

The Appraisers' Appriser

April 2011



President's Message Armando del Valle, SRA



My favorite part of the business portion of our chapter meeting is when newly designated members are presented with their membership certificate. I see this as a validation that our organization is held in high esteem by valuation professionals who set a goal to obtain an Appraisal Institute designation. It takes commitment and discipline to devote the time to this endeavor. It is a great feeling of accomplishment for the individual and the Institute. The process and culmination of obtaining the designation is a great educational experience.

There are many benefits to joining the Appraisal Institute. We have all seen the studies which indicate that on average designated members earn more over their careers' than those who are not designated or affiliated with the Institute. Appraisal firms often compensate designated members at a higher rate than those that are not designated. Having an Appraisal Institute designation and affiliation also greatly expands the pool of prospective clients for the appraiser. The mortgage meltdown has greatly diminished the number of appraisals that conventional lenders are ordering for new loan originations. That leaves appraisers looking to other users of our services. There are plenty of users of appraisal services other than large banks. These users in many instances have a greater say in who they hire for their valuation needs. They include but are not limited to; private money lenders, portfolio managers, fund managers, accountants, attorneys, tax advisors, courts, estates and trusts, real estate brokers as well as cash buyers and sellers of real estate, charitable organizations also order appraisals when there is a real estate donation involved, insurable value and replacement cost new estimates for insurance companies and renovation projects, the list is long. When they call to interview the appraiser for a prospective assignment their questions often center on determining the appraiser's experience, affiliation with a professional organization, a designation. This is a welcome relief from how much will it cost and how quickly can you have it back to me? Designated appraisers are often interviewed and quoted in newspapers, magazines, government studies and television stories. I have been invited and attended several real estate workshops and roundtables at the Federal Reserve Bank because of my affiliation with the Institute, one of the many benefits I have personally received. I'm sure that members can attest to the fact that on many occasions assignments they have been awarded was in part because of their affiliation with the Institute.

The Appraisal Institute, on a national level and on a local level, is active in advertising their designations. There are several resources on the Institutes website that members can take advantage of to promote themselves, i.e. business cards, pamphlets and other publications which can be ordered and distributed to your clients to educate them about how educated you are as a member of the Appraisal Institute.

Continued....

Editor: Wayne B. Lewis

2011 Officers and Directors

President

Armando del Valle, SRA

Vice President

James Walsh, MAI

Secretary

Val Chiasson, MAI

Treasurer

Albert Armada, MAI

Directors thru 2011

Michael Brady

Frank Cardo, MAI

Donald Sarley, SRA

(Past President)

Directors thru 2012

Trisha Guarnieri, MAI

Scott Powell, MAI

Robert Scherer, MAI

Directors thru 2013

Carolyn "Lynn" Bodor, SRPA

Carlos "CJ" Ortiz

D. Robert Willson, MAI

Region X Representatives 2011

Armando del Valle, SRA

(2011 Chapter President)

Edward Ames, MAI

Joel Greenberg, SRPA, SRA

James Walsh, MAI

2012

Albert Armada, MAI

Val Chiasson, MAI

Ann Marie McCarthy, MAI

Region X Representative

Alternates 2011

Gregory Becker

C. Kevin Bokoske, MAI

Michael Brady

Bob Gallaher, MAI

Carlos Gobel

Robert Gore, MAI

Robert Lewis, MAI

Carlos "CJ" Ortiz,

Claudia Vance, MAI

G. Douglas Waidelich, SRA

President's Message-Cont.

Armando del Valle, SRA



In March there were 39 members designated nationally. This includes eight MAI members from Korea and one from Japan. Our International Chapter and Korea Chapter have a total of 119 designated members and 328 Associates. In the past year I have consulted with valuation firms and banks in Central and South America and Europe. The demand for Appraisal Institute courses, seminars and speakers at the UPAV Conference on Miami Beach in November 2010 was tremendous. This is a testament to the global recognition that National leadership has strived to achieve for so long. South Florida is in an excellent position to benefit from this.

