



**Appraisal
Institute®**

*Professionals Providing
Real Estate Solutions*

July 2019

President's Message Michael Cibene, SRA, AI-RRS



It's an important time of be involved with the Appraisal Institute. The National AI leadership has been fighting for our rights and the need for appraisers to protect the financial soundness of America.

The AI supports:

- The passage of H.R. 2852, which would allow licensed appraisers to perform appraisals for Federal Housing Administration loans.
- Remove appraisal from the zero-tolerance bucket under the Truth In Lending Act's and Real Estate Settlements Procedures Act's Integration Disclosure rules, known as TRID.
- Establish parameters around rulemaking pursuant to the Economic Growth and Paperwork Reduction Act process.
- Authorize the Appraisal Subcommittee to serve as a "negotiated rulemaking committee" to establish consistent and flexible lender guidelines relating to appraisals that would address issues such as inactive or limited markets where there is an absence of comparable sales.
- Reform the nation's appraisal regulatory structure by establishing a nationwide licensing system for appraisers, where appraisers could find "one-stop shopping" for appraiser license application and renewals.

I encourage you to watch our National President, Stephen Wagner, MAI, SRA, AI-GRS, testify before Congress on June 20th for the hearing titled, "What's Your Home Worth? A Review of the Appraisal Industry" on YouTube. Please consider writing an email to Congress supporting these important appraisal issues.

Our Chapter had a successful 2019 Real Estate Forum on June 7th. We were honored to have a wonderful key note speaker, participants, moderators, food, location and sponsors. A very special thanks to our 2019 Real Estate Forum Chair, Trisha Guarnieri, MAI, AI-GRS, and her committee for organizing a fantastic day of networking, fun and learning. We want to build this into a yearly event that will include other real estate related professionals.

Our Chapter hosted a social-business card exchange on June 29th at the Funky Buddha with 30 in attendance. It was a great time to meet new and old colleagues in a social setting. We are planning another social-business card exchange next month in the Miami-Wynwood area. Stay tuned for the date and time...

We need you—the deadline to express interest for 2020 chapter committees and LDAC is August 1. Please complete the Leadership Resource Registry today!

See you all at the upcoming Chapter meeting at the Boca Country Club on Friday, August 23!

Michael Cibene, SRA, AI-RRS
2019 Chapter President
mikecibene@aol.com

Chapter Meeting and Seminar

Friday, August 23, 2019

The Boca Country Club

11:45 am—4:00 pm

The 50% FEMA Rule Appraisal (3-Hours)

Instructor: Patricia Staebler, SRA

CE 3-Hours, 0009810

Officers, Directors and Regional Representatives Elected to Serve in 2020

At the May 17 Chapter Meeting the following individuals were elected to serve our chapter. The new leader's terms will begin on **January 1, 2020**.

2020 Officers

President

Kenneth Brown, MAI, SRA, AI-GRS

Vice President

Robert Mesner, MAI, AI-GRS

Secretary

Charles Badell, MAI

Treasurer

Lee Smalley, MAI

Directors 2018-2020

Michael Cibene, SRA, AI-RRS, Past President
Howard Klahr
Jonathan Whitney, MAI

Directors 2019-2021

Gregory Becker, MAI
Vincent Dowling, MAI, SRA
Eric Wit, MAI, SRA, AI-GRS, AI-RRS

Directors 2020-2022

Geri Armalavage, MAI
Matthew Roach, MAI
Daniel Salcedo, MAI

Region X Representatives 2019-2020

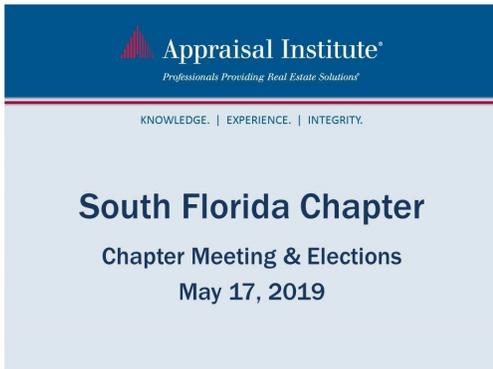
C. Kevin Bokoske, MAI, AI-GRS, AI-RRS
Kenneth Brown, MAI, SRA, AI-GRS-President
Trisha Guarnieri, MAI, AI-GRS
Robert Mesner, MAI, AI-GRS-Vice President

