South Florida Chapter

Editor: Carolyn "Lynn" Bodor, SRPA

Appraisal Institute®

Professionals Providing Real Estate Solutions

October 2017

APPRAISERS' APPRISER

South Florida Chapter

President's Message
Carlos Gobel, SRA

Friends, colleagues, and fellow appraisers… I hope this correspondence finds you safe, well, and free of any major damage caused by Hurricane Irma. Fortunately for most, we dodged a bullet and only had to deal with the inconvenience of downed trees, power outages, and no internet for a few days. Unfortunately for some of our members in the Florida Keys and members of the Puerto Rico chapter, Hurricanes Irma and Maria have wreaked havoc and caused massive devastation. My thoughts and prayers are with those members who have experienced the worst of these terrible storms. Please remember that the Appraisal Institute's Relief Foundation was established more than decade ago to help our brothers and sisters in need in situations such as these. If you are in need of assistance or care to donate, please visit them online **at** http://www.airelief-foundation.org or email them at relieffoundation@appraisalinstitute.org.

We have much going on during the last quarter of the year… from a chapter conference call discussing the proposed Governance Structure, to a chapter meeting in Boca Raton in November, and a region meeting in New Orleans sometime in between. Mix in a handful of seminars and courses and the last three months of the year are sure to keep us busy! We have a new website – just released this week – and our current office lease expires in November, at which point we will begin a new phase of simply having a "virtual" chapter office, helping to secure our chapter's financial health by reducing costs.

Although not my last writing for our newsletter, I do want to take a moment to thank you for the honor and privilege of serving as your chapter president. I've been fortunate to be a part of several organizations… some professional, others social… but my time and involvement with the AI has been amongst the most fulfilling and rewarding, and I consider myself lucky to have developed the many friendships I have during my time in our chapter. I also genuinely appreciate the love of profession and the love of country shown during our chapter meetings… and the mutual respect so many of us have toward one another despite varying backgrounds. Regardless of our political affiliations or religious beliefs, we take time each chapter meeting to respectfully pledge allegiance to our flag and country and to give thanks for our many blessings and remembrance to those in need. I look forward to seeing as many of you as possible over the coming months and wish you all a happy holiday season in advance.

All the best…

Carlos Gobel, SRA
Chapter President, 2017
cgobel@thegregroup.com

Chapter Meeting & 4-Hour Seminar
Friday, November 3, 2017
Boca Country Club
11:15 am—4:30 pm
2-4 Unit Residential Income Property Appraisals
Instructor: Vincent Dowling, MAI, SRA
CE 4-Hours, 0009706

Appraisal Institute

A Special Message From:
Jim Amorin, MAI, SRA, AI-GRS • Appraisal Institute President

July 18, 2017

Dear Appraisal Institute Colleague:

The Appraisal Institute has posted a new web page that provides information about the Governance Structure Project Team's recent recommendations to the AI Board of Directors. It includes an opportunity for you to make your voice heard.

The Board of Directors created a project team in 2015 to make recommendations to the Board for possibly enhancing the overall AI governance structure, and to find the optimum mix of member services and the efficient delivery of those services. The Governance Structure Project Team was directed to focus on determining the best ways to provide member value – including offering greater consistency in member services and experience – considering current market realities.

The project team provided its recommendations to the Board in June 2017. The Board is now seeking input from AI professionals in a variety of ways, including webinars, meetings and materials, among others. Because the Board wants to provide ample opportunity for all voices to be heard, no scheduled end date for the comment period has been set at this time.

Please take a moment to visit the web page, read the documents there and complete the online form to submit your feedback.

I and the rest of the AI Board of Directors look forward to hearing from you.

Sincerely,

Jim Amorin, MAI, SRA, AI-GRS
President

Education

The calendar may say it is Fall – but waiting for the temperature to drop. During the wait, there are South Florida Chapter educational offerings to attend. 2018 is a State of Florida recertification year, so it's time to get those 30 hours again.

Staying Out of Trouble to be instructed by Ted Whitmer, MAI, AI-GRS is rescheduled for Monday, December 11 at the Courtyard by Marriott. Ted is a lawyer and a real estate appraiser, with the experience and insight to present an in depth seminar which will benefit attendees in everyday practice and challenging situations.

Review Theory-General will be instructed by Joe Magdziarz, MAI, SRA, AI-GRS, AI-RRS on October 16-20, 2017 at the Courtyard by Marriott. This is a required course for the AI-GRS designation, but it benefits all appraisers by reviewing our own work for completeness, accuracy, adequacy, relevance, reasonableness, appropriateness and credibility.