We need the Appraisal Institute and they need us. Here are just a few statistics which were shared at a recent Region X conference call. The median overall age of our members is 53 years, the median age of designated members is 60 years, 44% have been members for 20+ years. The sustainability of the organization requires new members and now is a good time for appraisers to become members of the Appraisal Institute and to obtain a designation. In our last newsletter, we printed statistics which indicate that the number of trainee's in Florida has declined drastically. This will eventually lead users of our services to have fewer choices on who they hire and I believe that they will place a greater emphasis on appraisers that are designated members and associates of the Appraisal Institute. As of March 23, 2011 our chapter had 237 designated members and 201 associate members. I know that many of the associates are well on their path to designation. We have an Associate Member committee which is ready, willing and able to help them achieve this goal, I urge you to take advantage of this resource, it's there for you. For the associates that have not considered obtaining a designation, I ask that you reconsider and as Phil Knight of Nike says; **"Just Do It!"**.

On Thursday and Friday, May 19 and 20th, the Appraisal Curriculum Overview (1-Day Residential and 2-Day General) will be offered. The 1-day is a mandatory seminar for practicing SRA, RM designated and Residential Associate members. The 2-day is a mandatory seminar for practicing MAI, SRPA designated and General Associate members. The 1-day ACO seminar runs from 7:45 a.m. to 5:00 p.m. immediately following the seminar on May 19th we will have a cocktail reception, the guest of honor and speaker will be Joe Magdziarz, MAI, SRA, the Appraisal Institute 2011 National President. This is a great opportunity to discuss current issues which affect our profession with our National President. Joe has been a leader in several phases of our organization for many years and has a great deal of knowledge about the Institute which I am sure he will be glad to share with us. Come prepared with questions regarding all of the pertinent issues affecting our profession. This is a complimentary event and counts for 2 Hours of Appraisal Institute credit. Please mark this date on your calendar and register as soon as possible.

See you May 19th.

Armando del Valle, SRA
2011 Chapter President
Armando@AdelValle.com

Installation - Feb. 18, 2011 Photos by Paul Turner



Installation of Officers & Directors



Paul Mayhew, SRA with our Chapter President, Armando del Valle, SRA



Bob Love, MAI, SRA and Mike Cannon, MAI, SRA

Education

Claudia Vance, MAI



Time passes quickly and over one-quarter of 2011 sped by with educational offerings for residential and commercial appraisers. Next up is the new MAI designation course: **Advanced Income Capitalization**, April 11-15, 2011, in Fort Lauderdale. Prerequisite to all advanced courses is successfully completing the Diagnostic Test, which is offered on-line, free of charge, to assess skill level in Excel. Taking this test is a good idea for us all.

Research shows that people do not focus on a new product until they hear or see an advertisement for it at least five times. So, here it is again. If your CE cycle is up this year - please take note. Designated and Associate members are now required to complete the **Appraisal Curriculum Overview (ACO)** course for their 5-year AI CE cycle. For residential appraisers, the ACO requirement is a one-day course, **no** exam; for commercial appraisers, it is a two-day course, **no** exam. This will be our Chapter's first presentation of the ACO course on May 19 and 20. It will be special with the Appraisal Institute's National President, Joe Magdziarz, MAI, SRA, instructing with Kevin Bokoske, MAI. Prior to being President, Joe was the AI Education Chair. Kevin is currently serving on the National Education Committee. Knowledge from serving in these positions adds to the depth of information imparted to attendees. You can take the ACO course on-line, but the State of Florida will not give any CE credits for it. On the evening of the first day, May 19th, the Chapter will hold a reception, (free of charge to the membership), with Joe as our guest of honor and speaker. This event will also include our second business meeting of the year. The slate of chapter offices, directors, and region representatives will be presented for voting that evening.

Our chapter continues to bring you the most recent courses and seminars with nationally recognized instructors. On June 24, 2011, Jim Amarin, MAI, SRA, will present **Appraisal Opportunity: The Lending World in Crisis**, at the Courtyard in Fort Lauderdale. The topic and Jim, as the former AI National President, will draw a large crowd. Register early to secure a seat!

This past December, Fannie Mae and Freddie Mac announced a new loan initiative requiring that certain appraisal reports be delivered through a specific data portal. **The new guidelines take effect on September 1, 2011.** To prepare appraisers for the change, the South Florida chapter will present **The Uniform Appraisal Dataset for Fannie Mae and Freddie Mac** four times this summer. All offerings will be in Fort Lauderdale, central to membership. The seven-hour seminar will be held on: July 21, July 22, August 5, and August 26, 2011. This AI seminar will be the most comprehensive program offered on the subject, emphasizing the appraiser's viewpoint.

