

THE APPRAISERS' APPRISEREditor: **Claudia Vance****President's Message—Gregory Becker, MAI**

Happy New Year! As I humbly begin my year as the 2024 Chapter President, I would like to thank our outgoing President, Lee Smalley, MAI for his long-term commitment to both the professional and the Appraisal Institute. Besides Lee, each of the members of the current leadership

team that is serving this year and supporting our efforts should be recognized as well – my good friend and Vice President Enrique “Henry” Casado, MAI, SRA, AI-GRS, AI-RRS, Secretary Matt Roach, MAI and Treasurer Jose Cestero, MAI, SRA, AI-GRS. All of our efforts would be for naught if it weren't for Debbie who is the glue that holds the chapter together and running like a fine watch.

That said, before I got involved, I had no idea of the time commitment put forth by those who are active in the chapter, but it's done to give back to our profession. So, my commitment to the membership is to help support each and every one of you.

My goal for the year is to help the chapter grow and provide the classes and resources for you to help continue to have the Appraisal Institute remain the preeminent valuation organization nationally. AI National is planning a number of initiatives to support membership, and as they are announced, I will be happy to assist with any questions you may have.

As far as my background and experience, I have been an appraiser for virtually my entire career other than one year working for a REIT. I started in New York City with Cushman & Wakefield before moving to a local shop in New Orleans and then to a bank in Atlanta. I then worked as an outside appraiser for that bank while pursuing my

MBA, then spent time at two accounting firms and having my own business before relocating to South Florida with CBRE. After 14 years at CBRE, I spent 6 years at Newmark before recently joining Colliers, where I'm working with our Education Chair, Ralph Pena, III, MAI.

The most important thing I feel I've accomplished during my 20+ years here in South Florida is that I've tried to mentor and bring new professionals into the business who I hope will pursue their designations and become more active in the chapter. Brian Simmel (Newmark), Owen Black (CBRE), Steven Saginor (Newmark) and Brandon Gimpel (Colliers) are excellent young professionals that I had the opportunity to bring into the business. They and others like them are the future of the profession, and it behooves us to share what the older members have learned over the years. As someone with fewer years to go in the business than time in, I feel it is my responsibility to share what I've learned as I benefitted from a number of great mentors, most are outside of South Florida, but Jim Agner, MAI, AI-GRS in our chapter is someone who was not only the manager but someone that truly cared about and looked out for his team. I've tried to do that for my trainees and team members, and I hope to be able to help and support you over the coming year.

Please reach out if there is anything I can do to help you.

Gregory Becker, MAI
2024 Chapter President
greg.becker@colliers.com



CHAPTER MEETING SPONSOR

Monday, January 29, 2024**10:00 AM—3:00 PM**

Chapter Meeting + Installation + Lunch + 4-Hour Seminar
Synopsis of Income Techniques: Support of Inputs and Rates

Instructor: Vincent Dowling, MAI, SRA

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

\$75 AI Price — \$105 Full Price — Before Jan. 19

Education



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

I hope everyone had a nice holiday and Happy New Year! As we approach the 2024 renewal year we will be offering our first in-person 2024-2025 7-Hour National USPAP Update class on February 22, which will be taught by Brian Flynn, MAI, AI-GRS. In quarter one alone we will be offering eight classes. For the first time on April 25 we will be offering Becoming Proficient in Fractional Interest Valuation which is a 4-Hour live stream/synchronous class developed by Dennis Webb, MAI, ASA, FRICS. Throughout the year we will be updating the education schedule.

Look forward to seeing everyone at the January 29 chapter meeting!

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



2024 Real Estate Forum

The intent is to continue with a virtual format for the 2024 real estate forum. We are open to all suggestions but in general, this event will continue to follow the same format as the past few years, with a key speaker and general real estate economics topics relative to the valuation profession. CE needs to be submitted to DBPR by February to ensure approval before the planned forum – likely to be late August or early September. We have been very fortunate to round-up a collection of insightful panelists to contribute and appeal to a variety of attendees.

Our event has been able to generate a similar profit level and is less labor intensive than the larger in-person events in the area. Therefore, unless someone would like to step forward and volunteer their time and effort, the virtual platform will continue. Please be sure to provide Debra with any suggestions for topics and/or speakers that you would like to see included in this year's real estate forum. Thank you!