The South Florida Chapter meeting and educational session will be held on Friday, November 3, 2017 at the Boca County Club. Vincent Dowling, MAI, SRA will present *2-4 Unit Residential Income Property Appraisals*. The afternoon includes a delicious lunch and 4-hours of continuing education credits. Details about the seminar are on the brochure in this newsletter.

In August, Michael Brady presented *Appraising for the Office of Valuation Services and Other Federal Agencies.* During his talk, he stated that while interviewing an appraiser for assignments with the Office of Valuation Services, he would ask the appraiser to send documentation of having attended and passed the exam for the seminar on the *Uniform Appraisal Standards for Federal Land Acquisitions*. The South Florida Chapter will present the new version of this seminar on November 9 & 10, 2017 at the Courtyard by Marriott.

The first offering of *Florida Appraisal Law 2018* will be presented by Patricia Birch on November 17, 2017 in the morning. In the afternoon on the same day, Patricia Stabeler, SRA will instruct *The 50% FEMA Rule Appraisal*. This timely topic is a must for appraisers after the storms of this year.

On December 1, 2017, the South Florida Chapter will hold its annual offering of *Business Practices & Ethics*. Vincent Dowling, MAI, SRA will be the instructor at the Courtyard by Marriott.

In 2018, the South Florida Chapter will present multiple sessions of 7-Hour National USPAP Update and Florida Appraisal Law 2018, along with many other seminars. Please plan to attend our chapter sponsored offerings. Your support will keep our Chapter flourishing!

Claudia Vance, MAI
Chair, 2017 Education Committee
vanceval@att.net

Important! Check online state approvals prior to registering.

2017 EDUCATION SCHEDULE

November 3	Chapter Meeting 2-4 Unit Residential Income Property Appraisals, CE 4-Hours Boca Country Club, Boca Raton	Vincent Dowling, MAI, SRA
November 9-10	Uniform Appraisal Standards for Federal Land Acquisitions	Brian Flynn, MAI, AI-GRS
November 17	Florida Appraisal Law 2018, CE 3-Hours—AM The 50% FEMA Rule Appraisal, CE 2-Hours—PM	Patricia Birch Patricia Stabeler, SRA
December 1	Business Practices & Ethics	Vincent Dowling, MAI, SRA
December 11—New Date Postponed from 9/15 due to Irma	Staying Out of Trouble	Ted Whitmer, MAI, AI-GRS

Registration and program details: http://www.myappraisalinstitute.org/education/SouthFlorida.aspx

2018 EDUCATION SCHEDULE

Appraisal Institute®
Professionals Providing Real Estate Solutions®

South Florida Chapter

January 26, 2018	Chapter Meeting & Installation Hot Topics and Myths in Appraiser Liability, CE 3-Hours Boca Country Club, Boca Raton	Peter Christensen, Esq.
February 9, 2018	7-Hour National USPAP (7:15 AM—3:30 PM) Ft . Lauderdale 3-Hour Florida Appraisal Law 2018 (3:45—7:00 PM)	Vincent Dowling, MAI, SRA C. Kevin Bokoske, MAI, AI-GRS, AI-RRS
February 23, 2018	*New* Solving Land Valuation Puzzles	Vincent Dowling, MAI, SRA
March 23, 2018	*New* Advanced Land Valuation: Sound Solutions to Perplexing Problems	Richard Borges, II, MAI, SRA, AI-GRS, AI-RRS
April 20, 2018	7-Hour National USPAP (7:15 AM—3:30 PM) Ft . Lauderdale 3-Hour Florida Appraisal Law 2018 (3:45—7:00 PM)	Stephen Wagner, MAI, SRA, AI-GRS C. Kevin Bokoske, MAI, AI-GRS, AI-RRS
May 4, 2018	Chapter Meeting & Elections Parking and Its Impact on Florida Properties, CE 3-Hours Courtyard by Marriott, Fort Lauderdale	William "Ted" Anglyn, MAI
May 17-18, 2018	Litigation Appraising: Specialized Topics & Applications	John Underwood, MAI, SRA
June 8, 2018	7-Hour National USPAP (7:15 AM—3:30 PM) West Palm Beach 3-Hour Florida Appraisal Law 2018 (3:45—7:00 PM)	Vincent Dowling, MAI, SRA Timothy Andersen, MAI
June 14, 2018	Case Studies in Complex Valuation, CE 7-Hours	Leslie Sellers, MAI, SRA, AI-GRS
June 15, 2018	Examining Property Rights and Implications, CE 4-Hour 3-Hour Seminar, TBA	Leslie Sellers, MAI, SRA, AI-GRS
July 12, 2018	7-Hour National USPAP (7:15 AM—3:30 PM) West Palm Beach 3-Hour Florida Appraisal Law 2018 (3:45—7:00 PM)	Brian Flynn, MAI, AI-GRS, AI-RRS Timothy Andersen, MAI
July 20, 2018	What's New in Residential Building Construction—Florida?, CE 3-Hours Valuation Resources for Solar Photovoltaic Systems, CE 4-Hours	Sandra Adomatis, SRA Sandra Adomatis, SRA
August 17, 2018	7-Hour National USPAP (7:15 AM—3:30 PM) Miami 3-Hour Florida Appraisal Law 2018 (3:45—7:00 PM)	Bob Gallaher, MAI Patricia Birch
August 2018	Chapter Meeting 3 or 4-Hour Seminar, TBA	
September 14, 2018	Raising Appraiser IQ, CE 7-Hours	Ted Whitmer, MAI, AI-GRS
October 2018	7-Hour Seminar, TBA	
October 12, 2018	7-Hour National USPAP (7:15 AM—3:30 PM) Ft . Lauderdale 3-Hour Florida Appraisal Law 2018 (3:45—7:00 PM)	C. Kevin Bokoske, MAI, AI-GRS, AI-RRS Patricia Birch
November 9, 2018	The Tough One: Mixed Use Properties, CE 3-Hours Another View of the Tough One: Sales Comparison Approach for Small Mixed Use Properties, CE 4-Hours	Vincent Dowling, MAI, SRA Vincent Dowling, MAI, SRA
December 7	Business Practices & Ethics	Vincent Dowling, MAI, SRA