Never a dull moment; always on the cutting edge - **your South Florida Chapter!**

Claudia Vance, MAI
Education Chair
vanceval@att.net

Appraisal Opportunity: The Lending World In Crisis

What do clients need from appraisers today?
REGISTER NOW!
Appraisal Institute®
Professionals Providing Real Estate Solutions

www.appraisalinstitute.org/education/SouthFlorida.aspx



Education Schedule 2011 South Florida Chapter



Date	Offering	Instructor
May 19	<i>Appraisal Curriculum Overview (1-Day Residential)</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Joe Magdziarz, MAI, SRA C. Kevin Bokoske, MAI
May 19-20	<i>Appraisal Curriculum Overview (2-Day General)</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Joe Magdziarz, MAI, SRA C. Kevin Bokoske, MAI
May 19	Chapter Reception & Meeting Courtyard by Marriott Appraisal Institute Update 2-Hours of Appraisal Institute CE—No FREAB Credit	Joe Magdziarz, MAI, SRA
June 24	<i>Appraisal Opportunity: The Lending World in Crisis</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Jim Amorin, MAI, SRA
July 15	Chapter Meeting Boca Country Club, Boca Raton Spotlight on USPAP: Agreement for Services-Instructions for Use 3-Hour Seminar	Bob Gallaher, MAI
July 20-23	<i>General Appraiser Report Writing & Case Studies</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Alan Blankenship, PhD
July 21 Just Added	<i>The Uniform Appraisal Dataset from Fannie Mae and Freddie Mac</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 7-Hour Seminar	Diane Gilbert, MAI, SRA
July 22 Just Added	<i>The Uniform Appraisal Dataset from Fannie Mae and Freddie Mac</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 7-Hour Seminar	Diane Gilbert, MAI, SRA
August 5 Just Added	<i>The Uniform Appraisal Dataset from Fannie Mae and Freddie Mac</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 7-Hour Seminar	Diane Gilbert, MAI, SRA
August 26 Just Added	<i>The Uniform Appraisal Dataset from Fannie Mae and Freddie Mac</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 7-Hour Seminar	Diane Gilbert, MAI, SRA
Sept. 22-23	<i>Advanced Spreadsheet Modeling for Valuation Applications</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Jim Amorin, MAI, SRA
October 14	<i>Thinking Outside the Form: Tools, Techniques, and Opportunities for Residential Appraisers</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Mark Smeltzer, SRA

Continued....



Education Schedule 2011 South Florida Chapter



Date	Offering	Instructor
October 24-25	<i>Real Estate Finance Statistics and Valuation Modeling</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Vincent Dowling, MAI, SRA
November 4	<i>Chapter Meeting</i> The Westin Hotel, Ft. Lauderdale 3-Hour Seminar—TBA	John Underwood, MAI, SRA
December 2	<i>Business Practices & Ethics</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 5-Hour Seminar	Tim Andersen, MAI
December 5-8	<i>General Appraiser Market Analysis and Highest & Best Use</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Vincent Dowling, MAI, SRA

Online Registration Link: www.appraisalinstitute.org/education/SouthFlorida.aspx

Questions? Contact us at 954-229-0499 or sfchap@bellsouth.net

Appraisal Curriculum Overview (ACO) - Who Should Enroll?

SRA, RM Designated Members: During each continuing education cycle, Practicing Residential Designated Members must complete the Appraisal Curriculum Overview requirement. The Appraisal Curriculum Overview course is an option in which to complete this requirement, and Residential Designated members must attend the first day of the course (8 hours) to receive credit. They are encouraged to attend the second day to receive the full 15 credit hours.

MAI, SRPA, SREA Designated Members: During each continuing education cycle, Practicing General Designated Members must complete the Appraisal Curriculum Overview requirement. The Appraisal Curriculum Overview course is an option in which to complete this requirement, and General Designated members must attend the first and second day of the course (15 hours) to receive credit.

Residential Associate Members: During each continuing education cycle, Practicing Residential Associate Members must complete the Appraisal Curriculum Overview requirement. The Appraisal Curriculum Overview course is an option in which to complete this requirement, and Residential Associate members must attend the first day of course (8 hours) to receive credit. They are encouraged to attend the second day to receive the full 15 credit hours.

General Associate Members: During each continuing education cycle, Practicing General Associate Members must complete the Appraisal Curriculum Overview requirement. The Appraisal Curriculum Overview course is an option in which to complete this requirement, and General Associate members must attend the first and second day of the course (15 hours) to receive credit.

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

South Florida Chapter of the Appraisal Institute
1500 W. Cypress Creek Road, Fort Lauderdale, FL 33309
T 954-229-0499 F 954-229-0498 E sfchap@bellsouth.net

Chapter Elections – Thursday, May 19, 2011

The Nominating Committee recommends the following members to serve as the South Florida Chapter Leadership in 2012.