Trisha Guarnieri, MAI, AI-GRS and Howard Klahr
South Florida Real Estate Forum Co-Chairs



[Register](#)

2024 Education and Events — 1st Quarter

January 18, 2024 Live stream via Zoom	New — The Impact of Short-Term Rentals (Airbnb, Vrbo, HomeAway) on Real Estate Valuation	4-Hours	Jason Ferris, MAI, SRA
January 25, 2024 Live stream via Zoom	New — FHA Handbook 4000.1 Appraisal Changes	3-Hours	Lisa Meinczinger, SRA, AI-RRS
January 29, 2024 In-Person 10:00 AM—3:00 PM	Chapter Meeting and Installation + Lunch + Seminar — New Synopsis of Income Techniques-Support of Inputs and Rates Courtyard by Marriott Fort Lauderdale/Cypress Creek	4-Hours	Vincent Dowling, MAI, SRA
February 8, 2024 Live stream via Zoom	Business Practices & Ethics	6-Hours	Mark Smeltzer, MAI, SRA, AI-RRS
February 22, 2024 In-Person	2023-2024 7-Hour National USPAP Update Courtyard by Marriott Fort Lauderdale/Cypress Creek	7-Hours	Brian Flynn, MAI, SRA
March 7, 2024 Live stream via Zoom	New — Top 15 Takeaways and Lessons from Your Colleagues' Legal Misfortunes	3-Hours	Peter Christensen, Esq.
March 20, 2024 Live stream via Zoom	Florida Appraisal Laws and Rules	3-Hours	Kevin Hayes, MAI
March 21, 2024 Live stream via Zoom	2024-2025 7-Hour National USPAP Update	7-Hours	Vincent Dowling, MAI, SRA

2024 Education and Events — 2nd—4th Quarter



South Florida
Chapter

April 11, 2024 Live stream via Zoom	New — Community Land Trust (CLT) Appraisal Training	4-Hours	John Underwood, III, MAI, SRA
April 25, 2024 Live stream via Zoom	New — Becoming Proficient in Fractional Interest Valuation	4-Hours	Dennis Webb, ASA, MAI, FRICS
May 9, 2024 Live stream via Zoom	New — Appraiser Law in the Real World	4-Hours	Peter Christensen, Esq.
May 16, 2024 Live stream via Zoom	New — Practical Application of Fundamental Analysis	7-Hours	Kerry Jorgensen, MAI
May/June In-Person TBA	Chapter Lunch Meeting and Elections + 3 Hour Florida Appraisal Laws and Rules	3-Hours	TBA
June 6, 2024 Live stream via Zoom	New — ISO Construction and Basic Construction Plan Reading	2-Hours	Patricia Staebler, SRA
June 13, 2024 Live stream via Zoom	Business Practices & Ethics	6-Hours	Brian Flynn, MAI, AI-GRS
July 11, 2024 Live stream via Zoom	Setting the Stage for Inputs: An In-Depth Look at an Inferred Market Study	4-Hours	Vincent Dowling, MAI, SRA
July 18, 2024 Live stream via Zoom	2024-2025 7-Hour National USPAP Update	7-Hours	Craig Steinley, MAI, SRA, AI-GRS, AI-RRS
July 31, 2024 Live stream via Zoom	Florida Appraisal Laws and Rules	3-Hours	Nicholas Pilz, MAI, SRA, AI-RRS
August 2024 Live stream via Zoom	2024 South Florida Real Estate Forum	TBA	TBA
September 12, 2024 Live stream via Zoom	Florida Appraisal Laws and Rules	3-Hours	Timothy Andersen, MAI
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 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
December 12, 2024 Live stream via Zoom	Business Practices & Ethics	6-Hours	Barry Diskin, Ph.D., MAI, AI-GRS



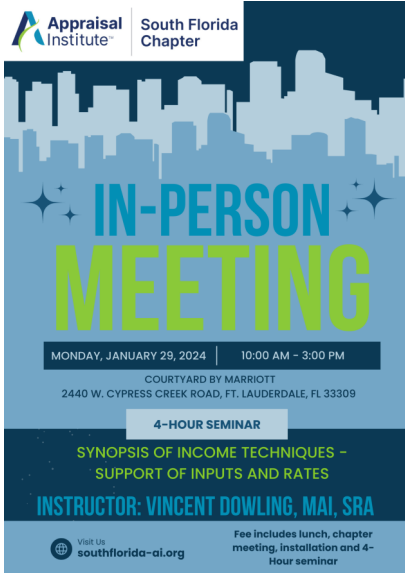
[Register](#)

More in-person USPAP classes will be added

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

Revised—Dec. 8, 2023

Membership Meeting and More!



