

South Florida Chapter

Editor: Claudia Vance, MAI



January 2023

APPRAISERS' APPRISER

South Florida Chapter

President's Message Lee Smalley, MAI



Thank you for the opportunity to serve as your 2023-chapter president! I would first like to thank our 2022-chapter president; Mr. Charles Badell, MAI, for his commitment and service to our Chapter and the Appraisal Institute. Also, I want to thank Ms. Debra McClave, our champion executive director who is the backbone of our Chapter and works tirelessly for all of us. What can I say about Debbie? This chapter would cease to exist without the efforts of our executive director. Many of you are unaware of the herculean tasks she does daily to keep the chapter running. Working together with Debbie makes my job very easy. I am truly honored to work beside her throughout the year. I would also like to thank my fellow officers and board members for their expertise, knowledge, and assistance in the coming year.

I am excited and honored to be our chapter's president this year. It has truly been a rewarding experience serving alongside so many dedicated appraisers who choose to volunteer their time for the betterment of our chapter and profession. We all have varying viewpoints and opinions, yet we all share the same passion and commitment to the AI and to the profession.

It is hard to believe that 2 years ago we were dealing with COVID-19 in our personal and professional lives. Not only was the world embroiled with a global pandemic, our professional lives were upended as we had to navigate the digital divide and move ourselves into the virtual world. Now we are migrating from the virtual world and coming back to in-person events and classes; all the while as we are returning to what is now "the

new normal" we continue to embrace the virtual aspects of our present situation. We have also confronted some difficult topics and some realities with diversity, equity, and inclusion. As an industry, we must look more into the diversity of our profession and leadership, but we also need to work harder on diversity of practice within our membership population. We have some interesting topics to address and converse over when we get together for the chapter meetings or upcoming socials!

For me personally, I would not have the opportunities that I have in my practice, without the networking and knowledge that I have gained in the Appraisal Institute. The Appraisal Institute is a global professional association of real estate appraisers, with nearly 16,000 professionals in almost 50 countries throughout the world. The South Florida Chapter serves over 400 designated members, candidates, practicing affiliates and affiliates. Our chapter consists of real estate appraisers and professionals in allied fields in south Florida. We are the premiere resource for real estate and valuation related inquiries and need to push our presence outward with the help of Social Media. We must continue to look for opportunities to grow our membership and profession within our footprint.

I truly appreciate your continued support of our great chapter and look forward to the opportunities ahead. Please let me know if I may ever be of any assistance. I want to thank every one of you for your continued support and involvement. And with that; we move from 2022 into 2023!

Lee Smalley, MAI
2023 Chapter President
lsmalley@bbgres.com



Wednesday, January 25, 2023
Chapter Meeting & Installation + 3-Hour Seminar,
[Foundations of Valuation-An Inferred Market Study](#)
Instructor: Vincent Dowling, MAI
Courtyard by Marriott Fort Lauderdale North/Cypress Creek
FREAB CE 3-Hours, 0010253, AI CE 15 points

Nominating Committee



The selection of a five-member nominating committee will be completed at the Chapter Meeting and Installation on January 25, 2023. This committee is charged with preparing a slate of nominees for the position of 2024 officers, directors and regional representatives of the South Florida Chapter.

Our current president Lee Smalley, MAI will appoint one committee member and the Board of Directors will appoint one committee member. The Chapter designated members, candidates, practicing affiliates and affiliates, will nominate the remaining two members at the Chapter Meeting and Installation on January 25, 2023.

If you are interested in serving the chapter, please complete the Leadership Resource Registry.

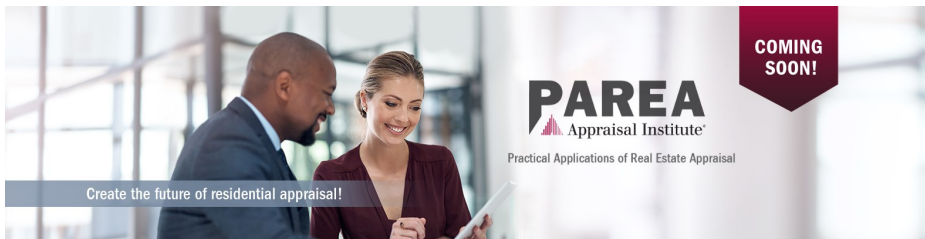
Charles Badell, MAI
Chair, 2023 Nominating Committee
cbadell@irr.com

Leadership Resource Registry



Are you interested in volunteering on a committee, on the chapter board of directors or as a regional representative or alternate representative? You are now able to input your interest in serving at the Region and Chapter level in addition to the National level in the Leadership Resource Registry (LRR). AI professionals may add their general interest in serving at the Region and Chapter level by accessing the LRR through their online account.