President: James J. Walsh, MAI
Vice President: Val K. Chiasson, MAI
Secretary: Albert J. Armada, MAI
Treasurer: Trisha P. Guarnieri, MAI

Directors 2010-2012

Michael J. Brady
Scott M. Powell, MAI
Robert H. Scherer, MAI
Armando F. del Valle, SRA (Past President)

Directors 2011-2013

Carolyn D. Bodor, SRPA
Carlos “C.J.” Ortiz
D. Robert Willson, MAI

Directors 2012-2014

Carlos D. Gobel, SRA
Virginia Guido, SRA

Region X Representatives 2011-2012

Albert J. Armada, MAI
Val K. Chiasson, MAI
Ann Marie McCarthy, MAI
James J. Walsh, MAI (2012 Chapter President)

Regional X Representatives 2012-2013

Robert Gore, SRA
Trisha P. Guarnieri, MAI
Carlos “C.J.” Ortiz

Region X Representatives 2012 Alternates

Timothy C. Andersen, MAI
Gregory J. Becker
C. Kevin Bokoske, MAI
Michael J. Brady
Michael Y. Cannon, MAI, SRA
Armando F. del Valle, SRA
Robert Gallaher, MAI
Carlos D. Gobel, SRA
Robert H. Scherer, MAI
Claudia S. Vance, MAI

Elections will be held during the chapter meeting on Thursday, May 19, 2011 at the Courtyard by Marriott, Fort Lauderdale.

Respectfully submitted,

Nominating Committee

Donald J. Sarley, SRA, Chair
Michael Cannon, MAI, SRA
Robert Gallaher, MAI
Robert Gore, SRA
Claudia S. Vance, MAI

More Installation Pics



David Simmons, MAI, Lynn Bodor, SRPA,
Jim Snow and David Chiasson



Jennifer Smith and
Jim Walsh, MAI



Hilda Gil, Mike Cain, Harris Millman, MAI,
SRA, Steve Weintraub, MAI, SRA &
Jim Riley

New Designated Member

Carlos Gobel, SRA

Designated Member Transferred

Vincent Dowling, MAI, from Philadelphia Metro
Daniel Morden, SRA, to Northeast Florida
William Temple, SRA, to North Texas

Member Status Changes

Michael Armbruster, SRPA	Practicing Semi-Retired
Earl Catron, SRA	Practicing Life
Regina Corcoran, SRA	Practicing Semi-Retired
Jack Katsikos, MAI	Readmitted
David Prior, SRPA, SRA	Practicing Semi-Retired
Janice Ramsay, SRA	Retired
Steven Sussman, SRPA	Retired

Welcome New Affiliate

Joseph Blazejack	Student Affiliate
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**Chapter Elections at the
May 19 meeting. Plan to attend!**

In Memoriam

William Bates Cole, MAI of Sun City Center, FL, formerly of Coral Gables father of Carlton Cole, MAI

Born June 20, 1912, and died February 15, 2011, in Jacksonville, Fla. He was born in Deland, Fla., to Mary Bates Cole and William Cole. He grew up in Orlando, and graduated from Orlando High School in 1930 before attending the [University of Florida](#), from which he graduated in 1935 with a degree in industrial engineering. He moved to Miami, in 1935 and worked for the Federal Housing Administration. He served in the [U.S. Navy](#) as lieutenant (junior grade) and was in the Pacific in 1944 and 1945.

After the war, he returned to Miami and worked as a real estate appraiser for Walter Harris. He was awarded the Member Appraisal Institute designation by the American Institute of Real Estate Appraisers and founded Cole Appraisal Co. in 1952. Active in the appraisal profession, he was president of the South Florida Chapter, a member of the Governing Council, and regional vice president.

A memorial service will take place in Horse Cove, N.C., this summer for family and friends in the area. In lieu of flowers, the family suggests contributions to Church in the Wildwood, c/o Mr. Donald Edwards, Post Office Box 897, Highlands, NC 28741.