Registration and program details: http://www.myappraisalinstitute.org/education/SouthFlorida.aspx

South Florida Chapter of the Appraisal Institute
1500 W. Cypress Creek Road, Suite 103, Ft. Lauderdale, FL 33309
Phone: 954-229-0499
E-mail: sfchap@bellsouth.net
Website: http://www.southflorida-ai.org

Revised 10-2-2017

Membership

Designated Member Status Change
Jack Katsikos, MAI Terminated

Designated Member Transferred
Debra Price Tordella, MAI, SRA, from Southern New Jersey (Secondary Chapter South Florida)

Welcome New Practicing Affiliates
Kaitlyn Evans
Alejandro Garcia

We need your input!

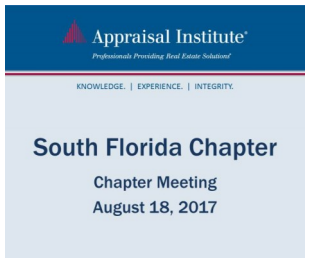
Do you have seminar topics you would like to see us present at chapter meetings? The South Florida Chapter is looking for 3-4 hour topics. Please consider developing a 3-4 hour program for our chapter that would be valuable to appraisers and the South Florida appraisal community.

Contact us at sfchap@bellsouth.net

MARK YOUR CALENDAR!

Chapter Meeting & Seminar
Friday, November 3
Boca Country Club
Boca Raton
11:15 am—4:30 pm

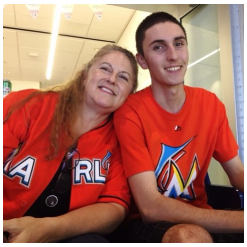
2-4 Unit Residential
Income Property Appraisals
Instructor: Vincent Dowling, MAI, SRA
CE 4-Hours, 0009706



Knowledge. Experience. Integrity.

The MAI, SRPA, SRA, AI-GRS and AI-RRS designations represent advanced knowledge. They stand for years of proven, real-life real estate valuation experience. And they always mean a commitment to strict professional ethics and standards.

FAMILY FUN DAY AT MARLINS PARK, AUGUST 27



We are here to help.

The Appraisal Institute Relief Foundation (AIRF) is here to help Appraisal Institute individuals and their families who are dealing with **Hurricanes Irma or Maria.**

For Emergency Financial Assistance

If you need assistance, or are aware of any eligible recipients who may, please contact the Appraisal Institute Relief Foundation at relieffoundation@appraisalinstitute.org for more information or complete the application below:

Download Appraisal Institute Relief Foundation Application for Assistance

Who We Are

The formation of the Appraisal Institute Relief Foundation (AIRF) grew out of concerns many of our members were expressing soon after the 2005 Gulf Coast hurricanes as to how they could help their colleagues.

The long-range goal of the AIRF is to be able provide immediate assistance to AI individuals who are victims of catastrophic disasters.