Region X Representatives 2020-2021

Gregory Becker, MAI
Robert Clobus, MAI, SRA
Lee Smalley, MAI

Alternate Regional Representatives 2020

Geri Armalavage, MAI
Charles Badell, MAI
Michael Cibene, SRA, AI-RRS
Michael Jacobs, MAI, SRA
James Milliken, MAI, AI-GRS
Matthew Roach, MAI
Donald Sarley, SRA
Claudia Vance, MAI
Jonathan Whitney, MAI
Eric Wit, MAI, SRA, AI-GRS, AI-RRS



Education

Bokoske, Dowling, Flynn, Gallaher, Andersen, and Birch are some of the 2020 instructors for the South Florida Chapter continuing education programs. Using the last names of these instructors sounds cool, right? Well, they are cool, each with their unique styles and they deliver education of the highest quality from the finest organization, the Appraisal Institute.



Success must be measured in benefits and I can tie that thought to the recent chapter event at the Westin Fort Lauderdale Beach Resort, a forum with unique and relevant topics regarding disruptors in present day markets. The panel was superb with Garrick Brown conveying an energetic mind opening analysis, thank you Sir!

What's next? On August 23rd a Chapter Meeting accompanied by [The 50% FEMA Rule Appraisal](#), a three-hour seminar with Patricia Staebler, SRA as the instructor. This will be held at the Boca Country Club from 11:45 am-4:00 pm.

Have you ever flown a drone? I have, it is a passion to me and could be to you too. These machines are also an excellent tool for appraisers and further to the real estate industry in general. On September 13 at the Courtyard by Marriott in Fort Lauderdale, Lamar Ellis, MAI, SRA will instruct [Appraisal Aerial Inspections Using a Drone](#). Give it a shot.

Then Vincent Dowling, MAI, SRA! [Evaluating Commercial Leases: The Tenant and the Terms Both Matter](#), on September 27. Don't miss this new seminar at the Courtyard by Marriott, Fort Lauderdale. 2020 is a renewal year, so plan to get your CE credits early!

One of the main topics in our world at this very minute should be, what would happen if regulators approve the residential threshold to \$400,000, or even worse at \$500,000? Just like the final rule when adopting the commercial real estate threshold.

These are my thoughts as I ran enough scenarios in my mind that I would like to share my opinion. The most certain outcome will be a decrease in bank related work since there will be no need for those residential transactions below the approved threshold, in this case so far \$400,000. I think this is a wildfire that will kill most of the residential practice, in my best estimate 65%. Most of the residential transactions amounts to less than \$500,000, so this simultaneously will modify the functions of AMC's and displace greatly the residential appraisal practice. In this undesirable "what if" I believe the survivors will be limited to SRA designated appraisers and some few non-designated that have demonstrated higher quality work. Why? Because the remaining transactions pass the threshold will require an appraisal with the difference that will high-end value or complex properties, which would typically require a few notches above the average quality bar, and a way to ensure that is to engage an SRA

designated appraiser. I admire the SRA designation because it requires knowledge, experience and ethics. SRA's go through an in-depth academic curriculum before experience reviews, a demonstration report grading, and a comprehensive exam. This rigorous designation program exceeds any State Appraisal Board requirement. From my perspective, the SRA is to the residential segment, what an MAI represents in the general appraisal practice.

With this in mind, the SRA designation will gain additional momentum.

The South Florida Chapter is currently working on a program that will offer the opportunity to fast track education for those already state certified appraiser who wishes to join a higher education level that no other organization offers - the recognized SRA designation!

Henry Casado, MAI, SRA, AI-GRS, AI-RRS
Chair, 2019 Education Committee
etcasado@me.com



Appraisal Institute®

Important! Check online [state approvals](#) prior to registering.