2011 Chapter Leadership

President: Armando del Valle, SRA
Vice President: James Walsh, MAI
Secretary: Val Chiasson, MAI
Treasurer: Albert Armada, MAI

Directors thru 2011

Michael Brady
Frank Cardo, MAI
Don Sarley, SRA – Past President

Directors thru 2012

Trisha Guarnieri, MAI
Scott Powell, MAI
Robert Scherer, MAI

Directors thru 2013

Carolyn “Lynn” Bodor, SRPA
Carlos CJ Ortiz
D. Robert Willson, MAI

Region X Representatives thru 2011

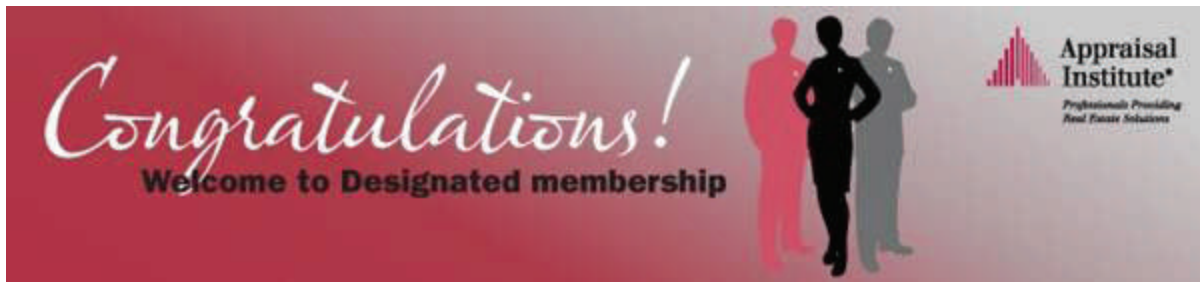
Edward Ames, MAI
Joel Greenberg, SRPA, SRA
James Walsh, MAI
Armando del Valle, SRA—2011 President

Region X Representatives thru 2012

Albert Armada, MAI
Val Chiasson, MAI
Ann Marie McCarthy, MAI

Region X Representatives 2011 Alternates

Gregory Becker
C. Kevin Bokoske, MAI
Michael Brady
Bob Gallaher, MAI
Carlos Gobel
Robert Gore, SRA
Robert Lewis, MAI
Carlos “CJ” Ortiz
Claudia Vance, MAI
G. Douglas Waidelich, SRA



N. Todd Albert, MAI



During the years I spent completing designation requirements, the demands of day-to-day life often created delays and made me question the benefits of obtaining the MAI designation from the Appraisal Institute.

As a newly designated member, I can more clearly see the value of taking the required courses, meeting the experience requirements, studying for the comprehensive exam, and yes, even completing the beloved Demonstration report. The MAI designation opens new doors professionally, commands respect in the industry, and demonstrates a commitment to an ethical and accurate work product.

I believe the MAI designation will make my job both easier and more rewarding in the long run. If you are trying to decide whether or not it's worth the time, effort and money required to complete the designation process, I can tell you that it has definitely been worth it from my point of view.

BUSINESS TOOLS FOR SUCCESS

Ethics & Counseling Hotline

Members have free access to our Ethics & Counseling Hotline. Call the hotline at 877-777-6939 for help with questions about USPAP, business practices and more. For more information, [click here](#).

MAI and SRA Designations

Need a way to differentiate yourself in the highly competitive marketplace? The Appraisal Institute offers the most prestigious designations in the appraisal profession.

Obtaining the MAI or SRA designation shows your clients that you have gone above and beyond the education and experience needed for state certification. As a designated member of the Appraisal Institute, you make a commitment to advanced education, defined ethical requirements and higher expectations for the appraisal profession as a whole. [Click here](#) to read more about Appraisal Institute designations.

NETWORKING & LEADERSHIP DEVELOPMENT

AI Communities of Practice

The AI Communities serve as a convenient, online meeting place for AI members with shared interests. While in the AI Communities, members can exchange news and share information with colleagues, check the AI Communities' calendar to stay abreast of upcoming events, participate in online discussion boards, suggest a poll to community facilitators and chat online with other members.

Committees

Associate Member	Denise Morales	dmorales@roeminor.com
By-Laws	Carlton Cole, MAI	carlton842@aol.com
Diversity	Mark Herold	mherold@andersoncarr.com
Education	Claudia Vance, MAI	vanceval@att.net
Finance	Albert Armada, MAI	albert@armadaappraisal.com
Government Relations	James Walsh, MAI	jim.walsh@cushwake.com
House	Frank Cardo, MAI	fcardo@cardoappraisal.com
Membership Development & Retention	James Walsh, MAI	jim.walsh@cushwake.com
Newsletter	Wayne Lewis	wlewis@andersoncarr.com
Nominating	Donald Sarley, SRA	dsarley@bellsouth.net
Public Relations	Paul Turner	pturner@roeminor.com
University Relations	Jennifer Smith	jsmith@cmdflorida.com



REGISTER TODAY!

