



East Florida Chapter Appraisal Institute

NEWSLETTER

FOURTH QUARTER 2018

Check out our new website at
www.eflai.org

LOOKING FOR A NEW JOB....

See the chapter website for
opportunities at www.eflai.org

Welcome

New Candidates/Affiliates:

Melanie Martinez

David K. Silverman Jr.

Seth P. Shore

Gene Kahn

Christopher W. Langton

Sean M. Hector

SAVE THE DATE

December 11, 5:30-8:00

Annual CRE Holiday Party

Orlando Science Center

Details to follow!

Thursday, November 29, 2018

INSTALLATION OF THE 2019 OFFICERS AND DIRECTORS

Cooper's Hawk Winery & Restaurants
8005 International Drive, Orlando

12 Noon

\$30

Lunch options:

Elle's Chicken Piccata or Soy Ginger Atlantic Salmon
Cash bar available, Casual Attire

FOR DETAILED INFORMATION/REGISTRATION:

<http://www.appraisalinstitute.org/education/EastFlorida.aspx>

Or contact the chapter office at Lauren@eflai.org

Installing Officer
Charles Lentz, MAI

Your 2019 Officers and Directors:

President—Christopher Starkey, MAI

Vice President—David Herring, MAI, SRA, AI-GRS, AI-RRS

Treasurer— Matthew Jehs, MAI

Secretary—Hal Katz

Directors:

Mike Moran, SRA

Riley Jones, MAI, SRA

Willem Faber, MAI

Melissa Chandler, SRA

Elizabeth Alvarez, SRA

Nick Chop, MAI

President's Message



Ana M. Arroyo, MAI,
CAE, CFE

Fall has arrived and with it the last quarter of 2018. It has been a very powerful, energy-filled summer for the East Florida Chapter. Over the past two quarters our leadership has been very active putting together a brand new website for our chapter and a sold-out and superb Central Florida Real Estate Forum. The Marriott Downtown Orlando convention venue was filled with meaningful real estate information from many diverse panelists and leaders in our community, networking and the offering of valuable resources. Important organizations, partners and leaders in the real estate industry, came together and served as sponsors for this event. It took a team of people to make this event successful under the leadership of Hal Katz and Steve Marshall. Thank you all!

Our chapter is evolving and to reflect these positive changes our new eflai.org website was launched early this month. Please check it out; I think this will be a valuable tool for everyone. Our new website is linked, dynamic and is intended to contain everything you need to be well-informed on national and local economic data and organizations, real estate news, property research, upcoming events, educational and leadership opportunities and many others. Thank you Hal Katz for the initiative and leadership displayed to make this new amazing website happen.

Chris Starkey, MAI, Elaine Liz-Ramirez, MAI, Lauren Dowling and I attended the AI Annual Conference and Region X Meeting held in Nashville, Tennessee on July 29-August 1st. The Appraisal Institute, a National organization, is actively working on evolving to better meet the needs of our members taking into account modern challenges.

Please join us at Coopers Hawk on International Drive at noon on November 29 for the Installation of the 2019 EFLAI Officers and Board of Directors. I am very excited about our Chapter's upcoming leaders and the direction that they are taking us, please come and be part of it. Wish you all the best and a productive end-quarter of 2018.

Ana M. Arroyo, MAI, CAE
State-Certified General Real Estate Appraiser RZ3450
Mobile: 407-219-1817
Anami.arroyo@gmail.com

Education

Our last educational offering for 2018 is [Residential and Commercial Valuation of Solar](#). We are excited to have **Sandra Adomatis, SRA** secured to instruct this two-day course here in Orlando. We are also excited to offer this course at a large discount with pricing at \$225 for members and \$275 at full price. Where else can you get a two-day course taught by a national leader in the field of green valuation for less than \$300? Please sign up and show up to support the chapter!

We are just coming off the heels of a very successful 2018 Central Florida Real Estate Forum. The chapter would like to thank all our sponsors, speakers, attendees, and, of course, the volunteers who dedicated countless hours to make this year's forum one of the largest yet.

We are currently hard at work on the 2019 education calendar, if there are any courses you or anyone in your office needs, please let us know.

If you have a specialty, experience with a unique property type, different valuation method, or insight on a property type or valuation issue that is specific to Florida, please think about putting that knowledge to use and writing a short, half-day, or full-day seminar for the chapter. We need **YOU** to help us offer timely and meaningful education seminars for our chapter. If you have any ideas or would like more information on how to develop a seminar reach out to me or to Lauren Dowling.

