

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

Happy Spring! As we've wrapped up a relatively quiet first quarter of 2024, there have been a number of things going on to support our membership. We look forward to our 2nd quarter in-person meeting on May 13th with a 3-hour law class to support the 2024 renewal cycle. National President Sandy Adomatis, SRA will be joining us for the meeting.

On April 8th and 9th, Henry Casado, MAI, SRA, Ralph Pena, MAI and I attended the joint regional meeting in Clearwater which was well attended by a number of chapters throughout the country as many looked to escape their cold weather for the warmth of Florida's beaches. The morning sessions covered national activities and the reorganization of AI nationally to better support membership including actively working to improve our education offerings and delivery. The afternoon session were region breakout meetings where Region X discussed issues impacting the profession on a statewide basis. We are fortunate that given the size of the state and the number of chapters, much of the focus can be on issues important to Florida appraisers, while also having representation from the Puerto Rico – Caribbean chapter in attendance.

We also added another in-person USPAP class on April 30th and will add additional classes to meet demand before the November 30th renewal deadline.

Howard Klahr, SRA and Irene Sokoloff, MAI are working diligently to create another valuable Real Estate Forum, tentatively scheduled for August 29th. Details to follow.

For the 3rd quarter in person meeting, I am working with bank reviewers throughout the state to have a moderated panel discussion so they can share what they are from their lending teams and credit departments with an opportunity to ask questions and keep an open line of communication within the community. It will give members an opportunity to understand some of the "why" the banks' requirements and how we can provide better service to our customers.

The chapter nominating committee has been hard at work putting forward leadership for 2025 and I'd like to thank them for their work. The committee consists of Wendy Friedman, SRA, Glenn Lazarus, MAI, Denise Morales, MAI, Lister Rivera-Laborde, MAI, SRA and our past president, Lee Smalley, MAI, Chair.

In a few weeks, on May 15-17, Matt Roach, MAI and Irene Sokoloff, MAI will be attending LDAC in Washington, DC. LDAC is the Appraisal Institute's Leadership Development and Advisory Council. Having attended, it is a valuable program for those that are interested in contributing to the profession. From the website:

The Leadership Development and Advisory Council (LDAC) is a group of dedicated appraisers who come together once a year in Washington, D.C., to formulate solutions to challenges faced by the appraisal profession.

LDAC fosters creative thought from talented real estate appraisal professionals and generates future leaders of

Monday, May 13, 2024**10:30 AM—2:30 PM****Chapter Meeting + Elections + Lunch + 3-Hour Seminar
Florida Appraisal Laws and Rules**

Instructor: Timothy C. Andersen, MAI

Courtyard by Marriott Fort Lauderdale North/Cypress Creek

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

\$110 AI Price — \$120 Full Price — Before May 1

**Sandra Adomatis, SRA—2024 AI National President**

Will be attending our chapter meeting, come and ask questions and learn what's new at the Appraisal Institute!



President's Message—Continued

the Appraisal Institute. LDAC also establishes an appraiser presence in Congress demonstrating that the Appraisal Institute recognizes the importance of active involvement in the political process.

LDAC has served as a source of leadership and as an inspiration for new programming ideas for the Appraisal Institute since 1969. Through a series of roundtable discussions, LDAC provides a forum where ideas and opinions on targeted topics of concern to the appraisal profession are exchanged.

Why Attend LDAC?

LDAC is your springboard for future leadership within the Appraisal Institute.

Make a difference in the Appraisal Institute by formulating solutions to obstacles and challenges faced by the appraisal profession.

Have your voice heard by the nation's lawmakers.

Up to 45 Points of Appraisal Institute continuing education (CE) credit may be earned for participating in LDAC.

Please refer to Regulation No. 10: Continuing Education for more details. (CE will be granted at the end of the conference, after full participation is documented.)

As always, chapter leadership is here to support our members, both locally and as representatives to the national organization. If you need anything, or have suggestions to improve how we do things, please reach out and we will do what we can to make sure your voice is heard.