[Click here to register online](#) ›

Full Registration includes reception on Aug. 14 and Aug. 15, three breakfasts, luncheons, plus all refreshment breaks.

Full Registration: \$895 member/\$995 non-member

SAVE \$100! Early Bird: \$795 member/\$895 non-member

SAVE \$200! Early Bird PLUS Cosmopolitan Stay Discount: \$695 member/\$795 non-member

HURRY-SAVE \$300!* Early Bird PLUS Cosmopolitan Stay Discount PLUS Registration for the Loss Prevention Seminar - Save an additional \$100!

Please use discount code LIA2011-M for the Monday session and LIA2011-T for the Tuesday session (Given to first 70 Appraisal Institute Member registrants for Loss Prevention Seminar)

*** PLEASE NOTE:** Hotel confirmation at the Cosmopolitan of Las Vegas is required to be eligible for early bird PLUS COSMOPOLITAN STAY discount.

Guest Registration: \$175

Guest registration includes receptions on Aug. 14 and 15

Associate Member Committee

Denise Morales, Chair

We held a first quarter networking event at The Playwright Irish Pub at Gulfstream Park in March. We had a great time and a wonderful turnout. Thanks to everyone who attended! Congratulations to Andrew Rolf and Mike Brady who won \$75 to a South Florida sponsored class. We hope to see everyone again May 19th at the second quarter event!

Thank you to Paul Turner for submitting photographs from the event.



Save the Dates

- ◆ May 19th—Second Quarter Associate Event-Chapter Reception and Meeting—FREE! Sign up online! Joe Magdziarz, MAI, SRA, AI National President will give us an Appraisal Institute Update. Great opportunity to ask questions, learn about new designation changes and network.
- ◆ August 15-17, 2011 Appraisal Institute Annual Meeting - Las Vegas, NV
- ◆ Make sure to check out the Education Classes offered in South Florida for 2011. We have a great selection of courses offered this year! www.southflorida-ai.org/education.html

Want to become Designated? Ready to take the Comp Exam?

2011 Comp Exam Dates, require pre-registrations:

- ◆ July 28-29 - Apply by June 2
- ◆ October 24-25 - Apply by August 29

For information on how to become designated and for comp exam information go to:
www.appraisalinstitute.org/membership/guides.aspx

Continued...

Associate Member Committee-Cont.

70 Hour CE requirement for Associates

Beginning July 1, 2010, Associate members will have a 70-hour continuing education (CE) requirement over the course of their five-year Appraisal Institute CE cycle. The Appraisal Institute Board of Directors recently amended Regulation 10: Continuing Education to include this requirement so that the Appraisal Institute and its members continue to represent the highest professional and ethical standards and serve as the benchmark of excellence for the entire appraisal profession.

In addition, instituting this official CE requirement will reinforce the value that Appraisal Institute members bring to the table in the eyes of current and prospective clients, especially in light of the unprecedented downturn in the real estate market in recent years.

Please note: Minimal extra steps may be needed to meet this new 70-hour requirement considering that most of your CE credits may have already been fulfilled simply by adhering to your state's CE cycle (most states have two-year cycles). In addition, many Associate members engage in leadership roles at the chapter or local level, which can count toward the 70-hour requirement as well.

The 70-hour CE requirement for Associate members can be fulfilled in the following manner:

Three Required Courses

The following three courses must be taken during every five-year CE cycle and credit for these courses counts toward the 70-hour requirement:

- ◆ **USPAP** - Beginning July 1, 2010, this course will be accepted three times per cycle (previously, USPAP was only accepted two times per cycle).
- ◆ **Business Practices & Ethics**
- ◆ **Appraisal Curriculum Overview (ACO)**

Also, join us on **Facebook!** We will keep you informed of upcoming social events and important news all while getting acquainted with your fellow associate members. Just search "South Florida Chapter of the Appraisal Institute-Associate Members".

If you have ideas, suggestions, feel free to contact me at dmorales@roeminor.com

Denise Morales
Member Committee Chair
dmorales@roeminor.com

LEGISLATIVE ADVOCACY

Representation in Washington, DC

The Appraisal Institute's Washington Office is the only government affairs office in our nation's capital representing real estate appraisers. Through continuing interaction with Congress and federal agencies, our Washington, DC office ensures that your voice is heard and your interests are represented on Capitol Hill. To learn more about our legislative advocacy efforts, [click here](#).