Funky Buddha Brewery, June 29



South Florida Chapter

2019 EDUCATION SCHEDULE

January 25, 2019	Chapter Meeting & Installation Airport Appraisals, CE 3-Hours Boca Country Club, Boca Raton	C. Kevin Bokoske, MAI, SRA, AI-GRS, AI-RRS
February 11-12, 2019	Practical Applications in Appraising Green Commercial Properties, CE 14-Hours	Timothy Runde, MAI
May 17, 2019	Chapter Meeting & Elections Ignorance Isn't Bliss: Understanding an Investigation by State Regulatory Agencies, CE 4-Hours Courtyard by Marriott, Fort Lauderdale	Timothy Andersen, MAI
June 7, 2019	Real Estate Forum 2019-The Evolution of Real Estate: E-Commerce Impact, CE 8 Hours The Westin Fort Lauderdale Beach Resort	Garrick Brown, Vice President, Retail Intelligence, Cushman & Wakefield
July 12, 2019	Valuation by Comparison: Residential Analysis and Logic, CE 7-Hours	Sandra Adomatis, SRA
August 23, 2019	Chapter Meeting The 50% FEMA Rule Appraisal, CE 3-Hours Boca Country Club, Boca Raton	Patricia Staebler, SRA
September 13, 2019	Appraisal Aerial Inspections Using a Drone, CE 7-Hours	Lamar Ellis, III, MAI, SRA
September 27, 2019	Evaluating Commercial Leases: The Tenant and the Terms Both Matter, CE 7-Hours	Vincent Dowling, MAI, SRA
October 11, 2019	Client Requested Evaluations-Appraisal Assignments: Welcome to the 21st Century, CE 4-Hours—AM Developing a Supportable Workfile, 3-Hours—PM	Vincent Dowling, MAI, SRA Vincent Dowling, MAI, SRA
October 25 2019	Managing Unusual Appraisal and Litigation Assignments, CE 7-Hours	Shawn Wilson, MAI Joni Herndon, SRA
November 1, 2019	Transferred Value, CE 7-Hours	Miami Ted Whitmer, MAI, AI-GRS
November 15, 2019	Chapter Meeting Florida Appraisal Law 2020, CE 3-Hours Courtyard by Marriott, Fort Lauderdale	Patricia Birch
December 6, 2019	Business Practices & Ethics, CE 6-Hours	Vincent Dowling, MAI, SRA

[Register](#)

Program details: <http://www.myappraisal institute.org/education/SouthFlorida.aspx>

South Florida Chapter of the Appraisal Institute
6330 N. Andrews Avenue, #183, Ft. Lauderdale, FL 33309
Phone: 954-229-0499
E-mail: sfchapterai.email@gmail.com

Revised 4-10-2019

Membership

New Designated Members

Todd Belcher, SRA
Niccola Ellefson, MAI, AI-GRS
J. Michael Phillips, MAI

Designated Member Status Change

Charleen McManus, SRA Practicing Life

Designated Members Transferred

Jose Cestero, MAI Secondary Chapter
Ralph Pena, III, MAI From North Texas
Lister Rivera-Laborde, MAI, SRA From Puerto Rico

New Candidates

Andres Amoedo, III	MAI Candidate
Sara Bartolini	SRA Candidate
Owen Black	MAI Candidate
Carlos Diaz	MAI Candidate
Duncan Ennis, Jr.	AI-GRS Candidate

Candidate-Transferred

Jennifer Smith To Massachusetts/Rhode Island

New Practicing Affiliate

Ann Hathaway
Lucian LaTourelle
Nicholas Steffen



Todd Belcher, SRA

I recently completed my SRA designation for the Appraisal Institute. It's been a long time, but I finally decided that I needed to enhance my profile as an appraiser. I had been an appraiser for 15 years before I finally decided to go ahead and complete this task.

The process was relatively simple, and I suggest going to the Appraisal Institutes live classes if possible. It's much easier to learn with an instructor, plus you get a good chance to meet other appraisers from across the country. I did finally do one class online, but that was mainly due to some personal issues that were going on with my family. I highly suggest the live courses though. You also get an advisor to help you through the process. He/she helps you with any questions and kind of guides you along, makes sure you stay on track.

Now that I've completed my journey, I am so happy that I went through it. I definitely learned a lot more than I thought I would. It's amazing the amount of information you actually pick up taking all these classes. The live interview, where the instructor goes through a report or two, also helps greatly. It really gave me some good ideas on how to make a better report. I would highly suggest getting your SRA if you are an appraiser. Try not to wait as long as I did, but just get it done. You will be amazed at how much you learn in the process, and that makes us all better appraisers.



