



# East Florida Chapter Appraisal Institute

## NEWSLETTER

JUNE, 2020

LOOKING FOR A NEW JOB or WOULD  
LIKE TO POST A POSITION

See the chapter website for  
opportunities at [www.eflai.org](http://www.eflai.org)  
(also included is a link to UCF  
Student resumes)

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WELCOME

NEW CANDIDATES/AFFILIATES:

Doris H. Houck

Alexander John Moran

Matthew Smith

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The 2020 Appraisal Institute Annual  
Conference has been cancelled

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LDAC 2020 has been rescheduled for  
October 26-28, 2022 @ the Hilton  
Washington DC National Mall

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2020 Comp Exam Dates

August 1-31

November 1-30

Wednesday, June 24, 2020

Due to COVID-19, the July Chapter Membership Meeting  
has been cancelled.

VIRTUAL CHAPTER MEMBERSHIP MEETING AND  
CHAPTER ELECTIONS OF THE  
2021 OFFICERS, DIRECTORS & REGION REPRESENTATIVES

Wednesday, June 24, 2020  
12 Noon - 1:00 PM

[CLICK HERE FOR DETAILED INFORMATION/REGISTRATION](#)  
ZOOM LINK WILL BE E-MAILED PRIOR TO MEETING

### President

Michael Moran, SRA, AI-RRS

### Vice President

Randall Rex, MAI

### Treasurer

Willem Faber, MAI

### Secretary

Riley Jones, MAI, SRA

### Directors

2019-2021

Elizabeth Alvarez, SRA

Nick Chop, MAI

2020-2022

Curtis Phillips, MAI

Kenneth Terrell, Jr., MAI

### Directors

2021-2023

David Randall, MAI, AI-GRS

Marcos Salas, MAI, SRA, AI-RRS

### Region Representatives

Randall Rex, MAI (2020-2021)

Nick Chop, MAI (2020-2021)

Curtis Phillips, MAI (2021-2022)

Wil Faber, MAI (2021-2022)

Riley Jones, MAI, SRA (2021-2022)

### Alternate Region Representatives

Kenneth Terrell, MAI

Thomas Jones, MAI

Elizabeth Alvarez, 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 East Florida Chapter elections will be held on the June 24, 2020 chapter membership virtual chapter meeting. No additional nominations can be made from the floor.

# President's Message



Matthew Jehs, MAI

It is clear that 2020 will be a challenging and disruptive time for our real estate appraisal community, but I hope our members, candidates, and affiliates can find opportunities and optimism in the midst of the largest healthcare crisis of our generation. Our good fortune over the last several years in an appreciating economy has allowed many of us to expand into new markets and explore new property types or lines of business, but with the unprecedented market challenges ahead of us it is more important than ever to understand the economic drivers for your local markets and the key property types of your practice.

Most appraisers are going to be at the forefront of understanding, analyzing, and communicating how the fallout will impact commercial and residential real estate. With the introduction of social distancing to the collective psyche, whenever the public health risk lessens, it is very difficult to know if traditional group behavior will return to many localities. The “invisible nature” of this crisis represents a new set of challenges with respect to risk and functionality. For example, will commercial tenants require future rent abatements to coincide with forced government closures? Will home offices shoot to the top of residential buyer demands and properties without them begin to lag? These questions become even more challenging with few recent sales and general uncertainty about the resolution of this outbreak.

This means ongoing discussions with sale/leasing brokers, buyers/sellers, developers/investors and bankers regarding their market/submarket observations, any trends, sales patterns, price reductions, increases in sales/lease listings, and changes in rental, sales, and absorption patterns. Any or all of these might be impacted.

Speaking of opportunities, one of the most significant changes to our local chapter has been to how we deliver education to our members in a recertification year. *The East Florida Chapter can now facilitate our approved classes in a virtual format though the end of November.* While many of you may have considered taking AI sponsored or even non-AI classes, our chapter is working diligently to make CE as safe and convenient as possible. The classes are interactive; students must have video and audio capability to see/hear the instructor and the instructor must be able to see/hear the students during the entire class. But it significantly expands the number of class offerings that could be done remotely and that can provide both Florida CE and AI CE credit (see page 6).

If you missed the recent AI Webinar on the Market Impacts of COVID-19, I highly recommend every member check it out. The webinar showcases the power that our collective appraisal body of knowledge can wield, including great insights on the potential impacts of the COVID crisis on a wide array of property types. A recording of the full 2-hour webinar is available on YouTube. The presentation material can be downloaded for future reference as well. The Institute has also gathered many other resources that can be found online at the [Appraisal Institute Coronavirus \(COVID-19\)](#).

“AI Answers: Weekly Updates and Answers from the World's Leading Valuation Authority” is a Facebook Live broadcast airing at noon CDT every Wednesday on the [Appraisal Institute Facebook channel](#). Watch the first two episodes on coronavirus-related valuation topics:

[AI Answers: Exterior-Only/Desktop Appraisals and State Orders \(April 22, 2020\)](#)

We will make every effort to keep you up to date via our homepage regarding additional cancellations or rescheduled events. For additional questions on education offerings, please contact Lauren Dowling at 813-545-1382.