Sincerely,

2017 AIRF Board of Directors

Richard A. Stephens, MAI, SRA, AI-GRS, 2017 President

John A. Hillas, MAI, SRA, 2017 Vice President

Claire M. Aufrance, MAI

Kurt L. Reitman, MAI, SRA

Russell K. Sterling, MAI, AI-GRS

Nick A. Tillema, MAI, SRA, AI-GRS, AI-RRS

Stephen S. Wagner, MAI, SRA, AI-GRS

Florida Real Estate Appraisal Board

Schedule of meetings is listed, (subject to change as circumstances require), held by the Florida Real Estate Appraisal Board (FREAB). All meetings are held at the Division of Real Estate Commission Chambers in Orlando unless stated otherwise.

The Florida Real Estate Appraisal Board invites and encourages all members of the public to provide comment on matters or petition before the Board or a committee of the Board. The opportunity to provide comment shall be subject to Rule **61J1-7.020**, Florida Administrative Code: Interested individuals/parties may submit a written notice to the attention of FREAB PUBLIC COMMENTS via the following ways:

E-mail realpublicrecords@myfloridalicense.com

Mail: Division of Real Estate, 400 W. Robinson Street, Suite N801, Orlando, Florida 32801

Fax: 407.317.7245

The Division of Real Estate is now able to live stream the meetings. Please note the following:

The streaming is not recorded and it has limited space at this time. If you are unable to access the meeting, please try again later as access may become available during the day.

2017 General Meetings

- Monday, December 4, 2017

2018 General Meetings

- To Be Announced

News from AI

AI Joins Letter in Support of Proposed HUD Deputy Secretary
The Appraisal Institute joined nearly 60 other organizations in submitting a Sept. 4 letter to Senators Mitch McConnell, R-KY, and Chuck Schumer, D-NY, in support of Pam Patenaude's nomination to be Deputy Secretary of the U.S. Department of Housing and Urban Development. Read the letter.

AI Project Team Begins Search for New CEO
Earlier this month, eight AI Designated Members were appointed to the CEO Search Project Team. Their assignment is to identify and recommend to the Board of Directors one or more candidates to serve as the Appraisal Institute's next Chief Executive Officer. (You might recall from my email to all AI professionals last month that the Board accepted Fred Grubbe's resignation on Aug. 24.)

The CEO Search Project Team consists of Scott Robinson, MAI, SRA, AI-GRS, chair; Sandy Adomatis, SRA; Roger Bush, MAI, SRA; Joe Comperchio, SRA; Woody Fincham, SRA, AI-RRS; Charlie Lentz, MAI; Sara Stephens, MAI, AI-GRS; and Joe Woods, Jr., SRA. Joan Barngrover will serve as staff liaison.

AI Publishes Book on Green CRE Valuation: The Appraisal Institute published "The Valuation of Green Commercial Real Estate" by Tim Runde, MAI, LEED AP, and Stacey Thoyre, WELL AP, that helps valuation professionals identify and understand "green" property characteristics and to recognize their effects on market demand and value.

The book also explains how valuation professionals may incorporate the effect of green building into current appraisal methodology. Order your copy.

AI Opposes Commercial Appraisal Threshold Increase: The Appraisal Institute and the American Society of Farm Managers and Rural Appraisers jointly sent a letter August 18 to the Office of the Comptroller of the Currency, the Federal Deposit Insurance Corporation and the Federal Reserve opposing a proposed rule to raise the appraisal threshold level for commercial real estate loans. Read the joint letter.

AI Participates In Appraiser Trainee Webinar: President-Elect Jim Murrett, MAI, SRA, represented the organization on an August 23 webinar, "Train the Trainer," about overcoming training barriers in the valuation profession.

The event, hosted by October Research, addressed critical issues including standards for trainees, economical and feasible ways to do business with trainees, barriers to entry into the valuation profession, and regulations and legalities trainers need to know.
Jim's participation is part of a broader and ongoing organizational effort to promote the benefits of careers in the valuation profession.

AI Offers International Valuation Conference Content Online: The Appraisal Institute is pleased to offer video recordings of many sessions at the 2017 International Valuation Conference held in June in Ottawa, Canada. AI co-hosted the event with the Appraisal Institute of Canada.

Check out the informative content. The recordings are free for AI professionals to view; the cost is $25 for non-AI professionals.

AI Announces Details for 2018 Annual Conference: The Appraisal Institute's 2018 Annual Conference will take place July 30-August 1 in Nashville, Tennessee. Watch the video to see what's in store for attendees at the 2018 Annual Conference in Music City!

RAISE YOUR EXPECTATIONS FOR SUCCESS Learn More Appraisal Institute

Region X Government Relations Committee

Florida Governor Rick Scott signed the 'Appraisal Bill,' HB 927, on May 23, 2017. The legislation made significant changes to the state's appraiser licensing law and requires appraisal management companies to comply with federal minimum requirements for registration and oversight. The law takes effect Oct. 1, 2017.

