

THE APPRAISERS' APPRISER

Editor: Claudia Vance

President's Message—Greg Becker, MAI



As summer draws to a close and summer vacations end, hopefully everyone had the opportunity to recharge and refresh as we head into what everyone hopes is a busy year end; however, given the uncertainty of interest rates and the upcoming election, there will likely be little clarity until later in the year.

While things are slower, this is a great chance to finish up any remaining continuing education requirements before the November 30, 2024 license renewal deadline. The chapter has put together a number of great offerings plus national has a variety of classes to satisfy your requirements but also give you the opportunity to sharpen your skill set. I was just reading about an appraiser looking for fast, cheap and easy classes to meet their requirements. No where in this request was educational, worthwhile or thought provoking... Reading down the same thread, another appraiser noted that they completed the 7-hour USPAP class in 2 hours and the remaining 23 hours of required CE in an additional 4 hours, so six hours of "work" to "earn" 30 hours of CE. What do you think this appraiser really learned?

Before November 30th, the chapter is offering Florida Law and the 7-hour USPAP classes twice, along with Artificial Intelligence, Blockchain and the Metaverse: Implications for Valuation CE 7-Hours live stream/synchronous on September 26th and Critical Thinking and Junk Science, CE 7-Hours live stream/synchronous

on October 3rd plus Lunch and Learn – Mass Appraisals vs. Single Property Appraisal, CE 2-Hours, live stream/synchronous on October 29th.

Remember when you're picking your educational opportunities for CE:



While the Appraisal Institute strives to make our educational opportunities more accessible and affordable, no matter where else you go, you will not get the quality of instruction and actual value relative to the amount you spend, unless you are just looking to check a box on your renewal to complete the 30 hours. Pick classes that expand your knowledge base and help you become a better appraiser, perhaps opening you up to adding additional services to your offerings. I have another seven hours to complete and I need to make sure that the hours will count for each of my state certifications, but regardless of what class I select, it will be something that I learn from, not just race to see how quickly I can finish.

Continued-Page 2

Make a lunch date with Sandra Adomatis, SRA 2024 Appraisal Institute National President



- Date:** September 18, 2024
- Time:** Login: 11:45 AM; Meeting Noon —1:00 PM
- Location:** Virtual, 3rd Quarter South Florida chapter meeting
- Menu:** BYOL
- Purpose:** To become informed of the activities and changes taking place at the Appraisal Institute
- Topics:** One Appraisal Institute; PAREA; Legislative requirements; Membership statistics; and more!
- Registration:** Required—No Fee. Benefit—Priceless!

President's Message—Continued

As far as finishing out the year, Henry Casado and I will be attending the 4th quarter regional meetings in Kansas City on September 30, and I will be sure to pass along any information shared in my next missive.

As always, we represent you and the chapter at national, if you have any questions or concerns that you would like us to share with national leadership, please reach out to either Henry or me and we will be sure to share your concerns and report back with any response.

Thank you,

Greg

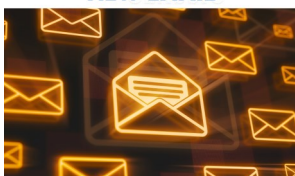
Greg Becker, MAI
2024 Chapter President
Greg.Becker@colliers.com



Leadership Development & Advisory Council – May 15-17, 2024



NEW EMAIL
NEW EMAIL
NEW EMAIL



The South Florida Chapter has a new email address.

SouthFloridaChapter@appraisalinstitute.org Please update your address book!

You can also email me directly at debra.mcclave@appraisalinstitute.org

Leadership, Development and Advisory Council, May 15-17, 2024



Greetings, South Florida Chapter Members. Matt Roach, MAI and I would like to take this opportunity to thank the South Florida Chapter nominating committee for allowing us the privilege to serve as your representatives at The Leadership Development and Advisory Council (LDAC) in Washington D.C. this year. As you probably know, LDAC is an event that unites +/- 120 appraisers from throughout the country in Washington D.C. in a joint effort to help our organization and our appraisal profession. It is a three-day think tank designed to identify and solve problems. Matt and I would like to share some highlights and takeaways from our trip.