AMC Legislation Delay

Joel Greenberg, SRPA, SRA

Synopsis of Email from our Lobbyist, Bob Hartnett to Joel Greenberg, SRPA

I would like everyone to know that, We are still trying to get the Bill amended to move the start date back from 2014 to 2012. However, as you will see we do have "at least" an email that if the Fed Regs come out within this year by next legislative session they will agree to move forward with the earlier date of 2012. Many of you will recall the Division of Real Estate was very reluctant to the legislation last year. It seems that same operating philosophy is in the operating department. (They don't want any more work).

While we don't like anything about it, you only need to read the press to see this entire legislature and Governors office are anti-regulation "*of anything*".

Our prime House sponsor has gone off to other interests in the House. Our Senate sponsor Sen. Lee Constantine is termed out. The original legislation had deregulation for everything from barbers to land mapping etc.

We are going to try to get an extension date removed or substitute 2012. However, I am very doubtful of our chances of success. I believe Trey Goldman of FAR is of the same opinion. Even if the legislation does not pass and the existing date stays in place, Governor Scott's executive order of Jan 4, (Inauguration Day) suspended all regulations that were in progress until reviewed by his "special council". So, the regulations that were under development are still in limbo.

Below is an article from **Appraiser Active** by Frank Gregoire, a former Chair of the Florida Real Estate Appraisal Board, the article is from his Blog which anyone can join. appraiseractive.blogspot.com/

FRANCOIS K. GREGOIRE—ON A QUEST TO IMPROVE THE PROFESSION

Florida Legislature Committees: Delay AMC Registration Until 2014 - UPDATED

Last year, Florida real estate brokers and appraisers expended a tremendous amount of energy, effort and human capital to ensure **HB 303** passed the Florida Legislature and was signed into law by the Governor. It was clear that Appraisal Management Companies are endangering the public, improperly influencing appraisers, utilizing appraisers lacking the necessary competence, and jeopardizing transactions. As part of the negotiations, sponsors agreed to an implementation date of July 1, 2011.

The United States' Congress recognized the same potential for danger to the public, and included a requirement for states to regulate Appraisal Management Companies in the **Dodd-Frank Wall Street Reform and Consumer Protection Act**. The minimum requirements in the Dodd-Frank Act are virtually identical to those in the Florida law passed last year.

Unfortunately, the Florida Legislature, in their quest to avoid what they view to be unnecessary regulation, has several bills that seek to delay implementation of Appraisal Management Company registration until July 1, 2014. Of course, this is not explicitly stated in the several bills under consideration, and making their way through the committee process. Among them is **CS/HB 5007**. The language to delay implementation looks like this:

Section 58. (1) Effective upon this act becoming a law, section 10 of chapter 2010-84, Laws of Florida, is amended to read: Section 10. This act shall take effect July 1, 2014 2011.

(2) If this act becomes a law after June 30, 2011, this section shall operate retroactively to June 30, 2011.

Continued....

Florida Legislature Committees: Delay AMC Registration Until 2014 - UPDATED - Cont.

The rationale provided in staff analysis is that it is wise for Florida to wait until the affected Federal Agencies adopt their rules and regulations for the states to follow. I believe this is faulty reasoning for several reasons. Among them are:

- ◆ Florida is a leader, and should not be waiting for Federal Agencies to tell us how to protect our citizens, conduct our business, or toe their line.
- ◆ There is no significant conflict between the language of HB 303 and what is required by Dodd-Frank.
- ◆ All the **reasons** the Florida Legislature and their committees cited in support of the law are true now; in some cases even **more** so.
- ◆ Delay in implementation will assist Appraisal Management Companies in transferring hundreds of thousands of dollars from Florida to other states.
- ◆ Delay in implementation will allow unscrupulous individuals with criminal records and administrative sanctions to continue to operate appraisal management companies in our state.

If real estate brokers and appraisers are serious about the immediate need to regulate appraisal management companies, it's time to do something about it.

UPDATE - Bills to delay implementation of AMC Registration until July, 2014 are moving in both the House and the Senate.

House - [CS/HB 5007](#)

Senate - [CS/CS/SB 1824](#)

....and in the meantime, Appraisal Management Companies are routinely interfering with appraiser independence.