- Login to our AI Account.
- Click on **My Committees**
- Click on **Volunteer? Complete the Leadership Registry Form**



AI PAREA provides an alternative to the traditional supervisor and trainee model for experience for licensed residential and certified residential appraisers.

AI PAREA is an online program covering appraisal theory and methodology, in real-world simulations, with mentoring from nationally recognized appraisers.

The content and activities in the AI PAREA program recreate the practical experience needed to gain a credential. Exercises, simulations, case studies, and applications are designed to enhance the AI PAREA program participant's existing appraisal knowledge. AI PAREA participants will develop at least three USPAP-compliant appraisal reports at the culmination of the AI PAREA program.

Learn more about the AI PAREA program here: [Appraisal Institute PAREA FAQ](#)

Chapter Newsletter Award

At the Chapter Leadership Conference on October 25th the South Florida Chapter received the Chapter Newsletter Award!

Let's congratulate our newsletter editor, Claudia Vance, MAI on a job well done!



Education



Another year is upon us and we are kicking off the New Year with The 50% FEMA Rule Appraisal seminar which is being taught by Patricia Staebler, SRA. As we are set to start the 1st quarter, I want to first wish everyone a Happy New Year. I also want to thank our 2022 Chapter President Charles Badell, MAI for doing a phenomenal job and also want to wish our 2023 President Lee Smalley, MAI the best of luck as we navigate through some interesting times in our industry. Below is the 2023 Education and Events Schedule which is still a work in progress. I would like to thank Debbie for doing a great job setting up all these courses and events. Cheers to 2023.

Ralph Pena, III, MAI
 Chair, 2022 Education Committee
ralph.pena@colliers.com



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

2023 South Florida Education Schedule—1st Quarter

January 12, 2023 Live stream via Zoom	The 50% FEMA Rule Appraisal	3-Hours	Patricia Staebler, SRA
January 19, 2023 Live stream via Zoom	Appraising Condos, Co-ops and PUDs	7-Hours	Maureen Sweeney, SRA, AI-RRS
January 25, 2023 In-Person	Chapter Meeting & Installation + Seminar—Foundations of Valuation-An Inferred Market Study Courtyard by Marriott Fort Lauderdale North/Cypress Creek	3-Hours	Vincent Dowling, MAI, SRA
February 9, 2023 Live stream via Zoom	Business Practices & Ethics	6-Hours	Brian Flynn, MAI, AI-GRS
March 9, 2023 Live stream via Zoom	Risk and Equity's Role	3-Hours	Vincent Dowling, MAI, SRA
March 23, 2023 Live stream via Zoom	Avoiding Bias: Building a Bias Defense-An Examination of Available Guidance and Requirements for Florida Appraisers	4-Hours	Dawn Molitor-Gennrich, SRA, AI-RRS and Francois "Frank" Gregoire, ASA, IFA

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

[Register](#)



2023 EDUCATION & EVENTS



**Appraisal
Institute®**
*Professionals Providing
Real Estate Solutions®*

South Florida Chapter

January 12, 2023 Live stream via Zoom	The 50% FEMA Rule Appraisal	3-Hours	Patricia Staebler, SRA
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March 23, 2023 Live stream via Zoom	New —Avoiding Bias: Building a Bias Defense-An Examination of Available Guidance and Requirements for Florida Appraisers	4-Hours	Dawn Molitor-Gennrich, SRA, AI-RRS Francois "Frank" Gregoire, ASA, IFA
April 5, 2023 In-Person	Chapter Meeting & Elections + Seminar —TBA	4-Hours	Vincent Dowling, MAI, SRA
April 20, 2023 Live stream via Zoom	New —Appraisal Review Involving Appraisals with Multiple Appraisers	2-Hours	Richard Borges, MAI, SRA, AI-GRS, AI-RRS
May 18, 2023 Live stream via Zoom	New —Complex Valuation	7-Hours	Randall Bell, MAI, , MBA, PhD and Michael Tachovsky, PhD, MS
August/September 2023 Live stream via Zoom	2023 South Florida Real Estate Forum	6-Hours	TBA
August/September 2023	Social Chapter Meeting —TBA	No CE Credit	
October 19, 2023 Live Stream via Zoom	Business Practices & Ethics	6-Hours	Vincent Dowling, MAI, SRA
October 20, 2023 In-Person	Chapter Meeting + Seminar , Florida Appraisal Laws and Rules TBA	3-Hours	TBA
December 14, 2023 Live Stream via Zoom	Florida Appraisal Laws and Rules	3-Hours	Nicholas Pilz, MAI, SRA, AI-RRS

[Register Today](#)



Additional classes will be added!