This year's break-out sessions focused on four primary areas of improvement:

- Education
- Public trust
- Business/marketing development
- Ideas for the relaunch of the AI national conference

Some highlights and takeaways that resulted from the lively discussions in the breakout sessions:

- Better education offerings and delivery options

There was a consensus that to be relevant and competitive, education must be offered in all formats, i.e. in-person, online, and hybrid (synchronous). We also need some additional course selections beyond the qualifying and recurring CE offerings, including some cross-pollination with other areas of real estate and valuation practices.

- Reaffirming public trust as the cornerstone of our professional practice

Dialogue in this area targeted how to bolster our reputation in the context of public trust. Reasons for degraded public trust pointed to wide disparities in appraised values seen in litigation, substandard appraisal quality, and appraisal bias. We discussed ways to deal with these issues.

- Business/marketing

Ideas presented included integration of more advanced technology, particularly offering members and end-users refined website tools to optimize searches on the revamped Appraisal Institute website. Some discussion reaffirmed the importance of in-person, collaborative events and classes that will lead to relationship building, connectivity, professional community, and networking opportunities. Conversations also addressed other areas of valuation practice outside financial lending and how to break through the barriers to entry in those areas.

- Ideas for the relaunch of the AI national conference

Leadership asked us what would incentivize us to attend a national conference. How important is cost, location, and continuing education? Who would we have as a keynote speaker? What other inducements can we offer to increase attendance? What education would we provide? What other side events would we have for spouses and family who have made this a family trip?

On the lobbying side, Matt and I advanced two issues that carried over from last year's lobbying efforts, specifically the transparency in AMC fee disclosures and the creation of a Portal for Appraisal Licensing (or PAL Act.)

- Transparency in AMC fee disclosures

The AMC Fee Disclosure Act's objective is for transparent reporting of AMC fees collected when awarding appraisal assignments. Interestingly, the Dodd-Frank Act was written with the intent to disclose these fees but for a last-minute push allowing a one-word language change from the word 'shall' to 'may' which resulted in AMCs *not* having to disclose their fees. Consequently, AMCs can assign work to the lowest bidder to get the highest fees for themselves with no regard to low-quality and sub-standard appraisals that often stem from rock-bottom bids. The Appraisal Institute's objective is to reinstate the initially intended AMC fee transparency by asking that the original language and intention find its way back into the language from 'may' to 'shall.'

- Portal for Appraisal Licensing or PAL Act

The goal here is to create a centralized licensing portal to help appraisers track, update, and renew national licenses. With staggered renewal cycles, differing continuing education courses, varying fees, and inconsistent state reporting requirements, multiple state licensing has become increasingly burdensome. A centralized system will help streamline efficiencies and lower administrative costs for both states and appraisers.

Again, Matt and I want to thank the South Florida Chapter of the Appraisal Institute for sponsoring our attendance at LDAC. It was truly an eye-opening experience to connect with so many talented individuals and future leaders in our profession. While we hear membership is declining, the members we met are optimistic about the future under the guidance of the current leadership. It's an exciting time to be a part of the Appraisal Institute, as our organization is undergoing significant changes in management and vision. We heard from our national representatives that they want to create a more inclusive community within the Appraisal Institute organization that will feel accessible and will represent all members. We look forward to being a part of that change.

Irene Sokoloff, MAI (First year LDAC attendee)
Matt Roach, MAI (Second year LDAC attendee)

Officers, Directors, Regional Representatives and Alternates—2025

At our May 13th chapter meeting the following individuals were elected to serve. The new leader's terms begin on January 1, 2025.