Monday, January 29, 2024

10:00 AM—3:00 PM

Chapter Meeting + Installation + Lunch + 4-Hour Seminar
Synopsis of Income Techniques: Support of Inputs and Rates

Instructor: Vincent Dowling, MAI, SRA

Courtyard by Marriott Fort Lauderdale North/Cypress Creek

2440 W. Cypress Creek Road, Ft. Lauderdale, FL 33309

\$75 AI Price — \$105 Full Price — Before Jan. 19

This program is for appraisers who develop and often rely on an income analysis when estimating market value. The program will review all aspects of a pro-forma, offer options to consider to support change rates, and discuss tools and techniques in both direct and yield capitalization. Strengths and weaknesses of an income analysis will be discussed. The program will include examples that can be helpful in applying various capitalization techniques.

Continuing Education Credit: Florida Real Estate Appraisal Board 4-Hours, 0010501.
 Appraisal Institute: 20 points. Thank you to our seminar sponsor—Colliers!

Membership Updates



CONGRATULATIONS!
Welcome to
Designated Membership

New Designated Member
Mark Lago, MAI

Designated Member Status Changes
Barbara Johanning, MAI, AI-GRS, transferred to North Carolina Chapter
J. Nathan Pippin, SRA, transferred to North Carolina Chapter

Practicing Affiliate
Mark Herold

Student Affiliates
Lazaro Jorin Gonzales
Michael Nelson
Corey Pineiro

Appraisal Diversity Initiative Scholarship
Edward Zachary Ortiz

The



South Florida Chapter

Welcomes You!

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.



South Florida Chapter

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



Membership Spotlight

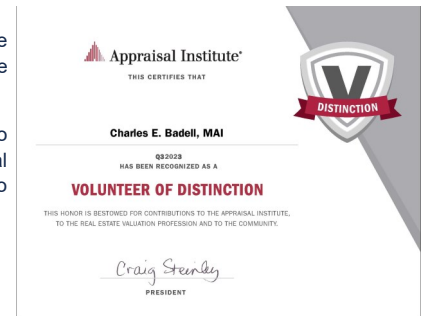
Volunteer of Distinction



The South Florida Chapter of the Appraisal Institute would like to congratulate **Charles Badell, MAI** for receiving the Volunteer of Distinction Award from the Appraisal Institute for the third quarter of 2023.

The Appraisal Institute's recognition program honors volunteers for their service to the Appraisal Institute, to the real estate valuation profession and to their local communities. Each quarter, the Appraisal Institute recognizes AI professionals who have been nominated by their fellow AI professionals.

Please join us in congratulating Charles for receiving this well-deserved recognition!



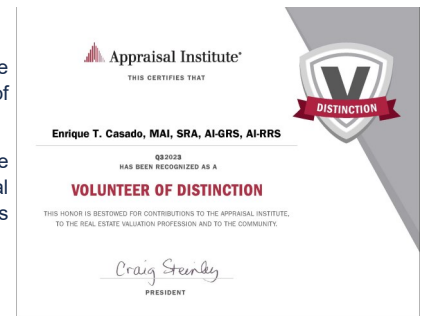
Volunteer of Distinction



The South Florida Chapter of the Appraisal Institute would like to congratulate **Enrique Casado, MAI, SRA, AI-GRS, AI-RRS** for receiving the Volunteer of Distinction Award from the Appraisal Institute for the third quarter of 2023.

The Appraisal Institute's recognition program honors volunteers for their service to the Appraisal Institute, to the real estate valuation profession and to their local communities. Each quarter, the Appraisal Institute recognizes AI professionals who have been nominated by their fellow AI professionals.

Please join us in congratulating Enrique for receiving this well-deserved recognition!



Nominating Committee 2024

The selection of a five-member nominating committee will be completed at the Chapter Meeting on January 29, 2024. This committee is charged with preparing a slate of nominees for the position of 2025 officers, directors and regional representatives of the South Florida Chapter.

Our current president, Gregory Becker, 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 29, 2024.

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

Lee Smalley, MAI
2024 Chair, Nominating Committee
lsmalley@bbgres.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](#)



Cheers to new beginnings!

We want to take this opportunity to wish our very own Region X member, **Sandra Adomatis, SRA** our best wishes for an outstanding year as AI National President!

Candidate Guidance



It's new year's resolution time! Now is a great time to look at the educational calendar for 2024, and make plans to meet designation requirements. Remember that extensions for the Candidate program—where Candidates get additional time on whatever path they are currently on—no longer exist. Candidates must qualify for an additional four-year time period for the current designation path. If they do not qualify or do not apply for an additional time period, they will be transitioned into the Practicing Affiliate category. Note: Designated Members who do not receive an additional time period will have their Candidate path ended and will need to qualify and reapply for the path.