J. Michael Phillip, MAI

The MAI designation symbolizes to me a professional who has put forth the time and effort to set themselves apart from their peers and be the very best in their profession. The entire process was a great learning experience and something that I am thankful that I have finally completed. For many years, the demo sat as my final obstacle that I was not looking forward to working on. This year, I made it a point to spend some late nights, weekends, and time off from work to complete the report. Looking back, the demo report was a great learning tool and was not as bad I had envisioned.

Now that all the requirements have been completed, it is fun to remember the steps along the way such as taking weekend courses at the North Broward Realtor Building with Debbie and Judy providing all the students with either bagels or doughnuts each morning, making the drive to Tampa to take the Comp, and putting in 20-hour days to complete the Demo.

I would like to thank Ted Allen, MAI; Richard Klein, MAI; and Joe Hatzell, MAI for sharing their knowledge and professionalism over a majority of my career, as well as Jesse Vance, MAI, SRA and Claudia Vance, MAI for helping me get started as an appraiser and getting me involved with the Appraisal Institute.

2019 Real Estate Forum-The Evolution of Real Estate: E-Commerce Impact

8 Great Speakers. 1 Great Event

Here's What You Missed!

Last month, the South Florida Chapter of the Appraisal Institute hosted a top-rate real estate forum that was an enlightening one-day event filled with great speakers, networking, expo and of course, so much learning.

Here's what attendees had to say...

"Great job with the RE Conference...Probably one of the best things I have attended in years." – Lance Zabatta

"It was great - and great fun!" – Ann Marie McCarthy

As expected, the cohesive mix of speakers coupled with the captivating Key Note speaker invigorated the attendees with stimulating discussions and perspectives. It was a pleasant venue, great food and great speakers. And, if you missed it, here's a recap for you!

Brandon Isner, Market Research Specialist – CBRE

Starting off the event, Brandon provided a "wake-up" question/answer intro and broad brush of the area real estate market trends and statistics. He brought a national perspective with a local flare. His discussions lead the way for the repurposing of real estate in the area.

Jenni Morejon, President/CEO - The Fort Lauderdale Downtown Development Authority

She is the first woman to lead the agency and promote sustained investment in the city's urban core. She has a hand's on working knowledge of all projects in the City, starting out as an urban planner, and brought lots of local knowledge to the table.

Tim Wilmath, MAI, ARA, Chief Appraiser – Palm Beach County Property Appraisers Office

Tim provided an insightful perspective on the valuation of real estate from an assessor's perspective, helping the audience to understand the differences. He has testified as an expert witness at the value adjustment board hearings, circuit and federal court, and a property tax consultant, in addition to several awards for property tax related articles.

Charles Ladd, President – Barron Real Estate, Inc.

As a local developer, Mr. Ladd has been involved in commercial development in South Florida since the mid-80's. He presented several projects in the area that depict the repurposing and topic-relevant examples to consider in the area, with a focus on Downtown Fort Lauderdale.

Diana Pubshara, Chief Marketing Office – Blanca Commercial Real Estate Inc.

As the chief marketing officer for Blanca Commercial Real Estate, a leading independent real estate services firm, she provided examples of mixed use and specialty assets throughout South Florida. As a business development executive, she understands the demands driving the needs of businesses in the area today.

Steve Cohen, Executive Vice President, IberiaBank

Steve gave the crowd an insightful view of the financial drivers behind the real estate market today, with a few nods to direction forecasting relative to local trends. Cohen and his team are known for taking a creative approach for meeting client's financial needs and objectives.

Robert Shapiro, President – Master Development, Inc.

Over the last 30 years, Bob has been involved as a partner in several successful retail and redevelopment projects. In partnership with Terry Salzman, they are in the process of developing the Dania Pointe project, a 9 million square foot planned mixed use development on I-95, along with several other projects highlighted in his presentation.

KEY NOTE – GARRICK BROWN, Vice President, Cushman & Wakefield

Garrick Brown enthralled the attendees with an enlightening presentation – as he walked among the attendees and engaged the group in thought-provoking discussions about e-commerce and the issues impacting the real estate world as we know it. He draws from years of experience, as one of the leading retail real estate analysts in the United States; speaking frequently at industry events and is regularly quoted by the Wall Street Journal, the CBS Evening News, NBC News, CNBC, National Public Radio, and dozens of Business Journals and other industry publications. He is the editor of the Cushman & Wakefield Retail Newline.