The Appraisal Institute and the Region X Government Relations Committee advocated for two key improvements to the state's appraiser licensing law, and those provisions were incorporated into the bill.

The first provision authorizes Florida state-certified appraisers to complete Evaluations in compliance with the Interagency Appraisal and Evaluation Guidelines, which were adopted in December 2010 by the FDIC, Federal Reserve, and Comptroller of the Currency. These federal standards had not yet been approved as a standard on their own for use by state-certified appraisers in Florida for a transaction that does not require an appraisal by federal law. Before October 1, 2017, state-certified appraisers in Florida were prevented from providing Evaluations that were not in full compliance with the Uniform Standards of Professional Appraisal Practice, even though federal requirements only call for compliance with the Interagency Appraisal and Evaluation Guidelines. This update in legislature will bring Florida current in this regard, as similar legislation has passed or is in process in many states.

In speaking with multiple lenders, it became apparent that Evaluations will not be a substitute for Appraisal Reports; this additional appraisal service will allow for more demand for state-certified appraisers as Evaluations were previously being done by professionals that were not state-certified appraisers. Evaluation services in the state have previously been provided by non-appraisers, such as brokers and salespersons, accountants, financial analysts and data providers, none of whom have to meet the same licensing and standards compliance requirements as appraisers. State-licensed appraisers will now be able to perform services on these same terms in compliance with federal requirements for Evaluations. Florida joins Georgia, Illinois, Tennessee, and other states in allowing state-certified appraisers to perform Evaluations.

The second provision clarifies that the Florida Real Estate Appraiser Board, FREAB, has the authority to adopt rules allowing for the use of standards of professional practice other than USPAP for non-federally related transactions, Non-FRT. Such transactions include appraisal assignments for portfolio monitoring, financial reporting, litigation, tax and consulting, price allocations, among other areas. The law requires appraisers using development and reporting standards other than those contained in USPAP, to comply with USPAP Ethics and Competency Rules and other requirements adopted by FREAB by rule. The law clarifies that any valuation work performed under standards other than USPAP cannot be used to satisfy the experience requirements for any Florida appraiser credential.

Title XI, which gives the ASC jurisdiction on federally-related transaction appraisals to require their standard, USPAP, does not give the ASC jurisdiction for Non-FRT, nor does Title XI require appraisers to use USPAP for Non-FRT reports. In 2015 and 2016, the FREAB undertook a rulemaking proceeding that would have allowed the use of standards other than USPAP if additional standards "meet or exceed" USPAP. The provisions in HB 927 remove that arbitrary threshold and grant much broader authority to FREAB to consider standards other than USPAP. Further rulemaking proceedings will need to be undertaken by FREAB to fully implement this new provision. In discussions with a multitude of valuation industry professionals, a clear and concise alternative to the full USPAP is greatly desired to allow state-certified appraisers to compete with non-certified professionals doing real estate consulting and other Non-FRT work. In interviews with financial analysts who do valuation work, working outside USPAP, a simplified alternative standard was the number one criteria for them to have any desire to pursue state-certification, long-term, whereas previous requirements would cause state-certification to be counterproductive to their analysis business - one that is growing rapidly in commercial real estate. Since the financial analyst sector of valuation is growing, this could eventually attract more entry-level individuals into pursuing a trainee license, helping to offset and reverse the trend of dwindling numbers of state-certified appraisers.

The Region X Government Relations Committee, under the leadership of Chair Wesley Sanders, MAI, AI-GRS, advocated for this legislation, meeting and speaking with the State's Department of Business and Professional Regulation, and other stakeholders, about these two provisions. Additionally, AI professionals from across the State of Florida participated in the grassroots efforts of Region X's VALUEvent on Feb. 13-14th in Tallahassee, communicating with and meeting with many legislators to urge support for these provisions. Guidance by AI Manager of State and Industry Affairs, Scott DiBiasio, and the representation by Region X's legislative consultants Trey Goldman and Eddy Gonzalez, were instrumental in the progression of the provisions.

Region X plans to return to Tallahassee in early 2018 for another Region X sponsored VALUEvent. If you were un-able to attend in 2017, please make it a point in 2018. This is one of the most important things appraisers can do as an industry, because as this process has shown, the bankers, Realtors, AMC's, and other groups have shown up in lieu of appraisers for years, and they get first shot at writing appraisal legislation, but that's changing.

