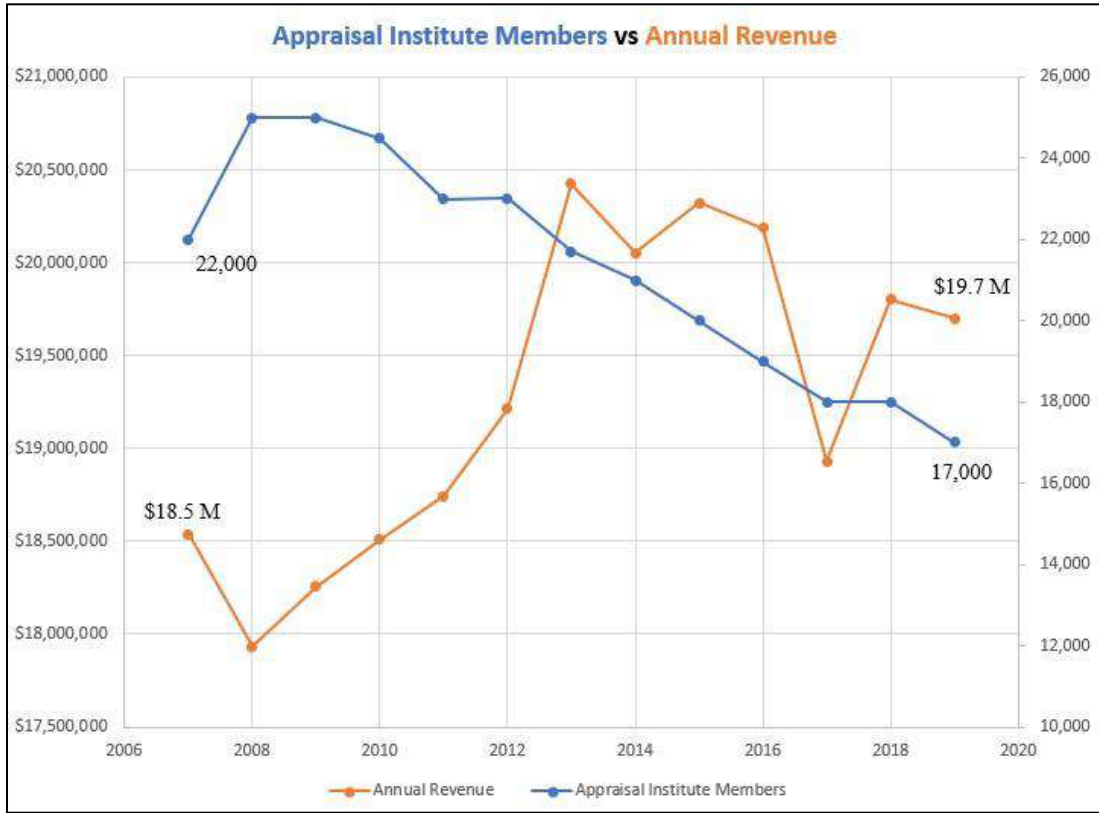
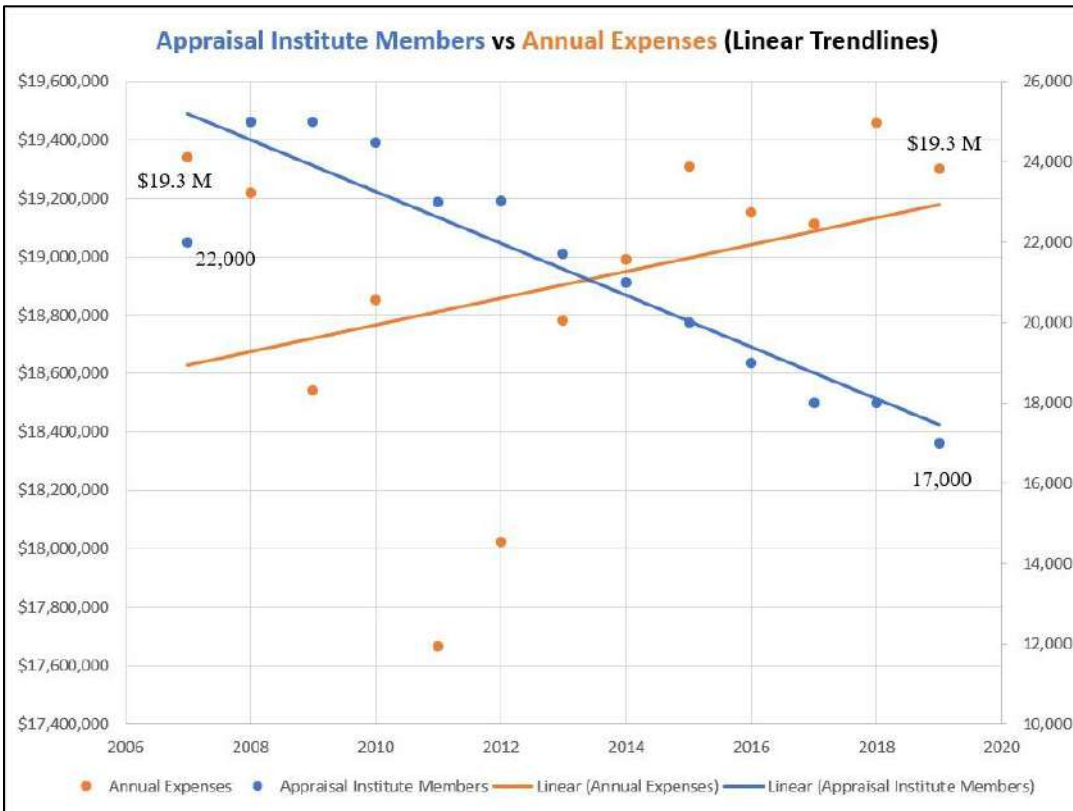
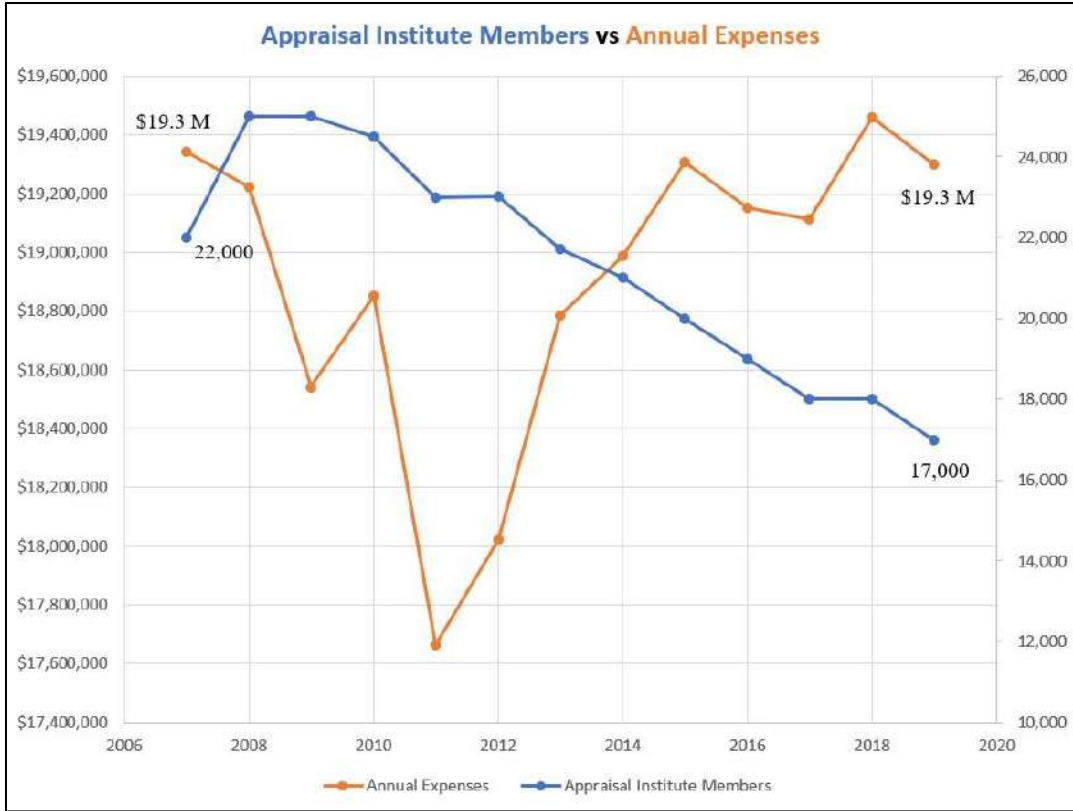
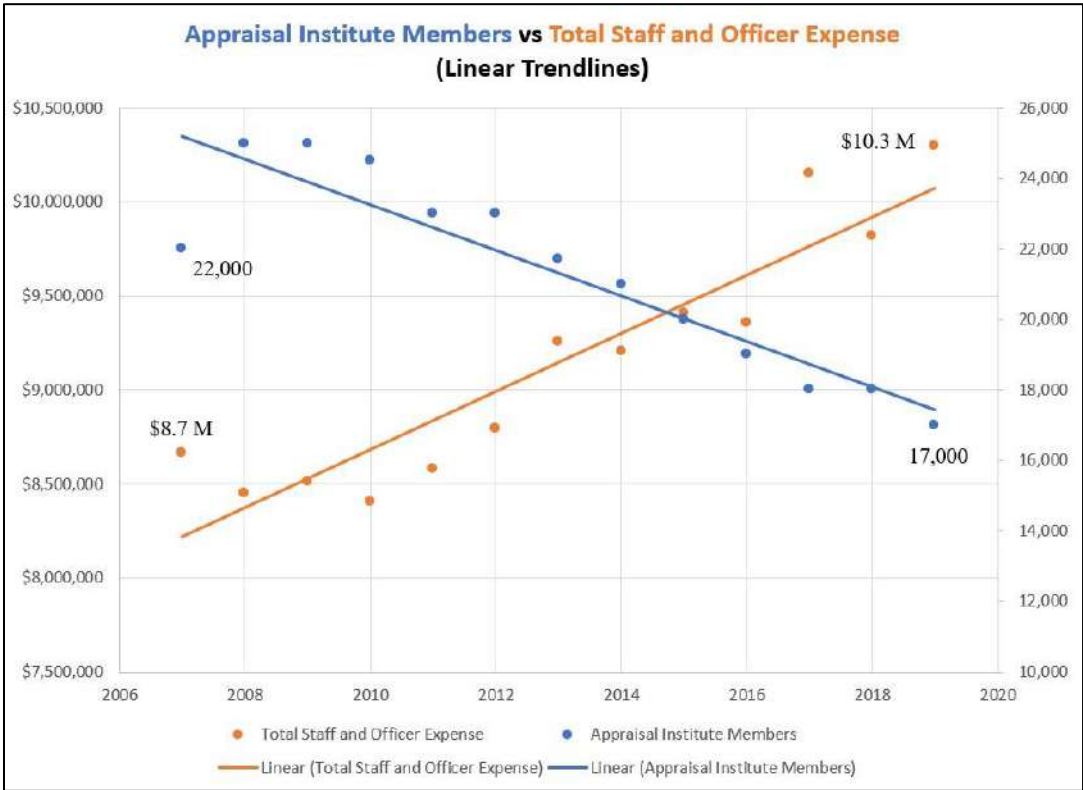
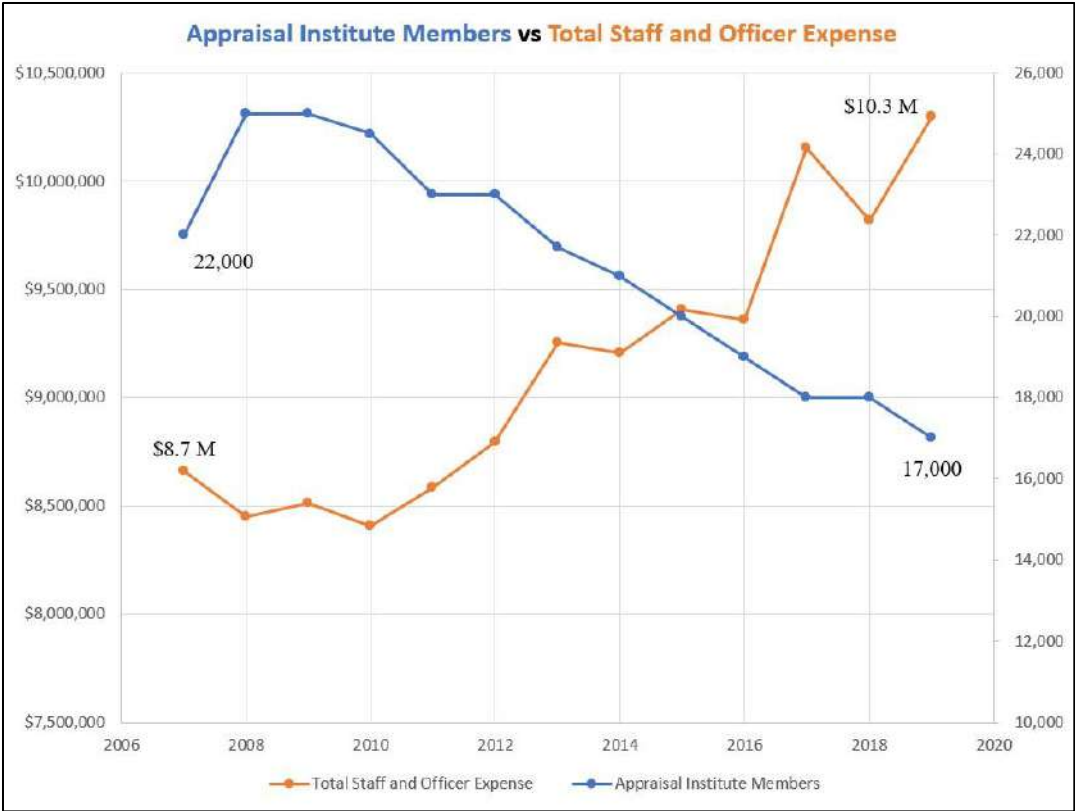
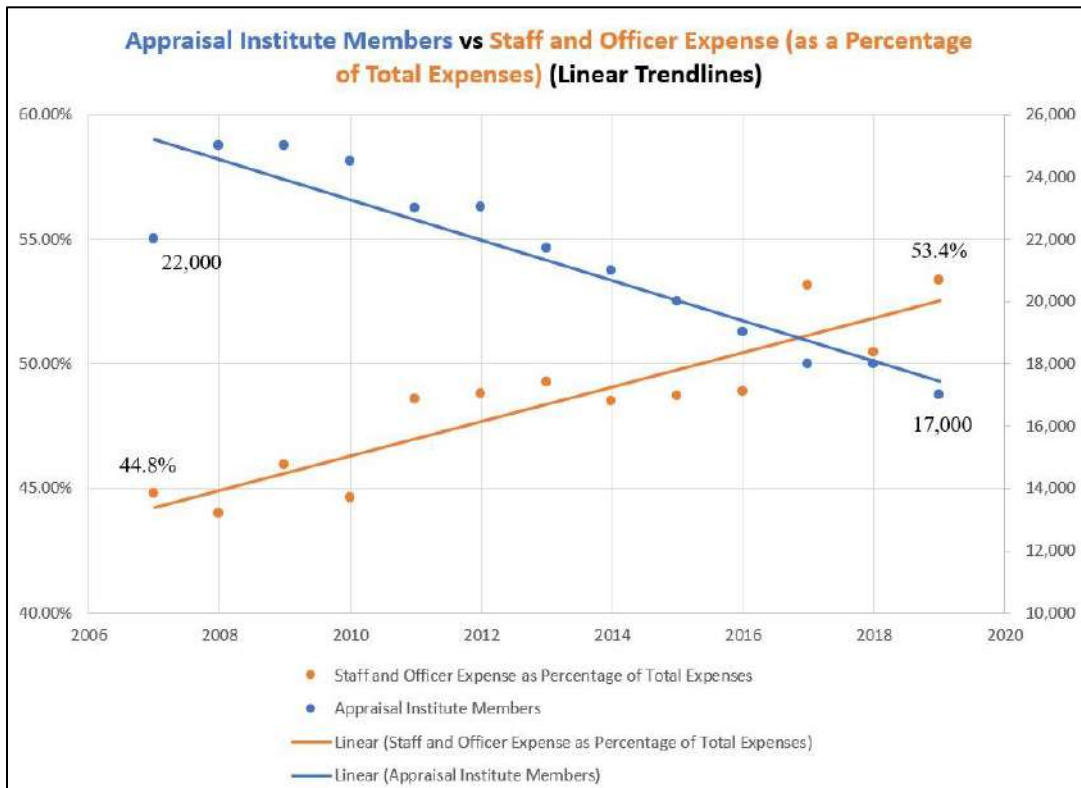
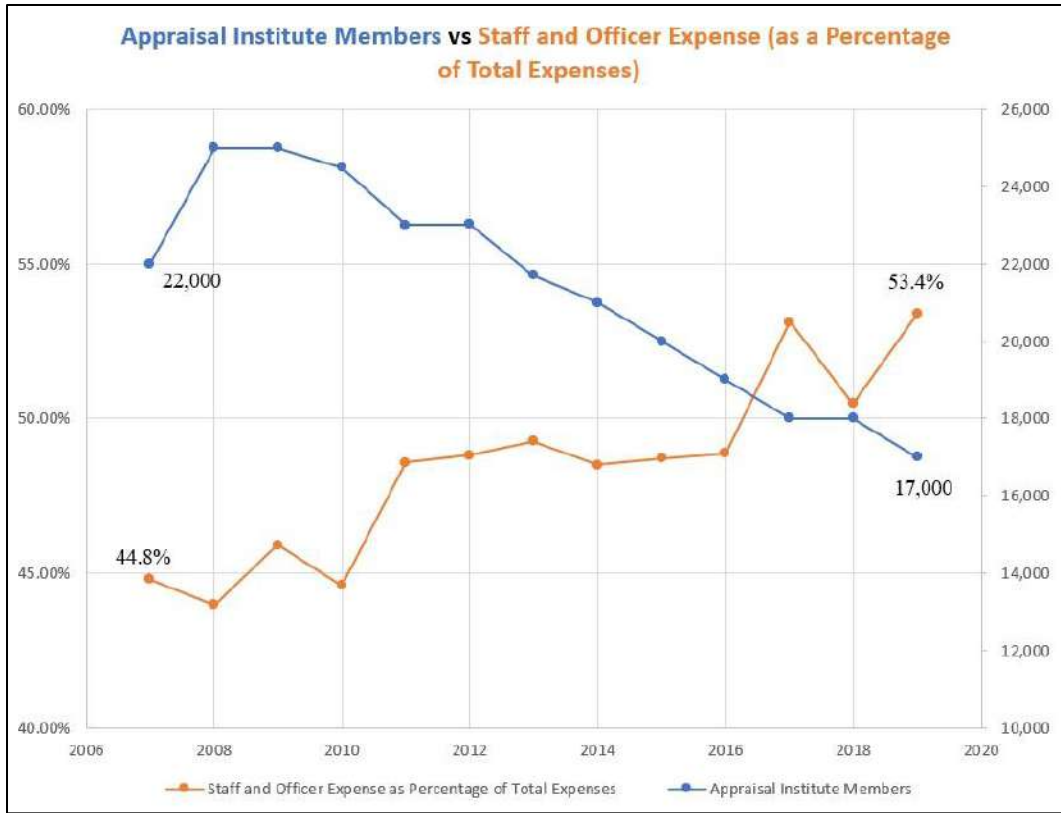


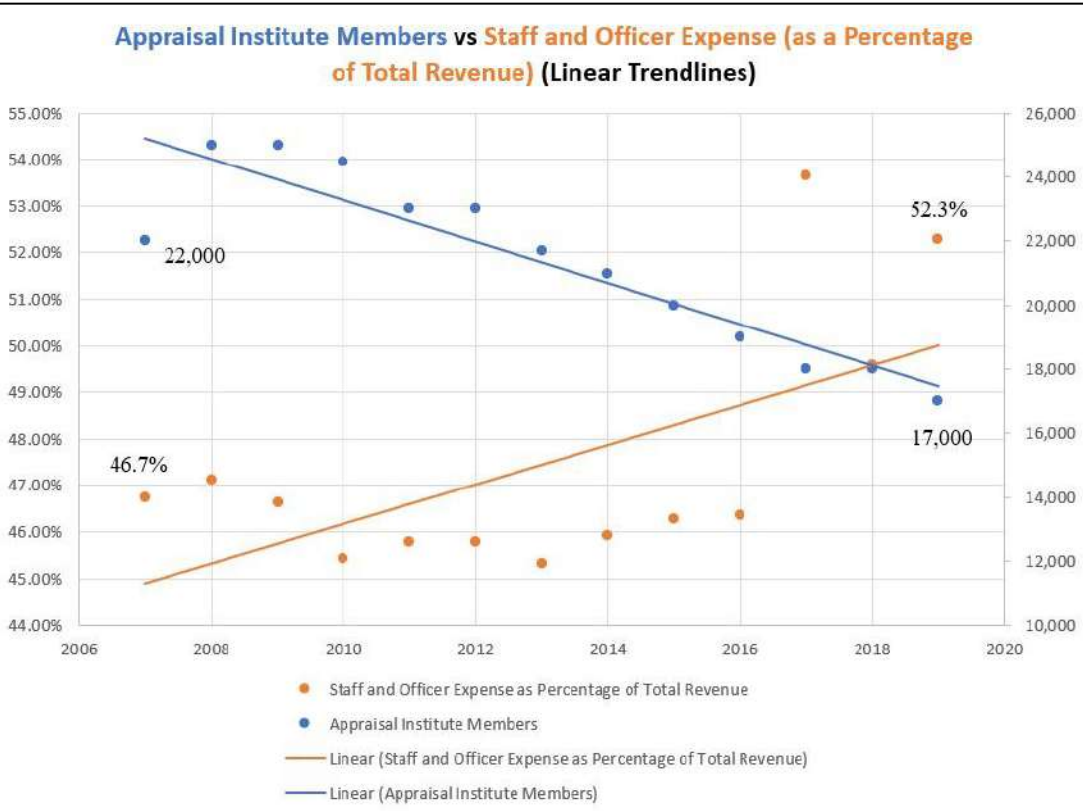
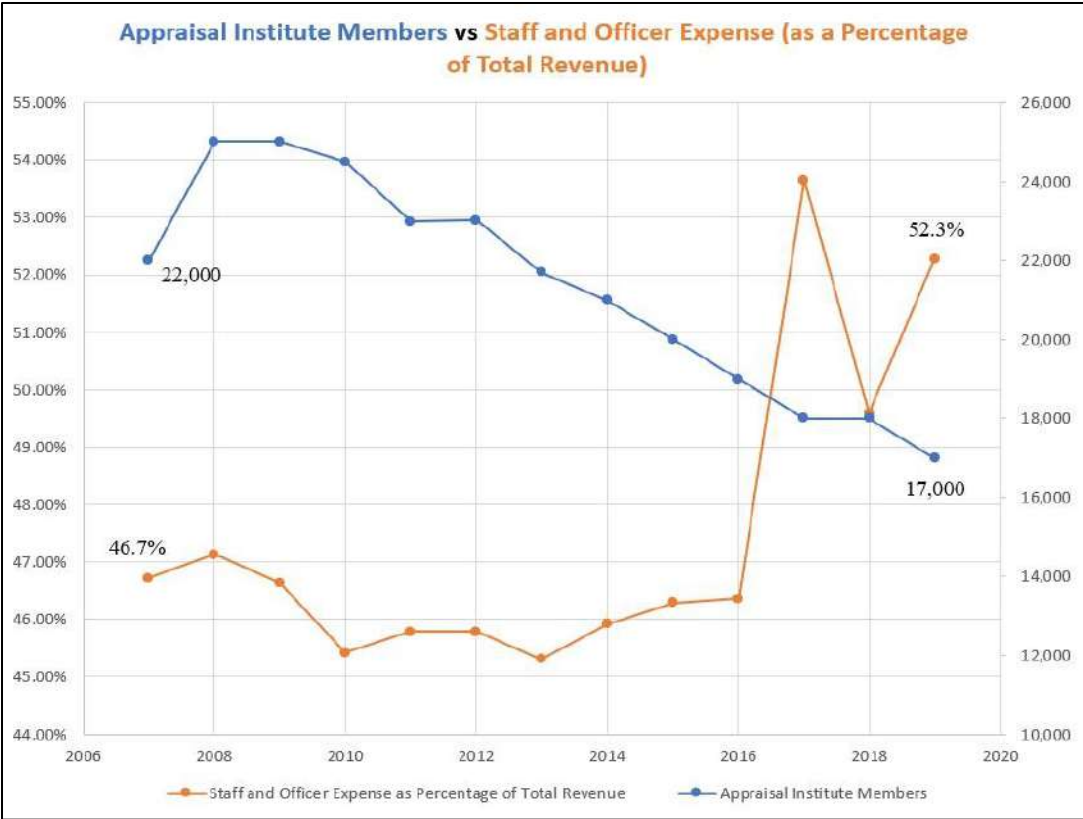
The Appraisal Institute
as Told by the 990s

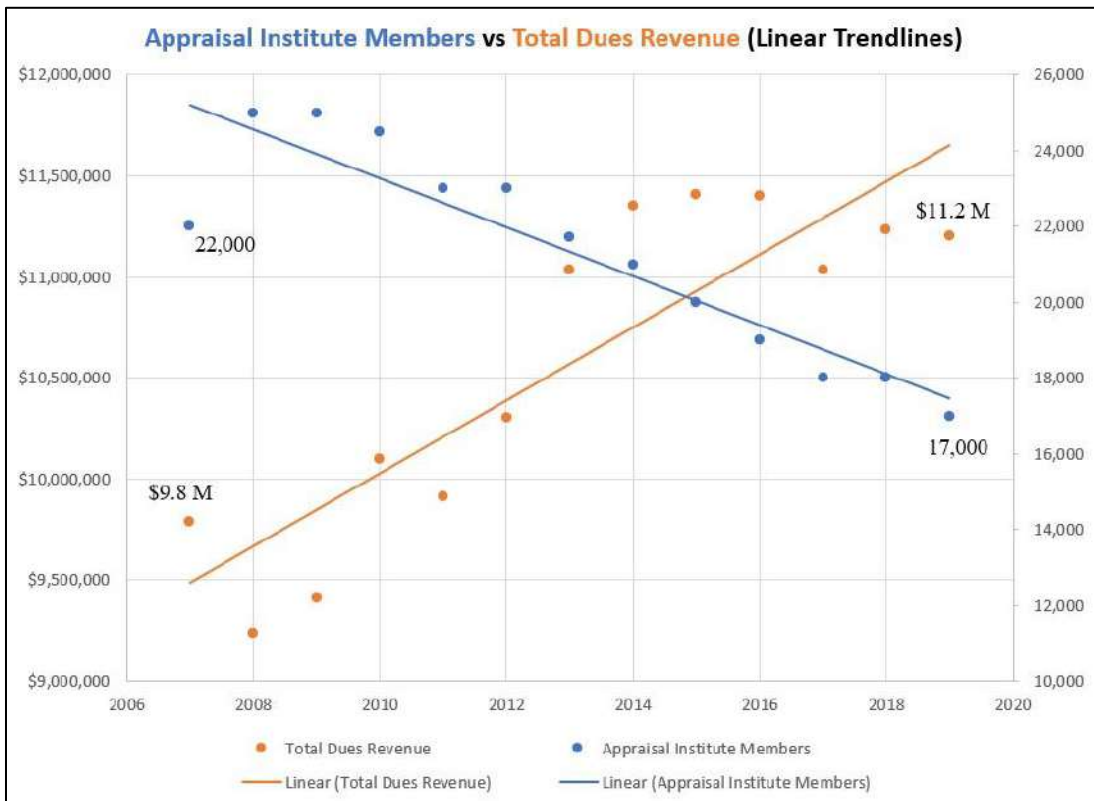