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

Revised 1-4-2023

Membership Meeting and More!

Wednesday, January 25, 2023

Chapter Meeting, Installation + 3-Hour Seminar, Foundations of Valuation-An Inferred Market Study

Instructor: Vincent Dowling, MAI, SRA

Courtyard by Marriott Fort Lauderdale North/Cypress Creek
2440 W. Cypress Creek Road, Ft. Lauderdale, FL 33309

This 3-Hour program addresses the need for meaningful market analysis for properties that generally transact and are located in a stable market using industry approved and peer tested techniques within the Six Step process. This program will focus on the nuances of an Inferred market study. Market analysis precedes and is the underpinning of the highest and best use analysis and conclusion. The data gathered and analysis undertaken in market analysis is used in all three approaches to value and the reconciliation. Regardless of the assignment, a traditional appraisal or a desktop appraisal, a supportable and reasonable highest and best use is critical for all market value appraisals.

Continuing Education Credit: Florida Real Estate Appraisal Board 3-Hours, 0010253. Appraisal Institute: 15 points

Membership Updates

Congratulations!
Welcome to
Designated membership



New Designated Member
Alejandro “Alex” Garcia, SRA

Designated Member Status Change
Michael Slade, MAI, SRA—Retired

New Student Affiliates

Austin Martin
Fabian Ospina

Welcome



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.



Pursue an Appraisal Institute Designation

2023 Chapter Officers

President

Lee Smalley, MAI

Vice President

Gregory Becker, MAI

Secretary

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

Treasurer

Matthew Roach, MAI

Candidate Guidance



There have been some significant changes to the Candidate Program effective January 1, 2023. Please note the following:

Effective January 1, 2023, any education needed to earn an AI designation (a.k.a. designation education) **will no longer be a component but instead a prerequisite** to the Candidate for Designation program.

As such, individuals seeking AI Designated membership who **are not already** Candidates for Designation must complete all required education to be eligible to enter the **Candidate for Designation** program. AI Admissions recommends that these individuals join AI as a Practicing Affiliate, complete all required education, then become a Candidate for Designation.

AI Admissions, with the permission of the ADQC chair, recently granted timeline extensions (12/31/2023) to Candidates whose timelines end either this year or sometime in 2023. These Candidates must complete all required education prior to the expiration of this timeline extension date (12/31/2023) to remain in the **Candidate for Designation** program.

Candidates who **do not** complete the required education (**on the most current designation path**) by this timeline extension date of 12/31/2023 may not remain Candidates, however, they may transition to the Practicing Affiliate category until they can complete the outstanding education requirements and retransition into the Candidate for Designation program. This policy also applies to Designated members earning additional designations. (Designated members would remain Designated members but would no longer be enrolled in a Candidate for Designation program.)

Individuals may retain credit for any previously completed designation requirements (if applicable) if the completion date is no older than 20 years at the time of entry into the **Candidate for Designation** program or upon approval of an additional four-year extension.

Note: Effective immediately, Annual Minimum Progress is no longer a condition of the Candidate for Designation program.

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 (Alta Rogers, MAI) at alimartn@gmail.com. We are here to help you reach your professional real estate appraisal goals.

Alta "Ali" Rogers, MAI
Chair, 2023 Candidate Guidance Committee
alimartn@gmail.com



2023 Comprehensive Examination

- April 1-30 (registration deadline: March 31, recommended to apply by February 15)
- August 1-31 (registration deadline: July 31, recommended to apply by June 15)
- November 1-30 (registration deadline: October 31, recommended to apply by Sept 15)

Candidates may register through their candidate checklist. Comp Exam results are generally available about two weeks after the examination window has closed after all examinees have completed their exams.

General Demonstration of Knowledge

Please remember that the two prerequisites are [Advanced Market Analysis and Highest & Best Use](#) and the [General Demonstration Report Writing](#) seminar (within the past five years). Please note that the General Appraiser Report Writing and Case Studies course is **not** the same as the demo seminar.

Capstone Location	Registration Deadline	Materials Released	Webinar #1	Webinar #2	Workshop Dates
Synchronous	Jan. 5	Jan. 6	Jan. 27	Feb. 21	March 13-19
Synchronous	April 13	April 14	May 5	May 30	June 19-25
Seattle, WA	April 13	April 14	May 5	May 30	June 19-25
Synchronous	July 27	July 28	Aug. 18	Sept. 12	Oct. 2-8
Synchronous	Sept. 7	Sept. 8	Sept. 29	Oct. 24	Nov. 13-19
Nashville, TN	Sept. 7	Sept. 8	Sept. 29	Oct. 24	Nov. 13-19

Other demo options are the traditional demo report (also requires the General Demonstration Report Writing seminar), research project, peer reviewed publications, or Master's Thesis/Doctoral Dissertation. See [The Official Guide to the Demonstration of Knowledge Requirement: General](#).