Wesley Sanders, MAI, AI-GRS, Region X Government Relations Chair
Scott DiBiasio, Appraisal Institute, Manager, State and Industry Affairs

Candidate Guidance

Our South Florida Chapter of the Appraisal Institute currently has 58 Candidates for Designation. Appraisal Institute approved Candidate Advisors are available to Candidates seeking help navigating and demystifying the designation process. Have questions? Need help? Candidates are encouraged to contact Debbie McClave at the Chapter Office, at 954-229-0499 or sfchap@bellsouth.net and/or me (Bob Mesner) at 561-791-6690 or mesner.re@comcast.net. **We are here to help you reach your professional real estate appraisal goals.**

Candidates are reminded to ensure you are positioned to meet your annual designation progress requirements. Progress requirements and accomplishments may be reviewed under the Candidate's ***My Account*** tab of the Appraisal Institute website within the ***Candidate Status Report*** and ***Candidate Minimum Progress*** table.

If you have not met minimum designation progress, do not risk losing credit for the requirements previously completed. File an extension request with the Appraisal Institute by calling 312-335-4111, or admissions@appraisalinstitute.org, or by completing the *Candidate for Designation Program Extension Request* on the Appraisal Institute website in the AI Resources section under Designation Requirements/Resources.

For those Candidates seeking the MAI, General Demonstration Report – Capstone Program will be reduced to three offerings in 2018. Enroll early.

Six designations have been conferred within the South Florida Chapter during 2017, as follows:

MAI – 3
AI-GRS – 3

We ask and challenge all designated members to encourage non-designated appraisers to contact the Chapter Office or Candidate Guidance Committee, such that we can answer questions about and explain the benefits of Appraisal Institute affiliation and designation.

REMINDER: For MAI Candidates that hold State General Certification by the Appraisal Institute the college degree requirement was removed by the National Board of Directors earlier this year. Now is the time to encourage those affected by this change to become Candidate Members.

Through August, the Appraisal Institute awarded 396 designations nationally this calendar year. A summary of the **Year-to-Date Designations** follows:

MAI – 202
SRA – 67
AI-GRS – 89
AI-RRS – 38

We welcome and invite your ideas and suggestions. We look forward to working together for the betterment of the South Florida Chapter, as we continue to promote the tradition of the Appraisal Institute.

Bob Mesner, MAI, AI-GRS
Chair, 2017 Candidate Guidance Committee
mesner.re@comcast.net

South Florida Chapter AI Candidate and Practicing Affiliate Group

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Designated Members Become an AI Advisor!

What is a Candidate Advisor?

The Advisor will serve as a resource for the Candidate, providing the Candidate with the benefit of his or her years with the Appraisal Institute and the appraisal profession. The Advisor can help the Candidate by using his or her knowledge of the basic Appraisal Institute designation requirements, directing the Candidate to resources on the Appraisal Institute website and at national headquarters, and encouraging the Candidate in his or her efforts to become an Appraisal Institute Designated member.

How will the Candidate(s) I advise be chosen?

A Candidate may request a particular Advisor or the Appraisal Institute can identify a potential Advisor for the Candidate. An Advisor can decide whether to accept assignment as an Advisor for specific Candidate(s). The Appraisal Institute will make the final decision as to who will serve as an Advisor for a specific Candidate.

How do I sign up to become an Advisor?

Take the Orientation course (should take less than half hour to complete) and complete the Advisor agreement form, presented at the end of the online Advisor Orientation.

An Advisor may receive up to **125 points (25 hours)** of **AI CE credit** in the category of "Service as A Candidate Advisor" towards their AI CE cycle in accordance with the Bylaws, Regulation No. 10 and policies of the Appraisal Institute.

Candidate Guidance

Registering for an advanced MAI designation course?

Have you completed the Advanced Education Diagnostic Test? If not, register today. You won't be able to register until you pass this exam! *Advanced Education Diagnostic Test*

2018 Comp Exam Dates

April 1-30, 2018
(recommended "apply by" date: Feb 20, 2018)

August 1-31, 2018
(recommended "apply by" date: Jun 20, 2018)

November 1-30, 2018
(recommended "apply by" date: Sept 20, 2018)

Due to the nature and logistics of the exam delivery format, transfers and refunds are NOT permitted.

Examinees must take ALL required modules within their chosen 30-day window or they will receive an incomplete on ALL modules in that offering.

Comp Exam Eligibility Requirements

· Attend and pass all required courses/exams
· Must have received credit for a four (4) year undergraduate degree from an accredited degree-granting educational institution as approved by ADQC or be an active state Certified General Real Property Appraiser
Meet the Ethics and Standards requirements for Candidates (this requirement consists of **both** Business Practices and Ethics **and** USPAP/IVS)

Please note: All required examinations must be taken at least six weeks prior to your Comp Exam test date to allow time for grading.