And that's a wrap! It was a great day of networking and learning with the South Florida Chapter of the Appraisal Institute. Thank you to all of our speakers that shared their key insights with us and to our sponsors who helped make the event happen.

Are you disappointed you missed out? Then start making your arrangements to attend our next Real Estate Forum in the Spring of 2020. Stay tuned for more details, and returning attendees to get "early bird" opportunities next year!

Trisha Guarnieri, MAI, AI-GRS
Chair, 2019 Real Estate Forum Panel
trisha.guarnieri@iberiabank.com

Thank you to our generous sponsors—2019 Real Estate Forum

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Ann Marie McCarthy, MAI
AMH Appraisal Consultants, Inc.



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Lee Smalley, MAI

Another year has come full circle and 100 valuation professionals from around the country descended onto Washington D.C. for LDAC 2019. This three-day conference, held from May 15 – 17, promotes forward thinking about the Appraisal Institute and its members as well as advocates for the appraisal profession on Capitol Hill. Not only does the think tanks result in good takeaways for our national leadership, but we also urge Congress and the Senate for support on appraisal regulatory relief and licensing modernization. Additionally, participants received updates

from Appraisal Institute leadership about the challenges faced by the appraisal profession.

Since its inception in 1969, LDAC has served a valuable leadership development function for the Appraisal Institute. Through a series of roundtable discussions, LDAC provides a forum where new ideas on topics of concern can be exchanged. Through these discussion forums, participants are asked to take a forward-looking view of the appraisal profession and the organization in order to anticipate and advance new programming ideas and initiatives. LDAC participants represented a particularly broad and talented spectrum of AI membership, including residential and commercial appraisers, designated members and candidates, current Chapter and Regional leaders and emerging associates, and valuation professionals from all manner of appraisal practice including appraisal review.

The South Florida Chapter of the Appraisal Institute had three selected chapter professionals to participate in LDAC 2019. These included third year participant, Lee Smalley, MAI; second year participant Greg Becker, MAI, MRICS; and James Milliken, MAI, AI-GRS. The main topics of the discussion groups this year included the role of the Chapter and maximizing value to the members, AI Education and Delivery, the changing landscape of the appraisal and regulatory environment, and setting ourselves apart to our clients.

Each discussion group provided insightful and though provoking ideas about what the future should (and hopefully will) look like for our profession going forward. A few snippets from the discussion groups gave way to ideas such as the appraiser podcast, Chapter Leadership and outreach to Universities to bring a younger pool of talent to the table, educating members on the newest technology and changes to the appraisal landscape in the face of appraisal waivers and alternative products, and other insightful ideas. The Appraisal Institute’s Executive Committee and Board of Directors clearly stand to benefit from the fresh and creative ideas, as well as some constructive criticism, that was delivered during the conference.

Also, LDAC emphasizes the importance of being actively involved in the political process by establishing an appraiser presence on Capitol Hill. AI professionals also lobbied lawmakers on modernization of the regulatory structure of appraisal licensing. This would allow appraisers who operate across multiple states the ability to manage their licenses from a single point and eliminate some of the redundancy between the State and Federal level.

All in all, LDAC is a great event and brings together a dedicated group whose goal is to keep their peers and the Appraisal Institute at the forefront of the valuation profession. For my main take away from LDAC 2019 I'd like to quote retired army general Eric Shinseki, who said “If you don’t like change, you’re going to like irrelevance even less.” We as an organization need be proactive in brining talent into our industry and making ourselves relevant in the face of the changing technological and regulatory environment we face. In a world of constant and disruptive changes we need to be able to identify the opportunities while avoiding the dangers.



Are you interested in attending LDAC in 2020 or volunteering for a committee?

REGISTRATION DEADLINE—AUGUST 1



[Complete the Chapter Leadership Resource Registry](#)

Candidate Guidance



It was a pleasure to see that several Candidates attended the 2019 Real Estate Forum. We are currently planning more events for Candidates to support them in their effort to become Appraisal Institute Designated Members.