Officers

President: Enrique Casado, MAI, SRA, AI-GRS, AI-RRS
Vice President: Matthew Roach, MAI
Secretary: Jose Cestero, MAI, SRA, AI-GRS
Treasurer: Ralph Pena, III, MAI

Directors 2023-2025

Luke Mittner, MAI
Andrew Rolf, MAI
Robert Scherer, MAI
Gregory Becker, MAI (Past President)

Directors 2024-2026

Scott Powell, MAI
Claudia Vance, MAI

Directors 2025-2027

Inna Babakulieva, MAI
Mark Lago, MAI
Irene Sokoloff, MAI

Regional X Representatives 2024-2025

Jose Cestero, MAI
Ralph Pena, III, MAI
Scott Powell, MAI

Region X Representatives 2025-2026

Enrique Casado, MAI, SRA, AI-GRS, AI-RRS—President
Matthew Roach, MAI - Vice President
Irene Sokoloff, MAI
Mark Lago, MAI

Region X Representatives 2025 Alternates

Carlos Gobel, SRA
Luke Mittner, MAI
Inna Babakulieva, MAI
Bryan Kuypers, MAI
Chad Stites, SRA



University Relations



Anthony Bonet, MAI
Chair, 2024 University Relations Committee
abonet@bbgres.com

I made a presentation to the FIU Master of Science in International Real Estate students on the evening of June 6th. Dr. Beracha, who runs the FIU School of Real Estate, was present along with several dozen students who joined in person and online. The broad ranging presentation lasted about 20 minutes and included brief discussions on appraisal as a career, what the Appraisal Institute's purpose is, and why students should join AI now. The students showed genuine interest during a 20-minute Q&A which followed the presentation. Dr. Beracha invited me to return in Fall semester to present to the new students, which I am in the process of confirming.



Education



Ralph Pena, III, MAI
Chair, 2024 Education Committee
ralph.pena@colliers.com

Hard to believe that we are in the third quarter! Please ensure that you have reviewed your continuing education hours on the DBPR website—see if you need any last minute CE.

Below are the remaining offerings for 2024. Please do not hesitate to contact me if you have any questions!

I would like to take this opportunity to congratulate Irene Sokoloff, MAI. Irene has agreed to serve as our 2025 education chair! Feel free to reach Irene with topics of interest!

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

Search Online Education from
the Appraisal Institute [SEARCH TODAY](#)



2024 Education and Events — Sept. & Oct. 2024

September 12, 2024 Live stream via Zoom	Florida Appraisal Laws and Rules	3-Hours	Timothy Andersen, MAI
September 18, 2024 Live stream via Zoom	Virtual Chapter Meeting. Noon—1:00 PM Lunch and learn about one Appraisal Institute, PAREA, What's Happening in DC; University	No CE	Guest Speaker Sandra Adomatis, SRA 2024 AI National President
September 19, 2024 Live stream via Zoom	2024-2025 7-Hour National USPAP Update	7-Hours	Brian Flynn, MAI, SRA
September 26, 2024 Live stream Via Zoom	New — Artificial Intelligence, Blockchain and the Metaverse: Implications for Valuation	7-Hours	Mark Linne, MAI, SRA, AI-GRS
October 17, 2024 Live stream Via Zoom	New — Critical Thinking and Junk Science	7-Hours	Randall Bell, PhD, MBA, MAI Michael Tachovsky, PhD
October 23, 2024 Live stream via Zoom	Florida Appraisal Laws and Rules	3-Hours	Nicholas Pilz, MAI, SRA, AI-RRS
October 24, 2024 Live stream via Zoom	2024-2025 7-Hour National USPAP Update	7-Hours	Dana Thornberry, MAI, SRA
October 29, 2024 Live stream via Zoom	New — Mass Appraisal vs. Single Property Appraisal	2-Hours	Kevin Hayes, MAI and Michael Twitty, MAI

[Register](#)

Registration & Program Details: <https://www.southflorida-ai.org/>



In Memorium — Michael R. Slade, MAI, SRA

One of our longtime designated members passed away in April. Mike maintained his commitment to service by volunteering for both professional organizations and helping Florida's underrepresented youth. Mike has served as National Chairman for the Ethics Administration and National Vice-Chairman of Ethics and Counseling for the Appraisal Institute. He also was President of the South Florida Caribbean Chapter of the Appraisal Institute, Chairman of the Palm Beach County Housing Authority (appointed by Gov. Lawton Chiles), Member of the Board of Directors for the Chamber of Commerce for the Palm Beaches, National Chairman of the Young Advisory Council for the Society of Real Estate Appraisers, the inaugural Chairman of the Board of Directors of Boys Town of South Florida, and served as a Guardian Ad Litem volunteer.