Comp Exam Guidelines and Resources

Comp Exam FAQs
The FAQs contain a list of the most commonly asked questions from Candidates about all Appraisal Institute Comprehensive Examinations for the following AI Designations: MAI, AI-GRS, and AI-RRS. We **highly recommend** all Candidates read these FAQs.

Comp Exam Guidebook
This guidebook includes comprehensive information about your Comp Exam, such as eligibility requirements, specific topics covered in each module, as well as registration and test-taking guidelines. Candidates **must** read the Guidebook **before** submitting an application.

Submit your Comp Exam Application.

Questions? comp@appraisalinstitute.org or (312) 335-4111.

2018 Capstone (General Demonstration Knowledge Requirement option - dates will be announced soon.

http://www.appraisalinstitute.org/demomai/

Help Clients Find YOU - Update Your Information Today!

Clients turn to the Appraisal Institute's **Find An Appraiser** online directory to search for appraisers to handle their assignments and your Appraisal Institute colleagues use "Find an Appraiser" for networking and referrals.

Designated members:
Log into your My AI account today to update your account. Once you have logged in, click on My AI Profile on the left-hand side.

Did you know you can upload your resume, international experience and your photo/company logo? View a sample profile to see what you can do.

Specialties can be added and help set you apart. Tip: As you add a specialty you will be required to answer a few questions before your profile will be updated. Please answer the questions to complete the process.

Candidates and Practicing Affiliates:
Have you checked your profile lately? Log in today and verify your information. Plus, add up to 20 listings to your account in "Update My Account".

2017 South Florida Chapter Leaders

President	Carlos Gobel, SRA
Vice President	Barbara Johenning, MAI
Secretary	Michael Cibene, SRA, AI-RRS
Treasurer	Kenneth Brown, MAI, SRA, AI-GRS
Directors 2015-2017	Virginia Guido, SRA Mendel Westberry, MAI Robert Scherer, MAI - Past President
Directors 2016-2018	Charles Badell, MAI Brian Flynn, MAI, AI-GRS Robert Mesner, MAI, AI-GRS
Directors 2017-2019	Julie Friess, SRA Luke Mittner, MAI Lee Smalley, MAI
Region X Representatives 2016-2017	Albert Armada, MAI, SRA Michael Cibene, SRA, AI-RRS Barbara Johenning, MAI Carlos Gobel, SRA - 2017 Chapter President
Region X Representatives 2017-2018	Enrique "Henry" Casado, MAI, SRA, AI-GRS, AI-RRS Julie Friess, SRA Robert Mesner, MAI, AI-GRS
Region X Alternate Representatives 2017	Gregory Becker, MAI Carolyn "Lynn" Bodor, SRPA Kenneth Brown, MAI, SRA Carlos Diez, MAI Robert Gore, SRA, AI-GRS Virginia Guido, SRA Trisha Guarnieri, MAI, AI-GRS Michael Jacobs, MAI, SRA James Milliken, MAI Claudia Vance, MAI

Appraisal Institute®

Professionals Providing Real Estate Solutions®

South Florida Chapter

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Phone: 954-229-0499
E-mail: sfchap@bellsouth.net
Website: http://www.southflorida-ai.org

2017 Committee Chairs

By-Laws	Charles Badell, MAI
Candidate Guidance	Robert Mesner, MAI, AI-GRS
Education	Claudia Vance, MAI
Finance	Kenneth Brown, MAI, SRA, AI-GRS
Government Relations	Walter Duke, III, MAI
Newsletter	Carolyn "Lynn" Bodor, SRPA
Nominating	Robert Scherer, MAI
Public Relations	Alta "Ali" Rogers
University Relations	Lee Smalley, MAI

National Committee Members from the South Florida Chapter

Enrique "Henry" Casado, MAI, SRA, AI-GRS, AI-RRS	Professional Standards and Guidance Committee, Member (2017)
Val Chiasson, MAI, SRA	Region X Chair (One of the Directors) (2018) & Audit Committee Member (2017) Audit Committee, Designated Member (2017)
Julie Friess, SRA	Appraisal Journal Editorial Board (2018) Diversity Panel Member (2017)
Ann Marie McCarthy, MAI	Nominating Committee, Member, Region X (2017)

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Chapter Leadership for 2018

The new leader's terms will begin on January 1, 2018.