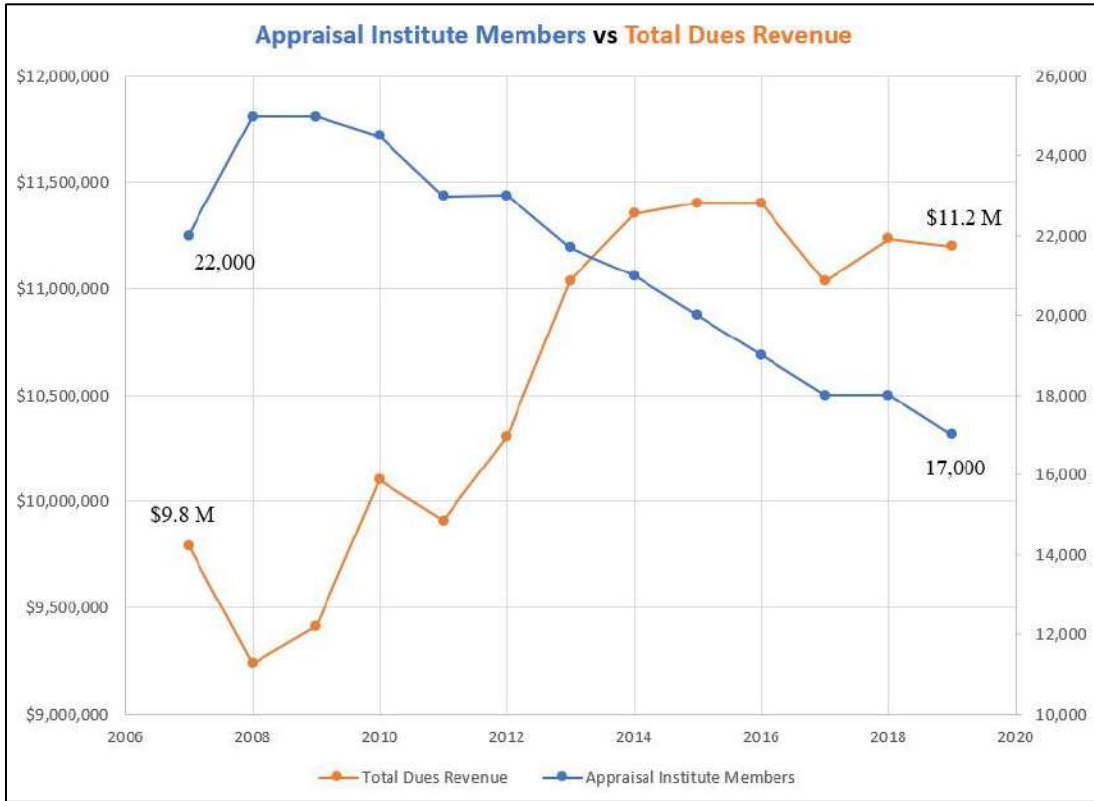


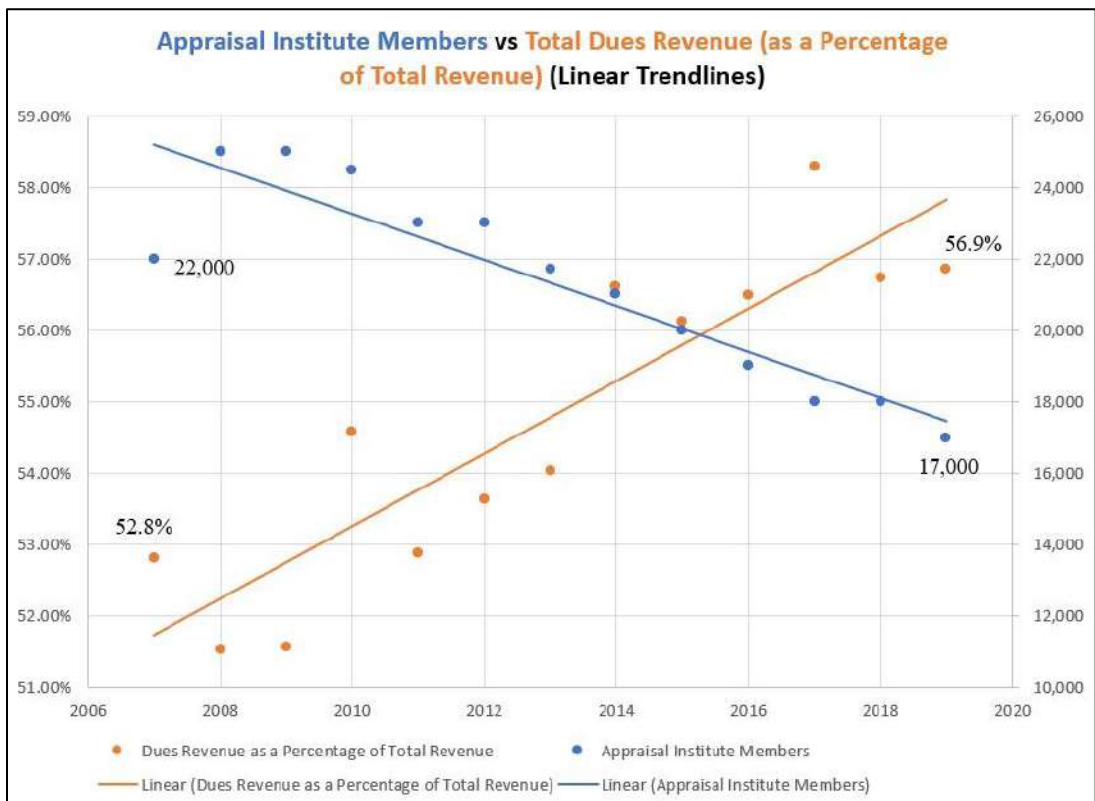
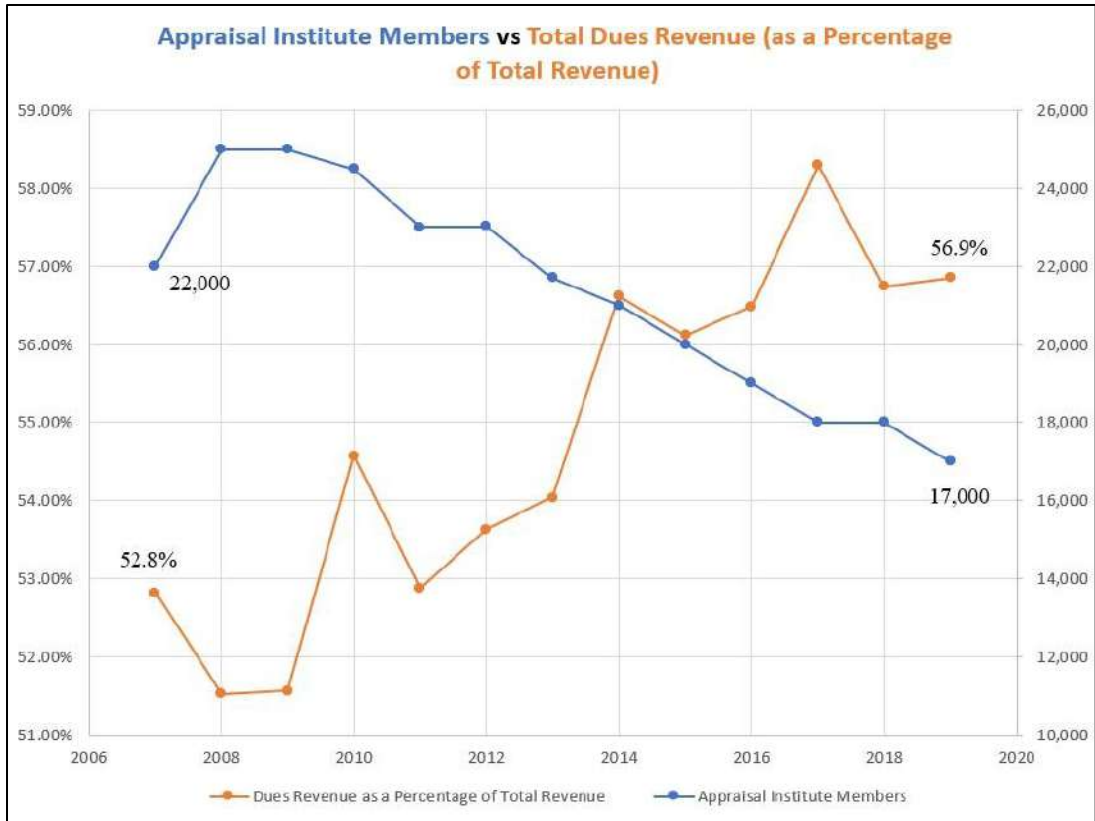












Miscellaneous Information

Year	Appraisal Institute Members	Paid to Jim Amorin	Paid to Jim Murrett	Paid to Stephen Wagner	Paid to Jeff Sherman	Outside Legal Expenses							
2007	22,000	\$70,000				\$473,914							
2008	25,000	\$87,201				\$538,990							
2009	25,000	\$121,809				\$408,619							