The Capstone schedule is now available and presented below for your convenience. 2024 educational offerings are available on the chapter and AI's websites. You might also want to check out the new On VUE examination options. Reminder: the next round of scholarship applications closes on April 1: <https://aierf.org/scholarships/>

The 2024 Comp Exam application is available (windows remain April, August, and November). 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.

Keep in mind that you are free to select an advisor, change advisors, or opt out of having an advisor at any time.

Standards & Ethics Requirements

Known as “Standards and Ethics,” this first-year requirement is two different courses, and some Candidates think completing USPAP will suffice, but they must complete both Standards (USPAP/IVS) and Ethics (AI Business Practices & Ethics) within their first year of candidacy, if they have not completed within four years prior to applying for Candidacy. If you are unclear, please refer to 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 “Al” Rogers, MAI, AI-GRS
Chair, 2024 Candidate Guidance Committee
alimartn@gmail.com



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

2024 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)

General Demonstration of Knowledge—2024 Dates

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
Dallas, TX	Jan 4	Jan 5	Jan 26	Feb 20	March 11-17
Synchronous	April 4	April 5	April 26	May 21	June 10-16
Chicago, IL	April 4	April 5	April 26	May 21	June 10-16
Synchronous	Aug 29	Aug 30	Sept 20	Oct 15	Nov 4 - 10

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!



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 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 aierf@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](#)

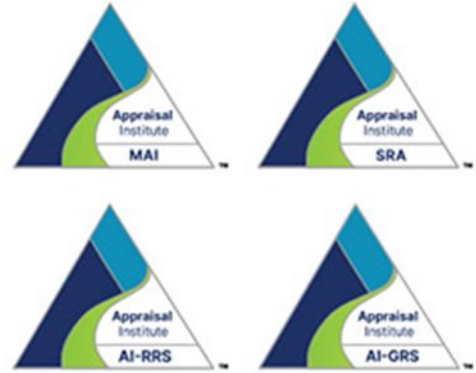
- Monday, February 5
- Monday, April 8
- Monday, June 3
- Monday, August 5
- Monday, October 7
- Monday, December 9

News from AI

Request Your New Designation Emblem Pin or Charm

As mentioned in [November](#), the Appraisal Institute Board of Directors during its Q4 meeting approved an organization brand promotion and awareness plan in which all dues-paying Designated Members will have the opportunity to receive a new designation emblem pin or charm that reflects the AI brand redesign.

The pins and charms will be available, **at no cost to you**, through March 31, 2024. To obtain your pin or charm please log in to your [AI Account](#) where you will see a link reading "Click Here to Request Your New Designation Emblem Pin or Charm." This link will allow you to make your selection. We are excited to be able to offer a new pin/charm to our Designated Members!



AI Seeks Names for 2025 Vice President

The Appraisal Institute is seeking individuals interested in serving as the 2025 Vice President of the Appraisal Institute. The 2025 Vice President succeeds to the office of the 2026 President Elect, 2027 President and 2028 Immediate Past President.

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

Chair, 2024 National Nominating Committee
c/o Joan Barngrover at:
jbarngrover@appraisalinstitute.org

(Note: Deadline for submission is February 7, 2024, 5:00 pm CT)

Qualifications for 2025 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 8, 2024.

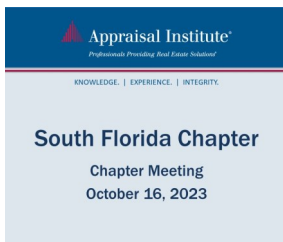
Executive Committee Embraces Change as 2023 Comes to an End



While my journey as the Appraisal Institute President is ending, I am confident that 2024 President Sandra K. Adomatis, SRA, will continue to build on the theme of members and chapters first. I look forward to seeing and speaking with you more in the year ahead as we continue to usher in this exciting new era of strategic focus for the organization.

Thank you for allowing me to represent you and the Appraisal Institute.

Craig Steinley, MAI, SRA, AI-GRS, AI-RRS
2023 President



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



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>

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

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	Andrew Rolf, MAI
Newsletter	Claudia Vance, MAI
Nominating	Lee Smalley, MAI
Public Relations	Howard Klahr
University Relations	Anthony Bonet, MAI



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
Gregory Becker, MAI
and
National President
Sandra Adomatis, SRA