FREAB 2011 General Meetings

- ◆ Monday and Tuesday, June 6 & 7, 2011
- ◆ Monday and Tuesday, August 1 & 2, 2011
- ◆ Monday and Tuesday, October 3 & 4, 2011
- ◆ Thursday and Friday, December 8 & 9, 2011

61J1-4.003(7) Continuing Education—A registrant, licensee, or certificate holder, including a Board member, may earn five (5) classroom hours by attending an entire meeting where the Board considers disciplinary cases, for a maximum of seven (7) of the required thirty (30) hours; provided that, the individual is not appearing as a party to a disciplinary action and notifies the Division of Real Estate, Education Section, of the intent to attend at least seven (7) days prior to the meeting.

Contact JoEllen Peacock at least 7-days prior to the meeting to register, JoEllen.Peacock@dbpr.state.fl.us

Job Board

Certified General Appraiser

Established commercial appraisal firm performing residential and commercial valuations in Florida and Georgia is hiring state certified general appraisers for our Tampa, Ft. Myers, and Miami/Ft. Lauderdale offices.

Candidate must be detail oriented, have excellent communication skills, a strong writing ability, time management skills and problem solving skills. Must be computer proficient in Microsoft Office Suite (Word, Excel), and Argus (preferred). Must be a certified general appraiser in the State of Florida. Excellent fee split and quality support with extensive resources including state wide CoStar, REIS, and a comprehensive database are just a few attributes of our company. We have developed an excellent clientele over the past 24 years that values service and professionalism.

Please submit a resume and cover letter to: jwalker@hendryrea.com

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Our cutting edge technology and research tools will help foster your success. The ideal candidate has a Bachelor's degree in Business Administration, Finance, or Economics, a minimum of three years experience in the appraisal field, as well as a strong knowledge base in Excel, Word and Argus. An ability to adapt to various operating software systems, perform cash flow analysis and interface with the brokerage and investment communities, and meet deadlines is a must.

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Colliers International is a global leader in real estate services with more than 15,000 professionals operating out of 480 offices in 61 countries. For further information please contact:

Jerry Gisclair, MAI, MRICS - Florida/Southeast
Email: jerry.gisclair@colliers.com

Alexandra D. Londono, MAI - Miami
Email: alexandra.londono@colliers.com

Ed Carlson, MAI, MRICS - Boca Raton
Email: ed.carlson@colliers.com

South Florida Chapter Luncheon Meeting

Appraisal Institute Update

Thursday, May 19, 2011

Following Day 1 of ACO-Appraisal Curriculum Overview

Guest of Honor & Speaker

Joe Magdziarz, MAI, SRA

Appraisal Institute 2011 National President

Location:

Courtyard by Marriott, 2440 West Cypress Creek Road, Ft. Lauderdale, FL 33309

Registration/Reception/AI Update: 4:45 p.m. – 7:30 p.m.

Continuing Education: Appraisal Institute, 2 Hours. **NO Florida RE Appraisal Board Credit.**

Joe Magdziarz, MAI, SRA, Appraisal Institute President, will speak at the South Florida Chapter's meeting cocktail reception following the Appraisal Curriculum Overview on May 19th at the Courtyard by Marriott, Cypress Creek, Ft. Lauderdale.

Long regarded as an expert on appraiser education, Magdziarz brings nearly 40 years of Appraisal Institute service to his role as president. He is expected to discuss a number of relevant topics for AI members, from the organization's new strategic vision to the recently adopted core competency framework to the re-introduction of an AI annual meeting in 2011. Be sure to take advantage of this opportunity to hear from, and to ask questions of, AI's new president.

Email or Fax Registration

South Florida Chapter of the Appraisal Institute
1500 W. Cypress Creek Road, Suite 103
Fort Lauderdale, FL 33309
T 954-229-0499 F 954-229-0498

Registration Information—AI Update, May 19, 2011

Name: _____

Firm: _____

Address: _____

City: _____ State: _____ Zip: _____

E-mail (Required): _____

Phone: _____ Fax: _____

Cost: FREE

Reservations are Required

**Chapter Elections will be held
at this meeting.
PLAN TO ATTEND!**

If you have any questions, please e-mail sfchap@bellsouth.net or call 954-229-0499

Online Registration Link: <http://www.appraisalinstitute.org/education/SouthFlorida.aspx>

South Florida Chapter of the Appraisal Institute, 1500 W. Cypress Creek Road, Suite 103, Fort Lauderdale, FL 33309
T 954-229-0499 F 954-229-0498 E sfchap@bellsouth.net Website: southflorida-ai.org

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