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



REVCO — April 8 & 9 — Clearwater



Elections — 2025 Officers, Directors, Regional Representatives and Alternates

The nominating committee met on April 5. It was my privilege to chair the committee this year. Our committee was a collection of the best that our Chapter has to offer. For their service and expertise, I want to thank the Nominating Committee Members:

Wendy Friedman, SRA
Glenn Lazarus, MAI
Denise Morales, MAI
Lister Rivera-Laborde, MAI, SRA
Lee Smalley, MAI, Chair

The Nominating Committee is pleased to announce the following slate of Nominees for 2025:

Officers

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

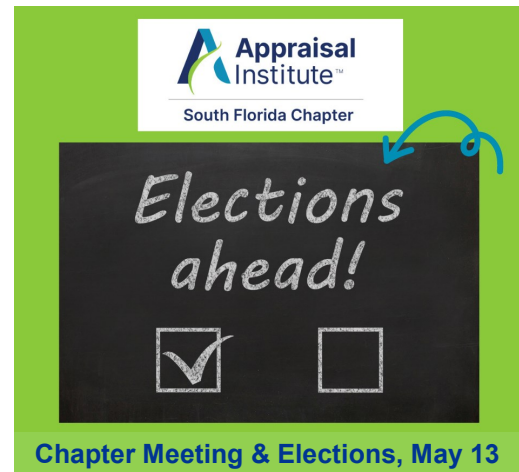
Jose Cestero, MAI
Ralph Pena, III, MAI
Scott Powell, MAI

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



Additional nominations may be made by a timely filing of a written petition signed by at least five percent (5%) of the total number of Designated Members, Candidates, Practicing Affiliates and Affiliates in the Chapter. Such petition may be in electronic form. To be effective, each nominating petition must be delivered in writing to the Chapter Secretary at least fifteen (15) days before the regular Chapter meeting at which the election is to be held. The Chapter Secretary shall deliver in writing a copy of any petition filed to each Designated Member, Candidate, Practicing Affiliate and Affiliate belonging to the Chapter at least ten (10) days before the date on which elections are scheduled to be held. The South Florida Chapter elections will be held at the May 13 chapter membership meeting. No additional nominations can be made from the floor.

Thank you to all of our members that stepped up to serve our chapter as volunteer leaders in 2025.

The election will be held during our chapter meeting on Monday, May 13.

Education



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

Hard to believe we are starting a new quarter. Just a reminder that we are offering numerous courses throughout the year, so please monitor your CE via the DBPR portal. This quarter we will be offering an in person 7-Hour USPAP class on April 30th which will be taught by Brian Flynn, MAI, AI-GRS. In the 2nd quarter alone, we will be offering nine courses. For the first time we will be offering Becoming Proficient in Fractional Interest Valuation which is a 4-hours live stream/synchronous by Dennis Webb MAI, ASA, FRICS. Throughout the year we will be updating the education schedule. I look forward to seeing everyone at the next Chapter Meeting on May 13th at the Courtyard Marriott Cypress Creek as this meeting will also include the mandatory 3-Hour Florida Laws and Rules taught by Timothy Anderson, MAI.

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

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



South Florida
Chapter

2024 Education and Events — 2nd Quarter

April 11, 2024 Live stream via Zoom	New — Community Land Trust (CLT) Appraisal Training	4-Hours	John Underwood, MAI, SRA
April 18, 2024 Live stream via Zoom	New — Fundamentals of Appraising Affordable Housing	7-Hour	Claire Feuling, MAI
April 25, 2024 Live stream via Zoom	New — Becoming Proficient in Fractional Interest Valuation	4-Hours	Dennis Webb, ASA, MAI, FRICS
April 30, 2024 In-Person—Courtyard by Marriott, Ft. Lauderdale	2024-2025 7-Hour National USPAP Update	7-Hours	Brian Flynn, MAI, AI-GRS
May 9, 2024 Live stream via Zoom	New — Appraiser Law in the Real World	4-Hours	Peter Christensen, Esq.
May 13, 2024 In-Person—Courtyard by Marriott, Ft. Lauderdale	Chapter Lunch Meeting and Elections + 3 Hour Florida Appraisal Laws and Rules	3-Hours	Timothy Andersen, MAI
May 16, 2024 Live stream via Zoom	New — Practical Application of Fundamental Analysis	7-Hours	Kerry Jorgensen, MAI
May 30, 2024 Live stream via Zoom	2024-2025 7-Hour National USPAP Update	7-Hours	Kevin Hayes, MAI
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