More News!



Find out more about AIERF today.

[More Info](#)

AI Education and Relief Foundation Assistance Available in Wake of Hurricanes Fiona and Ian

If you have been impacted by Hurricanes Fiona or Ian, the AI Education and Relief Foundation could provide assistance.

[AI Education and Relief Foundation Application](#)

Since 2005, more than \$300,000 in emergency financial assistance has been provided to appraisers and other individuals in need.

There is **no** deadline by which you must apply. Assistance applications will be accepted whenever they come in to AIERF.



[Face Value](#), is the official podcast of the Appraisal Institute. Join rotating 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



AIERF Minorities and Women AI Course Scholarship—Apply by April 1, July 1, 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 April 1, July 1, 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 April 1, July 1, 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.



2023 General Meetings

- Monday, February 6
- Monday, April 13
- Monday, June 5
- Monday, August 7
- Monday, December 4

Thank You for Volunteering!



Congratulations to Val Chiasson, MAI, SRA for his Appraisal appointment as Representative on the International Valuation Standards Council (IVSC) Advisory Board (2023), Appraisal Institute!



The South Florida Chapter is looking for members who would like to take part in **the Leadership Development & Advisory Council on May 17-19, 2023** in Washington, D.C. This is an intensive idea generating meeting with government contacts. *We are looking for members who want to be involved.* This is ideal for individuals that want to participate in leadership at the chapter level. The South Florida Chapter will partially reimburse individuals for their expenses.

The Leadership Development & Advisory Council (LDAC) has served as a source of leadership and as an inspiration for new programming ideas for the Appraisal Institute for over 30 years.

LDAC helps to establish an appraiser presence in Congress and provides a forum where ideas and opinions of targeted topics of concern in the appraisal profession are exchanged. LDAC has a long history as a training ground for future leaders within the Appraisal Institute.

LDAC alumni can be found serving throughout the country as Chapter Presidents, Regional Representatives, members of National Committees and even as National Officers and members of the Board of Directors.

NOW IS THE TIME TO REGISTER! The South Florida Chapter Board of Directors will be selecting members to attend the 2023 Leadership Development and Advisory Council (LDAC).

If you are interested in representing the South Florida Chapter at LDAC in 2023, please complete the [questionnaire](#) and return to the chapter office @ sfchapterai.email@gmail.com – subject LDAC 2023. **The registration deadline has been extended to Wed., January 11.** [LDAC Questionnaire 2023](#)

News from AI

The AI Board of Directors has adopted a motion to name Beata Swacha, CAE, as acting Appraisal Institute CEO effective immediately. Jim Amorin, CAE, MAI, SRA, AI-GRS, will remain in a support and advisory role until Feb. 14 to help ensure a smooth transition.

Beata has worked for the Appraisal Institute for more than 12 years, including the past seven as chief financial officer, where she remains in charge of AI's Finance, Human Resources and IT Departments. She will work closely with her teams to ensure that all duties and responsibilities are properly handled as she takes on this new role and to keep AI moving forward with minimal membership service disruption during this transition.

The Board of Directors voted for Beata to assume this role and is implementing a process for searching for the organization's permanent CEO. We would personally like to congratulate Beata as she guides AI staff through this transition, while working closely with the Board of Directors, and to thank Jim for all he has done for AI.

AI Seeks Names for 2024 Vice President

The Appraisal Institute is seeking individuals interested in serving as the 2024 vice president of the Appraisal Institute. The 2024 vice president succeeds to the office of the 2025 president-elect, 2026 president and 2027 immediate past president.

If you are interested in serving or wish to recommend someone for the position, please email your written recommendation to:

Pledger M. "Jody" Bishop, III, MAI, SRA, AI-GRS
Chair, 2023 National Nominating Committee
c/o Joan Barngrover at: jbarngrover@appraisalinstitute.org

(Note: Deadline for submission is Feb. 7, 2023, 5 pm CT)

Qualifications for 2024 vice president can be found in the Appraisal Institute Bylaws and on the Appraisal Institute's website.

Candidates cannot serve as a member of the National Nominating Committee at any time during the year in which his or her candidacy would be considered.

The National Nominating Committee will interview candidates on May 9-10, 2023.