According to the AI news release on May 23, 2019, as the number of real estate appraisers has decreased in recent years, rewarding career opportunities have opened for recent graduates.

“There are all sorts of benefits to a real estate valuation career,” said Appraisal Institute President Stephen S. Wagner, MAI, SRA, AI-GRS. “There’s a demand for your services, you control your work schedule, you can own a business, there’s solid earning potential, and you’ll find a variety of complex and unusual assignments.”

The number of active real estate appraisers in the U.S. (as of Dec. 31, 2018) stood at 78,015, a decrease of 5% from year-end 2017. The average rate of decrease for the past five years has been approximately 2.6% annually. Declines are expected to continue due to retirements, fewer new people entering the valuation profession, economic factors, government regulation and greater use of data analysis technologies. That trend creates opportunities for the next generation of appraisers.

Nationally, there have been 244 new designations in 2019. Within the South Florida Chapter, three designations have been conferred so far this year, one who received MAI designation, one who received SRA designation, and one who received AI-GRS designation. In 2018, eight designations were conferred within the South Florida Chapter;

one who received SRA, and AI-RRS designations, six who received MAI designations, and one who received SRA designation.

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.

Approved 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 sfchapterai.email@gmail.com and/or me (Matt Roach, MAI) at mroach@josephjblake.com. *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.

As you may have heard, the Board approved changes to the Annual Minimum Progress requirement. Going forward, while Candidates are still recommended to complete sufficient requirements per year to fulfill their timeline, they will be considered to have met Annual Minimum Progress if they have completed – or attempted to complete – at least one requirement per year.

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 or completing the *Candidate for Designation Program Extension Request* on the Appraisal Institute website in the AI Resources section under Designation Requirements/Resources.

Candidates who took an online course (either on-demand or synchronous), who are taking challenge exams or have applied for the Comprehensive Exam, Candidates should schedule the exams as soon as possible and not wait until the end of the window, for the best availability of locations and dates. If they wait too late – especially during the busy months of November through January – Pearson VUE might not have availability.

Reminder: The Appraisal Institute Education & Relief Foundation offers a number of scholarships (in addition to any your chapter might offer). While some are for college students, many benefit Candidates for Designation. Keep in mind these scholarships are for courses only, not Capstone, not challenge exams or re-exams, and they are not available to Candidates who are re-taking a course they previously attended.

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.

Matthew Roach, MAI
Chair, 2019 Candidate Guidance Committee
mroach@josephjblake.com



[South Florida Chapter AI Candidate and Practicing Affiliate Group](#)

[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](#)

Comp Exam Dates 2019

November 1-30, 2019

Recommended "apply by" date: [Sept. 20, 2019](#)

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 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.](#)

2019 Capstone (General Demonstration Knowledge Requirement options are sold out. The 2020 offering will be announced soon. <http://www.appraisalinstitute.org/demomai/>

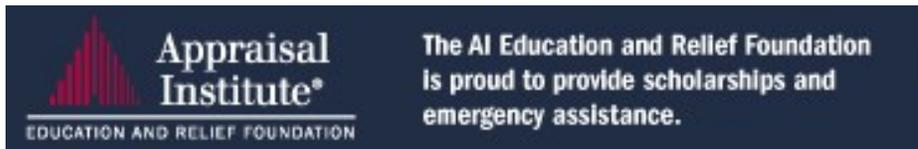
Appraisal Institute Scholarships—<https://www.appraisalinstitute.org/education/education-resources/scholarships/>

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

REGISTER

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.



Find out more about AIERF today.

[More Info](#)

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](#)".



News from AI

AI Testifies at House Subcommittee Hearing

AI President, Stephen Wagner, MAI, SRA, AI-GRS gave important testimony June 20 to the House Financial Services Committee's Housing, Community Development and Insurance Subcommittee, commenting on a range of residential appraiser concerns and expressing support for two bills pending before the Committee.

The first bill – H.R. 2852 – would allow licensed appraisers to perform appraisals for Federal Housing Administration loans and would reaffirm verifiable education requirements for FHA appraisers. The second bill – a "discussion draft" from Rep. Lacy Clay, D-Missouri – would give greater flexibility to registry fees assessed by the Appraisal Subcommittee and would require separate disclosure of AMC fees to consumers.