Mike will be missed by his family and friends at the Appraisal Institute!

Membership Meeting and More!



Live stream

CHAPTER MEETING

SEPT 18TH 11:45 AM

SANDRA ADOMATIS, SRA

JOIN US
WWW.SOUTHFLORIDA-AI.ORG



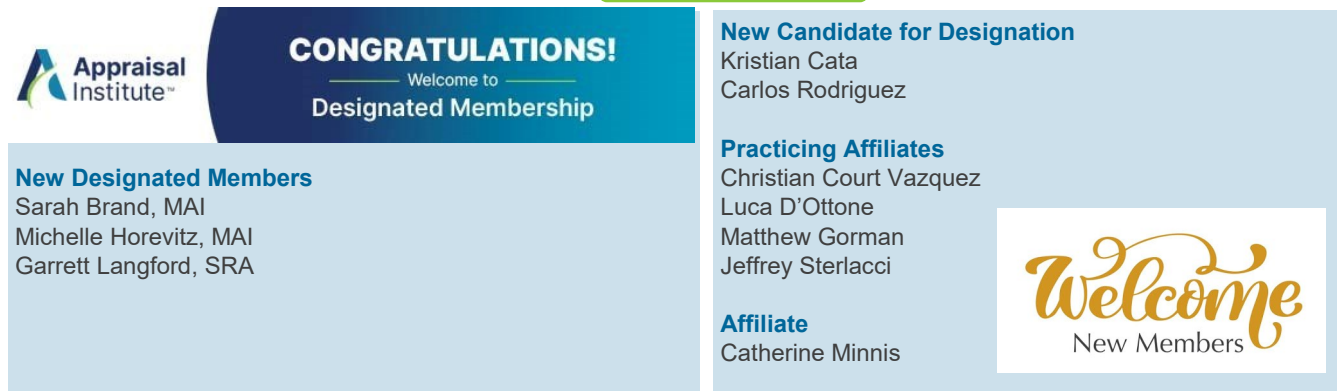
Appraisal Institute™
South Florida Chapter

The Appraisal Institute continues to be an innovator and trusted ally for its members and the valuation field, but, at this exciting time in our history, AI has rebranded with refreshed education, enhanced strategies, and thoughtful reorganization. Find out what AI has to offer, so much more than a new logo!

Lunch and learn about One Appraisal Institute, PAREA, What's Happening in DC; University Relations and other topics facing appraisers today! Followed by a Q & A session.

Please plan to attend this informative meeting. [Register today!](#)

Membership Updates



CONGRATULATIONS!
Welcome to
Designated Membership

New Designated Members
Sarah Brand, MAI
Michelle Horevitz, MAI
Garrett Langford, SRA

New Candidate for Designation
Kristian Cata
Carlos Rodriguez

Practicing Affiliates
Christian Court Vazquez
Luca D'Ottone
Matthew Gorman
Jeffrey Sterlacci

Affiliate
Catherine Minnis

Welcome
New Members

Take Your Career to the Next Level



Knowledge. Experience. Integrity.

[MAI](#), [SRPA](#), [SRA](#), [AI-GRS](#) and [AI-RRS](#)

Stand out from the crowd. Show your commitment to advanced learning and strong ethical professional practice with an Appraisal Institute designation. They stand for proven real estate valuation practice and demonstrate a commitment to professional ethics and standards. They signify to courts, governmental agencies, financial institutions and more that you are at the top of your game and set you apart from other appraisers.



2024 Chapter Officers

President
Gregory Becker, MAI

Vice President
Enrique Casado, MAI, SRA, AI-GRS, AI-RRS

Secretary
Matthew Roach, MAI

Treasurer
Jose Cestero, MAI, SRA, AI-GRS



More News!



Appraisal Institute (AI) is dedicated to helping you reach new heights in your professional journey. As the gold standard in the profession, we listened to the growing need for an accessible path to appraisal experience. We're excited to announce our latest program – AI PAREA.