[Register](#)

2024 Education and Events — 3rd & 4th Quarter

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 29, 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 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
December 12, 2024 Live stream via Zoom	Business Practices & Ethics	6-Hours	Barry Diskin, Ph.D., MAI, AI-GRS



[Register](https://www.southflorida-ai.org)

Revised—April 8, 2024

Registration & Program Details: [https://www.southflorida-ai.org/](https://www.southflorida-ai.org)

Trending Topics Thursday: A brand new webinar series

The Appraisal Institute (AI) has launched a **twice-monthly webinar series** focused on timely issues about which appraisers want to know. Every first and third Thursday of the month, speakers will share their expert perspectives on topics from valuing complicated properties to interest rate trends, technology, and more. Details for the next webinar in the series are below.

Property Insurance's Response to Natural Disasters: What it means for appraisers

Thursday, April 18 from 12-1pm ET

Featuring:

Patricia Staebler, SRA, RS (member of AI's Florida Gulf Coast Chapter)

Brian Melsheimer, SRA (member of AI's Northern California Chapter)

Will Giambalvo, Area Senior Vice President and Managing Director, Gallagher Real Estate & Hospitality

Zac Taylor, PhD, Assistant Professor at the Faculty of Architecture and the Built Environment, Delft University of Technology

This free, non-credit series provides a great opportunity to **engage members and potential members** with current and useful perspectives on timely issues. [Share the registration link!](#)

We also want to hear from you about what topics we should cover in future webinars. [Send us a suggestion](#) using the linked form. Contact Bridget Flynn Kastner at bflynnkastner@appraisalinstitute.org (internal inquiries only please).

Membership Meeting and More!

Monday, May 13, 2024

10:30 AM—2:30 PM

Chapter Meeting + Elections + Lunch + 3-Hour Seminar

Florida Appraisal Laws and Rules

Instructor: Timothy C. Andersen, MAI

Courtyard by Marriott Fort Lauderdale North/Cypress Creek

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

This 3-Hour Florida Appraisal Laws and Rules class is required to renew your Florida Real Estate Appraisers license.

This program Continuing Education Credit: Florida Real Estate Appraisal Board 3-Hours, 0010112. Appraisal Institute: 15 points.

Sandra Adomatis, SRA—2024 AI National President will be attending our chapter meeting, come and ask questions and learn what's new at the Appraisal Institute!

Membership Updates

New Candidate for Designation

David Garcia

Practicing Affiliates

William Brumfield
David Chiasson
Charles Diamond
Deborah Irish
Adrian Pena
Brian Simmel
Alex Smith, III
Benjamin Tate



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



Region Education Liaison - Region X Third Director



What's out there to learn?

In a two-year cycle, appraisers can score compulsory continuing education hours toward renewal of their license. The purpose of scoring CE is to learn or remain academically fit. So, it shouldn't be only about the hours.

The question is, where should I get this education, and what offering is best or relevant to your practice?

The only organization with abundant new topics is the Appraisal Institute. Why repeat a seminar or a course that you have conquered?

There are 38 offerings coordinated in Region X for 2024 in virtual and classroom education, and we are planning to add two more courses as we await state approvals.

Remaining 2024 Florida Chapters Education

Date	Course/Seminar
April 11, 2024	Community Land Trust (CLT) Appraisal Training
April 18, 2024	Fundamentals of Appraising Affordable Housing
April 25, 2024	Becoming Proficient in Fractional Interest Valuation
April 30, 2024	2024-2025 7-Hour National USPAP Update—Classroom—South FL
May 2-3, 2024	Yellow Book—Uniform Standard for Federal Land Acquisitions—Classroom—East FL
May 9, 2024	Appraiser Law in the Real World
May 13, 2024	Florida Appraiser Laws and Rules—Classroom—South Florida
May 16, 2024	Practical Application of Fundamental Analysis
May 30, 2024	2024-2025 7-Hour National USPAP Update
June 6, 2024	ISO Construction and Basic Construction Plan Reading
June 13, 2024	Business Practices & Ethics
July 11, 2024	Setting the Stage for Inputs-An In-Depth Look at an Inferred Market Study
July 11, 2024	2024-2025 7-Hour National USPAP Update—Classroom—Florida Gulf Coast
July 18, 2024	2024-2025 7-Hour National USPAP Update
July 31, 2024	Florida Appraiser Laws and Rules
September 19, 2024	2024-2025 7-Hour National USPAP Update
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October 23, 2024	Florida Appraiser Laws and Rules
October 24, 2024	2024-2025 7-Hour National USPAP Update
October 29, 2024	Mass Appraisals vs. Single Property Appraisal
December 12, 2024	Business Practices & Ethics