2010	24,500	\$87,993				\$547,645							
2011	23,000	\$0				\$324,536							
2012	23,015	\$0				\$287,623							
2013	21,707	\$0				\$264,313							
2014	21,000	\$0				\$192,549							
2015	20,000	\$122,023				\$290,922							
2016	19,000	\$119,843	\$93,663			\$166,672							
2017	18,000	\$232,096	\$100,902	\$126,444		\$426,241							
2018	18,000	\$451,038	\$139,911	\$126,543	\$89,278	\$251,241							
2019*	17,000	\$460,000	\$90,000	\$145,000	\$100,000	\$200,000							
Total Compensation		\$1,752,003	\$424,476	\$407,987	\$189,278	\$4,373,265	<- Total Outside Legal Expenses (2007 to 2019)						
Period		2007 to 2019 13 years	2016 to 2019 4 years	2017 to 2019 3 years	2018 to 2019 2 years								
Membership Change (No.)		22,000 to 17,000	19,000 to 17,000	18,000 to 17,000	18,000 to 17,000								
Membership Change (%)		A decline of 22.7%	A decline of 10.5%	A decline of 5.6%	A decline of 5.6%								
*2019 Data per 2019 Annual Report and Extrapolation from 2018's Publicly Filed 990 2007-2018 Data per Publicly Filed 990s													

Data Table

Year	Appraisal Institute Members	Annual Revenue	Annual Expenses	Total Staff and Officer Expense	Staff and Officer Expense as a Percentage of Total Expenses	Staff and Officer Expense as a Percentage of Total Revenue	Total Dues Revenue	Dues Revenue as a Percentage of Total Revenue