This is my last newsletter as education chair for the East Florida chapter. I want to thank all the past chapter presidents that allowed me to serve on this committee for the past five years and thank everyone who has served on the committee with me for all your help. Most importantly, I want to say a huge thank you to Lauren Dowling. Until you serve on a committee like education or go through the leadership chairs with the chapter you will not fully appreciate all the time and dedication she devotes to our chapter and region. Everyone join me in telling Lauren "Thanks for all that you do" next time you see her at a class or meeting. Thanks Lauren!

David B. Herring, MAI, SRA, AI-GRS, AI-RRS
Education Chair
david@herringconsultingco.com

2018/2019 Florida Real Estate Appraisal Board Meetings

NEXT MEETING: December 3
2019—February 4, April 1, June 3, August 5, October 7, December 2

The Division of Real Estate is now able to live stream their meetings. 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. If you have connected to the live stream and no longer wish to view the meeting in progress, please be sure to disconnect to allow others to access the live stream. Please disable your PC audio and video camera prior to logging into the meeting. Failure to do so will result in other users and attendees hearing and seeing you during the meeting.

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 Janice Taylor at least 7-days prior to the meeting to register. Please visit the website www.myfloridalicense.com > *Doing Business with Us* > *Real Estate Division Page* > *Florida Real Estate Appraisal Board* > *Meetings & Workshops*, and print all publicly available materials as early as 7 days before the date of the meeting. The department endeavors to minimize paper usage in all business practices.

Congratulations to our New Designees

Gary K. Craig, AI-GRS
Jon A. Dawson, SRA
Bryan A. Neill, MAI
David S. Reed
Kristin L. Soltys, MAI

National Board of Directors



Our National Board of Directors supporting our very own, Nicholas Pilz, during his health battle

CE REQUIREMENTS

Candidates and Practicing Affiliates must complete 70 hours (350 points) of continuing education for every five-year cycle. Designated members must complete 100 hours (500 points) of CE every 5-year cycle. The points system offers an incentive to individuals who attend advanced education. AI will now reward individuals who take and pass exams. The system's tiered point structure allocates higher point values to courses and seminars defined as advanced education. For more information, visit the AI website. Generally, 1 hour of CE = 5 points (1% of 500 points) or more. This formula is also used for education taken outside of AI, which members can add on their own by logging onto the website and clicking: Add Credit to My AI CE Log. USPAP and Business Practice & Ethics are each valued at 35 points.

2019 CAPSTONE PROGRAMS

Location	Live Dates	Registration Deadline
Southern California	March 11-17, 2019	January 3, 2019
Synchronous*	March 11-17, 2019	January 3, 2019 (Sold Out)
Chicago, IL	June 24-30, 2019	April 18, 2019
Nashville, TN	September 16-22, 2019	July 11, 2019
Synchronous	September 16-22, 2019	July 11, 2019
Philadelphia, PA	November 18-24, 2019	September 12, 2019

AI SCHOLARSHIPS

The Appraisal Institute Education & Relief Foundation offers a number of scholarships. While some are for college students, many benefit Candidates for Designation. Keep in mind these scholarships are for courses only, not Capstone, not challenge exams or re-exams, and they are not available to Candidates who are retaking a course they previously attended. The next deadline is January 1. Call 312.335.4133 or email questions to aierf@appraisalinstitute.org.

2018 CENTRAL FLORIDA REAL ESTATE FORUM

A huge thank you to the 300+ attendees, 34 sponsors, and 17 top level professional real estate speakers....

What did we learn?

Orlando is young with a highly synergistic group of amazing real estate professionals from both the private and public sector who are working together providing the city of Orlando with tremendous opportunities. The forum provided great insights into the incredible developments and opportunities coming to our central Florida marketplace. Everyone who participated, attended and coordinated this event should be proud of what was shared and experienced together for the benefit of the central Florida marketplace.

2018/2019 Education Calendar

November	14-15	Res & Com Valuation of Solar	Orlando
January	24	Ignorance Isn't Bliss/Membership Meeting	Hilton Orlando North
Winter Extravaganza			
February	10-12	Condemnation Appraising	Embassy Suites Jamaican Ct
February	11	Evaluating Commercial Leases	Embassy Suites Jamaican Ct
February	12	Valuation by Comparison	Embassy Suites Jamaican Ct
June	17-22	Advanced Concepts & Case Studies	Embassy Suites Jamaican Ct
November	1	Business Practice & Ethics	Orange County Bar Assoc.
Dates TBD			
Central Florida Real Estate Forum			
Review Theory—General			

Questions—Call Lauren at 813-545-1382 or Lauren@eflai.org



Online Education:
Learn at your own pace anytime, anywhere.
Visit appraisalinstitute.org/online for a list of classes!

Appraisal Institute®
Professionals Providing Real Estate Solutions

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Hal Katz
Matthew Jehs, MAI
Elizabeth Alvarez, SRA

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Melissa Chandler, SRA
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