The Puerto Rico and Caribbean Chapter has continued its MAI designation series with Income Approach Part 2 and has also scheduled a chapter-developed program addressing cost estimates, the AACE classification system, and cost indexes.

So far this year, we are at 31% of the line-up, with 482 students participating, equal to an average of 44 students per offering.

National Interest

Allisa Akins is the Appraisal Institute's new Director of Education and Publications. She assumed her duties in March 2024. We are steering to a new bearing on the horizon.

PAREA

PAREA stands for Practical Applications of Real Estate Appraisal. This program, designed by the Appraisal Institute, is an alternative for trainees to fulfill the experience requirements for licensure. President Adomatis has reported that the program launched is currently active, with 150 participants. There have been more than 1,000 inquiries to this unique program. The Appraisal Institute PAREA is the only entity offering this training toward the requisite experience. President Adomatis will provide an update on this program to the chapter meeting on May 13.

Region Education Liaison - Region X Third Director—Continued

Candidates and Advisors

Currently, there are 76 candidates, 49 of whom are pursuing the MAI designation, 12 seeking the SRA designation, and 15 aiming for the review designation. Between the Florida Chapters, there are 70+ Candidate Advisors, and they are:

David W. Irish, MAI
Gregory J. Becker, MAI
Deborah P. Tordella, MAI, SRA
James V. Andrews, MAI
Robert B. Banting, MAI, SRA
Curtis L. Phillips, MAI
Michael J. Rogers, MAI, SRA, AI-GRS
J. Lynn Carlson, MAI, AI-GRS
Eric D. Edlund, MAI, AI-GRS
Charles J. Lentz, MAI
Michael L. Mullenix, MAI, SRA, AI-GRS
David L. Maul, MAI, AI-GRS
Rebecca L. Pate, SRA, AI-RRS
Timothy C. Andersen, MAI
Michael P. Jacobs, MAI, SRA
Cheryl L. Scott, MAI
Joel D. Salley, SRA, AI-RRS
J. Mark Williams, MAI
Howard J. Cooksey, MAI
Eric B. Wit, MAI, SRA, AI-GRS, AI-RRS

Robert H. Scherer, MAI
John F. Thigpen, MAI
Nathan R. Gibboney, MAI
Susan S. Dixon, MAI
Ana M. Arroyo, MAI
Jennifer Marshall, SRA, AI-RRS
Scanlon K. Wilson, MAI
Matthew W. Jehs, MAI
Barbara A. Johanning, MAI, AI-GRS
Julie R. Battaglia, MAI, AI-GRS
Christopher D. Starkey, MAI
M. Jason Ward, MAI
Deiky A. Vergel, SRA
Carlos D. Gobel, SRA
Derek Fisher, MAI
Matthew D. Bulecza, MAI, AI-GRS
Marcos E. Salas, MAI, SRA, AI-RRS
Willem J. Faber, MAI
Courtland C. Eyrick, MAI, AI-GRS

Brad J. Saucier, MAI
Jeremy J. Winter, MAI, AI-GRS
William R. Temple, SRA, AI-RRS
Denise Morales, MAI
Brian E. Zamorski, MAI
Michael B. Hotaling, MAI
Alta M. Rogers, MAI, AI-GRS
Kyle W. Krueger, MAI, AI-GRS
David C. Randall, MAI, AI-GRS
Justin H. Arnold, MAI
James M. Ferebee, MAI, AI-GRS
Kristin B. Repp, MAI
John N. Miller, MAI
Charles E. Badell, MAI
Justin S. Markley, MAI
Kara Phillips, MAI
K. Jacob Hutchings, MAI
Robert L. Mesner, MAI, AI-GRS
William C. Cantrell, III, MAI

The best testimony of our great education is the feedback of those who take our competitors' courses, whether for purposes of qualifying or renewing your license.