Learn more about [AI's testimony](#).

Industry Leadership: AI Contributes at Major Events in June

In keeping with the Appraisal Institute's commitment to convey its thought leadership to real estate professionals and others, I was joined by Vice President Rodman Schley, MAI, SRA; Immediate Past President Jim Murrett, MAI, SRA; and Chief Executive Officer Jim Amarin, MAI, SRA, AI-GRS, at the Appraisal Institute of Canada Annual Conference, June 5-8, in St. John's, Newfoundland.

Additionally, President-Elect Jeff Sherman, MAI, AI-GRS, represented AI on a panel at the International Right of Way Association Education Conference, June 9-12, in Portland, Oregon, re: "Corridor Valuation: An Overview and New Alternatives." AI also exhibited at this event.

AI's 2016 President, Scott Robinson, MAI, SRA, AI-GRS, AI-RRS, presented at the International Valuation Standards Council/World Association of Valuation Organizations Global Valuation Conference, June 13-14, in Frankfurt, Germany, re: "Impact and Opportunity of Technology-Based Valuation." AI's 2010 President, Leslie P. Sellers, MAI, SRA, AI-GRS, represented the Appraisal Institute at a June 18 meeting of the International Valuation Standards Council's Advisory Forum Working Group in London.

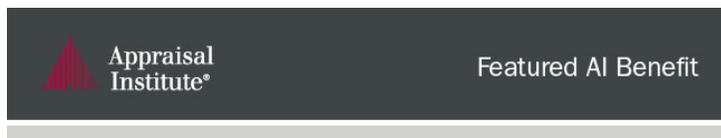
Other News Around AI

And here's some other important news from the Appraisal Institute:

In collaboration with Freddie Mac, AI has added new offerings around the country of its practical appraisal training for appraisers to address manufactured housing valuation assignments for Freddie Mac's CHOICEHomeSM. See the new offerings of this [great initiative](#).

- Coming soon: the Appraisal Institute will launch a new online association management system, or AMS, this fall. More information about this software, affecting all AI professionals, will be forthcoming.

If you're interested in serving on an Appraisal Institute national committee in 2020, you'll need to complete the Leadership Resource Registry by Aug. 1. [Learn more](#).



VALCRE Appraisal Institute is excited to announce that *for the months of July and August*, Valcre is offering special discounts to all AI Professionals.

Tier	July/August Special Includes	*All tiers include free data migration from any platform currently being used*
Starter	Free 30-Day Trial	See Valcre Plans Schedule a Demo Contact Valcre Sales <i>Learn more about Valcre and the Appraisal Institute Professional Pricing Plans Email Valcre Sales at sales@valcre.com to get started today!</i>
Advanced	80% off first two months	
Professional	80% off first two months	

Visit the [AI Benefits](#) page for more information on exclusive discounts for AI Professionals.

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.

2019 General Meetings

- Monday, August 5, 2019
- Monday, October 7, 2019
- Monday, December 9, 2019

Special Magistrates for the Martin County Value Adjustment Board's Tax 2019 Cycle

The Martin County Value Adjustment Board invites qualified appraisers and attorneys to submit proposals and applications to serve as Special Magistrates. Based on review and evaluation of the application, a list of Attorney Special Magistrates and Appraiser Special Magistrates will be established and approved.

Instructions and applications may be obtained from Beth Wright, Deputy Clerk, 772-288-5593, or via email @ VAB@MartinClerk.com. Information is also available on the Clerk of Court's website at: www.MartinClerk.com. [Special Magistrate Application Value Adjustment Board Martin County](#)

APPLICATIONS MUST BE RECEIVED BY THE CLERK'S OFFICE BY AUGUST 23, 2019 TO BE CONSIDERED.

If you have questions please contact VAB@MartinClerk.com.