2018 Officers

President
Barbara Johenning, MAI

Vice President
Michael Cibene, SRA, AI-RRS

Secretary
Kenneth Brown, MAI, SRA, AI-GRS

Treasurer
Robert Mesner, MAI, AI-GRS

Directors 2016-2018
Charles Badell, MAI
Brian Flynn, MAI, AI-GRS
Eric Wit, MAI, SRA, AI-GRS, AI-RRS
Carlos Gobel, SRA, Past President

Directors 2017-2019
Julie Friess, SRA
Luke Mittner, MAI
Lee Smalley, MAI

Directors 2018-2020
Howard Klahr
Jonathan Whitney, MAI

Regional Representatives 2017-2018
Enrique Casado, MAI, SRA, AI-GRS, AI-RRS
Julie Friess, SRA
Robert Mesner, MAI, AI-GRS
Barbara Johenning, MAI—2018 Chapter President

Region X Representatives 2018-2019
Michael Cibene, MAI, AI-RRS—2018 Chapter VP
Kenneth Brown, MAI, SRA, AI-GRS
Carlos Gobel, SRA

Alternate Regional Representatives 2018
Geri Armalavage, MAI
Gregory Becker, MAI
Carolyn "Lynn Bodor, SRPA
Carlos Diez, MAI
Robert Gore, SRA, AI-GRS
Michael Jacobs, MAI
Howard Klahr
James Milliken, MAI
Claudia Vance, MAI
Eric Wit, MAI, SRA, AI-GRS, AI-RRS

MARK YOUR CALENDAR!

2018 Chapter Meeting and Installation
Friday, January 26, 2018
Boca Country Club, Boca Raton
11:45 am—4:00 pm
Hot Topics and Myths in Appraiser Liability
Instructor: Peter Christensen, Esq.
CE 3-Hours, 0009715

LDAC 2018
Save the Date!
May 16–18 • *Hyatt Regency Washington on Capitol Hill*
Hosted by the Appraisal Institute

Chapter Meeting & Seminar

AI® South Florida Chapter

Location
Boca Country Club
17751 Boca Club Blvd.
Boca Raton, FL 33487

Fees
$99 AI Price*
$115 Full Price*

*Fee Includes
- Lunch Buffet
- 4-Hour Seminar

Register Early & Save
Fees increase $10 after October 26, 2017

Want to attend lunch and skip the seminar?
Fee for lunch and Chapter meeting only—does not include seminar $45.

Register

Schedule
Registration: 11:15 am
Lunch, Chapter Meeting & Seminar
11:30 am—4:30 pm

CE Credit
Appraisal Institute: 20 Points
FREAB: 3-Hours, 0009706

Complimentary self parking

2-4 Unit Residential Income Property Appraisals

Instructor: Vincent Dowling, MAI, SRA

Friday, November 3, 2017

The valuation of small residential income properties can be a challenging assignment for all practitioners. It requires familiarity with the property type, the local market, and the medium often requested by clients to communicate the appraisal service. The program is relevant for both general and residential practitioners who prepare appraisals on 2-4 Unit, Small Residential Income properties. These assignments require the appraiser to consider all three approaches. The form's structure is heavily weighted towards income and comparative analyses. This program will address the expectations of regular users of appraisal services for 2-4 family properties.

All aspects of the Fannie Mae 1025 and Freddie Mac 72 form report will be addressed. Suggestions to strengthen the work product will be offered thereby avoiding the time, cost, and embarrassment of responding to a follow-up letter or inquiry by clients and their reviewers. Additionally, ways to provide supporting documentation to meet USPAP and CPE requirements will be discussed with suggestions offered.

Specific areas to be addressed begin with: (1) the defining the Subject; (2) contract of sale; (3) site and improvement descriptions; (4) competitive lease review; (5) the Subject's actual leasing profile and forecasting its market rents; (6) ownership history; (6) sales comparison analysis; (7) reconciliation; (8) developing a pro-forma operating statement including estimating reserves; and (9) the various indicators of value developed when appraising these properties.

The program addresses the appraiser's responsibilities to meet various monitoring agencies requirements. Its flexible design will facilitate greater insight into many aspects of an income analysis. Suggestions will be offered while providing a forum to discuss different points of view.

Directions to Boca Country Club:

From I-95 traveling north or south: Exit at Congress Ave. Turn left on Congress Ave. (south). At the second stoplight, Boca Club Road, turn right. At the stop sign, turn left for self-parking. Look for the AI signs! Valet parking is also available.

From the Turnpike: Exit on Glades Road and head east to I-95. Go north on I-95 and follow directions above.

Appraisal Institute®
Professionals Providing Real Estate Solutions®
South Florida Chapter

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Register: *http://www.myappraisalinstitute.org/education/SouthFlorida.aspx*

FOR A LISTING OF EDUCATIONAL OFFERINGS SPONSORED BY THE SOUTH FLORIDA CHAPTER VISIT OUR WEBSITE @ http://www.southflorida-ai.org