Engaging in the educational opportunities provided by your local chapter directly benefits you. Not only do you gain access to high-quality materials and instruction, but you also contribute to the generation of diverse and enriching topics.

In conclusion, I leave you with the timeless words of Benjamin Franklin: "An investment in knowledge pays the best interest."

Enrique Casado, MAI, SRA, AI-GRS, AI-RRS
Vice President, South Florida Chapter
Third Director & REL, Region X
admin@merc-val.com

[The Appraisal Institute Launches "What I Value" Appraiser-Centric Video Series Highlighting Real Estate Appraisers' Values and Professional Value-add](#)

The launch video tells the story of Maureen Sweeney, SRA, AI-RRS, a leading voice for the profession who remains intensely committed to her work as a residential appraiser while creating content for the public to better understand the real estate market and the role of appraisers in representing the public trust. Along with her commitment to better educate homebuyers (and sellers), she has authored important articles for professional journals and testified on behalf of independent fee appraisers at the Appraisal Subcommittee's fourth Public Hearing on Appraisal Bias, and is the author of *The Valuation of Condominiums, Cooperatives, and PUDs*, published by The Appraisal Institute.

Future videos in the series will tell the individual stories of a diverse group of appraisers, each with their own perspective on the challenges and opportunities they have faced, and seized, in their careers, and the ways their personal and professional values and standards have guided their journeys in the appraisal profession and real estate industry.

Leadership Development and Advisory Council (LDAC), May 15-17

The South Florida Chapter of the Appraisal Institute would like to congratulate **Matthew Roach, MAI** and **Irene Sokoloff, MAI** for being chosen to represent our chapter at the LDAC 2024.

The Leadership Development & Advisory Council (LDAC) is a group of dedicated appraisers who come together once a year in Washington, D.C., to formulate solutions to problems and challenges faced by the appraisal profession. LDAC is a springboard for future leadership within the Appraisal Institute.

LDAC strives to foster creative thought from talented individuals involved in the real estate appraisal profession while developing future leaders of the Appraisal Institute. LDAC also establishes an "appraiser-presence" in Congress and demonstrates that the Appraisal Institute is made up of professionals who recognize the importance of being actively involved in the political process.

Candidate Guidance



Admissions Guidance Sessions

AI/National plans to launch virtual admissions guidance sessions—accessible to Candidates for Designation—on the experience, comprehensive examination and demonstration of knowledge requirements in conjunction with chapters and/or regions. If you are a candidate who has concerns, please keep an eye out for these sessions in the second quarter. Advisors are also welcome to listen in on these sessions.

Alta “Ali” Rogers, MAI, AI-GRS
Chair, 2024 Candidate Guidance Committee
alimartn@gmail.com



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

2024 Comprehensive Examination

- 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

Capstone Location	Registration Deadline	Materials Released	Webinar #1	Webinar #2	Workshop Dates
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](#).

How many active appraisers are there in Florida?

Certified Residential	3,867	(added 59 in past 6 months)
Certified General	2,251	(added 56 in past 6 months)
Licensed Appraisers	<u>10</u>	
Total	6,128	

Current Registered Trainees: 867 (added 5 in past 6 months)

What are the exam performance statistics?

Certified Residential Exam Graded in November, 2023: 15 exams graded; pass ratio 47%

Certified General Exam Graded in November, 2023: 4 exams graded; pass ratio 0%

Comparison with real estate associates/ brokers in November, 2023:

Real Estate Sales Associates Exam Graded in November, 2023: 5,083 exams graded; pass ratio 47%

Real Estate Brokers Exam Graded in November, 2023: 567 exams graded; pass ratio 44%

- [Click here to review the Exam Performance](#)
- [Click here to review the License Count](#)

No guessing, these are the real numbers. The statistics show there is essentially no growth for appraisers. What will happen to the numbers this renewal year? Consider the numbers in making business decisions, career plans or life choices.