2019 REAL ESTATE FORUM JUNE 7



2019 South Florida Chapter Leaders

President	Michael Cibene, SRA, AI-RRS
Vice President	Kenneth Brown, MAI, SRA, AI-GRS
Secretary	Robert Mesner, MAI, AI-GRS
Treasurer	Charles Badell, MAI
Directors 2017-2019	Julie Friess, SRA, AI-RRS Luke Mittner, MAI Lee Smalley, MAI Barbara Johanning, MAI-Past President
Directors 2018-2020	Howard Klahr Jonathan Whitney, MAI
Directors 2019-2021	Gregory Becker, MAI Vincent Dowling, MAI, SRA Eric Wit, MAI, SRA, AI-GRS, AI-RRS
Region X Representatives 2018-2019	Michael Cibene, MAI, AI-RRS—2019 President Kenneth Brown, MAI, SRA, AI-GRS—2019 VP Carlos Gobel, SRA Barbara Johanning, MAI
Region X Representatives 2019-2020	C. Kevin Bokoske, MAI, AI-GRS, AI-RRS Trisha Guarnieri, MAI, AI-GRS Robert Mesner, MAI, AI-GRS
Region X Alternate Representatives 2019	Geri Armalavage, MAI Charles Badell, MAI Gregory Becker, MAI Enrique Casado, MAI, SRA, AI-GRS, AI-RRS James Graber, MAI Michael Jacobs, MAI, SRA Howard Klahr Andrew Rolf, MAI Donald Sarley, SRA Claudia Vance, MAI



South Florida Chapter

6330 N. Andrews Avenue, #183
Fort Lauderdale, FL 33309

Phone: 954-229-0499
E-mail: sfchapterai.email@gmail.com
Website: <http://www.southflorida-ai.org>

2019 Committee Chairs

By-Laws	Michael Jacobs, MAI, SRA
Candidate Guidance	Matthew Roach, MAI
Education	Enrique Casado, MAI, SRA, AI-GRS, AI-RRS
Finance	Charles Badell, MAI
Government Relations	Ann Marie McCarthy, MAI
Newsletter	Claudia Vance, MAI
Nominating	Barbara Johanning, MAI
Public Relations	Howard Klahr
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 (2019)
Julie Friess, SRA, AI-RRS	Appraisal Journal Editorial Board (2020)
Lister Rivera-Laborde, MAI, SRA	International Relations Committee, Member (2019)



South Florida Chapter President
Michael Cibene, SRA, AI-RRS and
National President
Stephen Wagner, MAI, SRA, AI-GRS



Chapter Meeting and 3-Hour Seminar



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

Fees

\$89 AI Price*

\$105 Full Price*

*Fee Includes

- Buffet Lunch
- 3-Hour Seminar

Register Early & Save

Fees increase after August 12, 2019

Want to attend lunch and skip the seminar?

The fee for lunch & Chapter meeting only—
does not include seminar \$45.

Register

Schedule

Registration: 11:45 am

Lunch, Chapter Meeting & Seminar

Noon — 4:00 pm

CE Credit

Appraisal Institute: 15 Points

FREAB: 3-Hours, 0009810

Complimentary self parking.

The 50% FEMA Rule Appraisal, 3-Hours Instructor: Patricia Staebler, SRA Friday, August 23, 2019

During this 3-Hour seminar, participants will learn how FEMA rules and regulations impact pre-firm buildings in flood zones during rebuilding or rehab efforts. Cities participating in the Community Rating System are striving for NFIP discounts and therefore implement the FEMA rules into their local building codes. Students learn about the different flood zones and the base flood elevations which dictate the building elevation. How is the 50% FEMA rule calculated and what is the substantial development definition will be addressed during class. The correct contents of a 50% FEMA Rule appraisal will be addressed as well as the inclusions and exclusions based on the FEMA Publication 758, the correct valuation by utilizing RCV/ACV and the application of life expectancy and depreciation. The class will conclude with examples from the work files from residential, commercial and industrial assignments.

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.

This Educational Program (Program) was developed and organized by the Appraisal Institute Chapter offering the Program with the intent of addressing topic(s) of current local interest solely for educational and informational purposes. The Appraisal Institute national organization was not involved in developing or organizing the Program.

The content of this Program, including but not limited to any written materials and presenter comments, does not represent the viewpoint of the Appraisal Institute (defined as including but not limited to, the national organization, its Regions, Chapters, members, candidates, affiliates and staff) unless formally adopted by the national Board of Directors. Further, the Appraisal Institute has not peer-reviewed or approved the content of the Program and does not warrant the accuracy or timeliness of the content of the Program. The content of the Program is subject to court decisions and local, state and federal laws and regulations and any such revisions of such laws and regulations.

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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>