2007	22,000	\$18,539,271	\$19,341,409	\$8,662,890	44.79%	46.73%	\$9,791,456	52.81%
2008	25,000	\$17,932,966	\$19,220,754	\$8,451,950	43.97%	47.13%	\$9,239,351	51.52%
2009	25,000	\$18,254,852	\$18,542,021	\$8,514,317	45.92%	46.64%	\$9,413,043	51.56%
2010	24,500	\$18,507,584	\$18,851,616	\$8,407,313	44.60%	45.43%	\$10,100,345	54.57%
2011	23,000	\$18,741,864	\$17,665,491	\$8,582,076	48.58%	45.79%	\$9,910,242	52.88%
2012	23,015	\$19,213,421	\$18,022,530	\$8,796,316	48.81%	45.78%	\$10,304,149	53.63%
2013	21,707	\$20,424,032	\$18,784,037	\$9,253,900	49.26%	45.31%	\$11,036,688	54.04%
2014	21,000	\$20,054,252	\$18,988,865	\$9,208,035	48.49%	45.92%	\$11,353,897	56.62%
2015	20,000	\$20,323,493	\$19,309,188	\$9,406,096	48.71%	46.28%	\$11,404,367	56.11%
2016	19,000	\$20,186,997	\$19,150,374	\$9,357,592	48.86%	46.35%	\$11,402,396	56.48%
2017	18,000	\$18,929,278	\$19,112,132	\$10,153,894	53.13%	53.64%	\$11,034,351	58.29%
2018	18,000	\$19,801,946	\$19,458,660	\$9,820,728	50.47%	49.59%	\$11,236,138	56.74%
2019*	17,000	\$19,700,000	\$19,300,000	\$10,300,000	53.37%	52.28%	\$11,200,000	56.85%
Sources:								
*2019 Data per 2019 Annual Report and Extrapolation from 2018's Publicly Filed 990								
2007-2018 Data per Publicly Filed 990s								
Staff and Officer Expense per Line 15, Part I, 990 (2008-2018)								
Staff and Officer Expense per Lines 25-29, Part II, 990 (2007)								