45-Day Notice on Proposed Amendments to Officer Nominations and Elections

The Appraisal Institute Board of Directors on Nov. 22 sent to 45-Day Notice proposed amendments to Appraisal Institute Bylaws governing the nomination and election of officers. [Read more on the AI website \(AI login required\)](#)

Other News Around the Appraisal Institute

- Are you looking for some excellent exposure, and potential new business opportunities, for yourself and your company? Is there an exciting topic that you think other appraisers need to learn about? I'd invite you to submit your ideas for consideration in [Valuation](#), AI's quarterly magazine, or [The Appraisal Journal](#), our peer-reviewed journal. Additionally, subject matter experts are encouraged to submit their new topics and ideas to be considered for education programs. [Click here](#) to learn more. Also, practicing appraisers have served as authors and contributors to every book published by the Appraisal Institute. Share your knowledge by making your contributions. To learn more, contact Tep Shea-Joyce, senior manager, Publications, tshea-joyce@appraisalinstitute.org.
- The Appraiser Diversity Initiative is an important priority for the Appraisal Institute. I'd encourage you to keep updated on this initiative on AI's [Appraiser Diversity Initiative](#) webpage. If you know an individual who is looking to join the valuation profession, please encourage them to check out the website as well.
- The Appraisal Institute continues to expand its social media activities. Be sure to follow AI on [Facebook](#), [Twitter](#), [LinkedIn](#), and [YouTube](#).



AI Featured Benefit

Sharpen Your I/E IQ - Get Real-Time Property Data—Income/Expense IQ provides you with nationwide, real-time property benchmarks—giving you actionable insights and identifying opportunities for you to ensure accurate and fair market assessment all within an interactive dashboard. Download benchmarks in one, five, ten, or all metro areas. These fully digital benchmarks provide clear and concise income and expense data to help you better calculate and identify market value and compare overall performance of your properties. Benchmarks reflecting 2021 data are available for three asset classes and grow every year: office, conventional apartments, and industrial.

Get Access Today and Save! Appraisal Institute professionals receive a **20% discount** on Income/Expense IQ benchmarks using code **AI2022** now through June 30, 2023. To purchase benchmarks, [set up an account](#). The platform will then guide you through accessing and utilizing the benchmarks.

Pricing Structure- Benchmarks are available for purchase within the portal by metro area and asset class. *Prices listed below are before the discount is applied. One metro area, one asset class: \$49; Five metro areas, same asset class: \$199; Ten metro areas, same asset class: \$349; All metro areas, same asset class: \$499.

2023 South Florida Chapter Leaders

President	Lee Smalley, MAI
Vice President	Gregory Becker, MAI
Secretary	Enrique Casado, MAI, SRA, AI-GRS, AI-RRS
Treasurer	Matthew Roach, MAI
Directors 2021-2023	Charles Badell, MAI—2022 Past President Jose Cestero, MAI Ralph Pena III, MAI
Directors 2022-2024	C. Kevin Bokoske, MAI, AI-GRS, AI-RRS Alta “Ali” Rogers, MAI John Underwood, Jr., MAI, SRA
Directors 2023-2025	Luke Mittner, MAI Andrew Rolf, MAI Robert Scherer, MAI
Region X Representatives 2022-2023	Lee Smalley, MAI—2023 President Gregory Becker, MAI—2023 Vice President Robert Mesner, MAI, Ali-GRS Andrew Rolf, MAI Donald Sarley, SRA
Region X Representatives 2023-2024	Enrique Casado, MAI, SRA, AI-GRS, AI-RRS J. Nathan Pippin, SRA
Region X Alternate Representatives 2023	Carlos Gobel, SRA Matthew Roach, MAI Alta “Ali” Rogers, MAI Trisha Guarnieri, MAI, AI-GRS Jose Cestero, MAI Claudia Vance, MAI Chad Stites, SRA Deiky Vergel, SRA Bryan Kuypers, MAI Chris Callaway Staniszewski, SRA



South Florida Chapter

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

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

2023 Committee Chairs

By-Laws	TBA
Candidate Guidance	Alta “Ali” Rogers, MAI
Education	Ralph Pena, III, MAI
Finance	Matthew Roach, MAI
Government Relations	TBA
Newsletter	Claudia Vance, MAI
Nominating	Charles Badell, MAI
Public Relations	TBA
University Relations	TBA



ARE YOU INTERESTED IN DEVELOPING A 2–3 HOUR SEMINAR!

We are looking for interesting topics to offer at our chapter meetings. Please consider developing a continuing education program for our chapter. Please contact the chapter office with your ideas!



South Florida Chapter President
Lee Smalley, MAI
and
National President
Craig Steinley, MAI, SRA, AI-GRS, AI-RRS