Claudia Vance, MAI
vanceval@att.net

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 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 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 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, June 3
- Monday, August 5
- Monday, October 7
- Monday, December 9

From Cindy's Desk—April 12, 2024



I've heard from many appraisers, particularly residential appraisers, that the Appraisal Institute should have done better at standing up for them by making the public aware of their skills and professional discipline. I agree. Sweeping, sensationalized claims of "bias" about our profession ignore appraisers' core skills, ethical standards and professional disciplines. The valuer is the only party to a real estate transaction without a financial interest in its outcome; moreover, the appraiser's duty is to uphold the public trust, by providing an unbiased, impartial opinion of value based on a rigorous process that is continually refined and improved by the profession. Appraisers are heavily regulated to ensure quality standards, held to a rigorous ethical professional code of conduct, and our SRA and MAI designations reflect the profession's highest standards. Why then has it been difficult for appraisers to respond effectively as a profession to unfair accusations of bias?

One reason is that claims of bias are antithetical to what appraisers do. (In case you're interested, philosophers and linguists call this a "failure of presupposition," and it is hard to address because it assumes something that is not actually the case.) As of now, the public is hearing from the media and politicians about a certain terrible kind of bias. What they need to know is that professional real estate appraisal has long been built on eliminating all kinds of irrational bias. Appraisers, ironically, have been ahead of the curve in working continuously to identify and eliminate every kind of bias from their professional analysis.

Thanks to Daniel Kahneman, who died recently at the age of 90, and his partner Amos Tversky, the scientific community has recognized for over half a century that there is a normal human tendency toward bias, which they termed "cognitive bias." Their research showed that cognitive bias is part of the way all our brains work normally. In fact, our survival depends upon it.

These Nobel Prize winners (followed by several more in the following decades) demonstrated that our rationality is a myth and bias is the norm, and it has been a good thing for humans, evolutionarily speaking, because bias allows us to not have to think too much in cases where a quick judgment increases our odds of survival. Roughly defined as "any predictable error that inclines your judgment in a particular direction," bias is a natural feature of the way humans think.

It's easy to recognize some of our most common biases that reflect what is "normal." We are naturally more averse (two times more!) to negative consequences than we are attracted to positive consequences. This is called "loss aversion," which helps explain why we don't like to change, even when things are going poorly. Being twice as likely to avoid downside as to pursue upside helped keep us away from poison plants and cliff edges, but it also often keeps us from pursuing the best courses of action. There are many, many such examples of normal (not good, but normal and understandable) cognitive bias, including "anchoring bias," the tendency to rely too heavily on the first piece of information one receives, "availability heuristic," our tendency to overestimate the importance of information we remember easily, and "confirmation bias," the tendency to focus on information that confirms our pre-existing hypothesis.

Cognitive bias is powerful and can only be managed through the application of methodologies and procedures that require disciplined analysis of data and information (sound familiar, appraisers?). In fact, cognitive bias is why we depend on professionals trained to be unbiased specifically where our proneness to irrationality could create serious problems, such as science, finance, and economics. Appraisers' impartial analysis protects the public from our hard-wired, everyday biases that would undermine the healthy function of the real estate industry.

Appraisers are essential to a healthy economy because there are all kinds of opportunities for cognitive bias to infect real property valuation; real estate is a context ripe for "loss aversion," "anchoring bias," "availability bias," "conformity bias" or "conflict avoidance," to name a few. Appraisers are trained not to fall into these irrationality traps. Appraisers are continually trained to adjust their opinions of value based on data and professional discipline, precisely to avoid cognitive biases to which homeowners, loan officers, and all of us are susceptible. And in case you think machine learning and AI will save us, it is worth noting that AVMs and AI-generated results are not more rational; on the contrary, machines proliferate biases reliably, that is, unless there are educated appraisers who are regularly producing inputs to correct them.

In reality, appraisers have a great story to tell, but we have a long way to go to refocus the terribly flawed "appraiser bias" narrative onto facts and science. With facts, fairness and science all on our side, and with your help, my team and I have committed to advocacy and communications built on each member's commitment to doing the right thing, the right way.

There's more to say about bias. That's why this is part 1 of a 3-part series on bias...next up...the normal biases of homeowners and loan officers, "noise" and bias, cultural bias, the GSEs, and "banned words"...

Cindy Chance, CEO of the Appraisal Institute

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