AI Practical Applications of Real Estate Appraisal (PAREA) is an alternative to the traditional experience requirement. The program features a flexible, hybrid learning environment that allows aspiring appraisers to gain appraisal knowledge and experience on their own time, from wherever they are, to achieve the Licensed Residential Real Property Appraiser (LR) credential.

Dedicated mentors are automatically assigned to participants, relieving the stress point of finding the right supervisor. Participants communicate regularly with their mentor for support and encouragement as they appraise properties in a simulated environment, applying qualifying or pre-licensing education to real-life situations. The program provides consistent and robust experience opportunities based on contemporary appraisal theory and methodology from the Appraisal Institute.

The future of appraisal experience is here! [Learn more about AI PAREA](#)



Join hosts **Warren Boizot, SRA, AI-RRS**, and **Tonia Vailas, MAI, AI-GRS**, each month as they share appraiser experiences, insights and stories with other credible experts in the valuation profession.

Tune in as they dive into the latest trends, news, association updates and more. Don't miss out on appraisal news you won't find anywhere else, all delivered at face value.

Listen and watch the newest episode below or [see More Face Value Episodes](#).



EDUCATION AND RELIEF FOUNDATION

AIERF Minorities and Women AI Course Scholarship—Apply by October 1

Minorities and women Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designations.

AIERF AI Course Scholarship—Apply by October 1

Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designations.

AIERF Practicing Affiliate Course Scholarship—Apply by October 1

Practicing Affiliates who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the state certification.

Additional scholarships, information and submission requirements are available on the [AIERF website](#). If you have any questions regarding the scholarships, please email ai erf@appraisalinstitute.org or call 312-335-4133. [Apply today!](#)

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:

Email: 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.



[2024 General Meetings](#)

- Monday, October 7
- Monday, December 9

2024 South Florida Chapter Leaders

President	Gregory Becker, MAI
Vice President	Enrique Casado, MAI, SRA, AI-GRS, AI-RRS
Secretary	Matthew Roach, MAI
Treasurer	Jose Cestero, MAI, SRA, AI-GRS
Directors 2022-2024	C. Kevin Bokoske, MAI, AI-GRS, AI-RRS Alta "Ali" Rogers, MAI, AI-GRS Lee Smalley, MAI—2023 Past President John Underwood, Jr., MAI, SRA
Directors 2023-2025	Luke Mittner, MAI Andrew Rolf, MAI Robert Scherer, MAI
Directors 2024-2026	Ralph Pena, III, MAI Scott Powell, MAI
Region X Representatives 2023-2024	Gregory Becker, MAI—2024 President Enrique Casado, MAI, SRA, AI-GRS, AI-RRS— 2024 Vice President Wendy Friedman, SRA
Region X Representatives 2024-2025	Jose Cestero, MAI, SRA, AI-GRS Ralph Pena, III, MAI Scott Powell, MAI Matthew Roach, MAI
Region X Alternate Representatives 2024	Lee Smalley, MAI Luke Mittner, MAI Andrew Rolf, MAI Trisha Guarnieri, MAI, AI-GRS Claudia Vance, MAI Robert Mesner, MAI, AI-GRS Howard Klahr, MAI Deiky Vergel, SRA Chad Stites, SRA Bryan Kuypers, MAI



South Florida Chapter

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debra.mcclave@appraisalinstitute.org

Website: <https://www.southflorida-ai.org>

2024 Committee Chairs

By-Laws	Luke Mittner, MAI
Candidate Guidance	Alta "Ali" Rogers, MAI, AI-GRS
Education	Ralph Pena, III, MAI
Finance	Jose Cestero, MAI, SRA, AI-GRS
Government Relations	TBA
Newsletter	Claudia Vance, MAI
Nominating	Lee Smalley, MAI
Public Relations	Howard Klahr
University Relations	Anthony Bonet, MAI



We Need Your Expertise! Are you interested in developing a 2-3 hour seminar?

We are looking for interesting topics to offer at our chapter meetings. Do you have expertise in hotel valuation; changing office market and valuation issues; how brands are changing retail space.

Please consider developing a continuing education program for our chapter. Please contact the chapter office with your ideas!



**South Florida Chapter President
Gregory Becker, MAI
and
National President
Sandra Adomatis, SRA**