Matt Jehs, MAI  
Chapter President  
[Matthew.Jehs@t-a-w.com](mailto:Matthew.Jehs@t-a-w.com)

# Scholarship Opportunities

AIERF Candidate for Designation—Deadline July 1

AIERF Minorities and Women AI Course Scholarship—Deadlines, January 1, April 1, July 1, October 1

AIERF AI Course Scholarship—Deadlines, July 1, October 1

AIERF Practicing Affiliate Course Scholarship—Deadlines, January 1, July 1, October 1

For more information and to apply go to <https://aierf.org/scholarships/>

## Comprehensive Exam Prep

*Gary DeWeese, MAI, and an instructor for the Appraisal Institute for more than 20 years, is offering his Comp Exam prep material for sale. The cost is \$300 for the Income, \$150 for the Sales, \$150 for the Cost/HBU and \$150 for the General module material. If you purchase the first 3 modules, the General module material is free. The material is based on multiple choice type problems with detailed solutions illustrated. The material is electronically delivered the same day as ordered.*

*For more information about the material, to read student reviews, and learn how to order go to [www.garydeweese.com](http://www.garydeweese.com) or contact Gary directly at [garydeweese@comcast.net](mailto:garydeweese@comcast.net) or 925-216-8751.*

***The materials were developed by Gary DeWeese and are not sponsored or endorsed by the Appraisal Institute***

## 2020 Florida Real Estate Appraisal Board Meetings

August 2, October 5, December 7

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.

<http://www.myfloridalicense.com/dbpr/re/FREABMeetings.html>. If you wish to have printed materials to reference during the meeting, please visit the website [www.myfloridalicense.com](http://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. If you plan to attend for CE credit, you will need to attend the full day. All FREAB Meetings begin at 8:30 a.m. and are held at the Division of Real Estate Commission Chambers in Orlando unless stated otherwise. The FREAB invites and encourages all members of the public to provide comment on matters or propositions 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. To submit written notice, send to the attention of FREAB Public Comments via email to: [realpublicrecords@myfloridalicense.com](mailto:realpublicrecords@myfloridalicense.com) or fax to 407-317-7245.

# CONGRATULATIONS TO OUR NEW DESIGNEES



President Matthew Jehs, MAI presented Elaine Liz-Ramirez with her AI-GRS designation certificate



President Matthew Jehs, MAI presented Marcos Salas his AI-RRS designation certificate

## East Florida Chapter

**President**  
Matthew Jehs, MAI  
Matthew.jehs@t-a-w.com  
**Vice President**  
Hal Katz  
katzcage@aol.com  
**Treasurer**  
Michael Moran, SRA, AI-RRS  
Michael.moran@iberiabank.com  
**Secretary**  
Randall Rex, MAI  
rrex@irr.com  
**Past President**  
Christopher Starkey, MAI  
cstarkey@irr.com

**Directors (Through 2020)**  
Willem Faber, MAI  
John Robinson, MAI, AI-GRS

**Directors (Through 2021)**  
Elizabeth Alvarez, SRA  
Nick Chop, MAI

**Directors (Through 2022)**  
Curtis Phillips, MAI  
Kenneth Terrell, Jr., MAI

**Region Reps**  
John Robinson, MAI, AI-GRS  
Curtis Phillips, MAI  
Hal Katz  
Mike Moran, SRA, AI-RRS  
Randall Rex, MAI

**Alternate Region Reps**  
Mike Moran, SRA, AI-RRS  
Riley Jones, MAI, SRA  
Willem Faber, MAI  
Megan Johnson Judd

**Bylaws**  
Christopher Starkey, MAI  
cstarkey@irr.com

**Candidate Guidance**  
Kristin Soltys, MAI  
[kristin@eminentvaluations.com](mailto:kristin@eminentvaluations.com)

**Education**  
Randy Rex, MAI  
rrex@irr.com

**Finance**  
Michael Moran, SRA, AI-RRS  
[Michael.moran@iberiabank.com](mailto:Michael.moran@iberiabank.com)

**Government Relations**  
Curtis Phillips, MAI  
c.phillips@callawayandprice.com

**Newsletter**  
Matthew Jehs, MAI  
[Matthew.jehs@t-a-w.com](mailto:Matthew.jehs@t-a-w.com)

**Nominating**  
Christopher Starkey, MAI  
[cstarkey@irr.com](mailto:cstarkey@irr.com)

**Public Relations/Website**  
Hal Katz  
[katzcage@aol.com](mailto:katzcage@aol.com)

**Chapter Executive Director**  
Tel: 813-545-1382  
[Lauren@eflai.org](mailto:Lauren@eflai.org)



# January 31 Membership Lunch/Seminar



## ON THE MOVE

Over the years, many of you have worked with Angela (Angie) Brown of Meridian Appraisal Group, Inc. On December 31, 2019, after having the privilege to work in the Central Florida real estate market for over 33+ years, Angie was been fortunate enough to be able to retire. She had a wonderful and full career in the commercial real estate valuation world and made lifelong friends with many of the real estate professionals. Her experience, knowledge and professionalism will be missed. We congratulate Angie and wish her the best. Fair winds and following seas Angie! With Angie's retirement, Ken Terrell, Jr., MAI became the new partner, and moving into Angie's role as Vice President with Meridian Appraisal Group, Inc. Under Ken's direction, Meridian will continue to provide the same great service to the Meridian clients. Ken can be reached at [ktenrell@meridianag.com](mailto:ktenrell@meridianag.com) and phone number 407-637-8708.

# 2020 Education Calendar—Registration Open

**VIRTUAL CE!!** The East Florida Chapter of the Appraisal Institute is happy to announce that the Florida Real Estate Appraisal Board will allow providers to offer any currently approved class via virtual format through the end of November. See the calendar below of classes we will be offering using Zoom.

June 10	<b>Transferred Value</b> <a href="#">Click here for registration and information</a>
June 19	<b>Measuring Market Reaction to Residential Home Features</b> <a href="#">Click here for registration and information</a>
June 23	<b>Solving Highest and Best Use Puzzles</b> <a href="#">Click here for registration and information</a>
June 25	<b>Three Hour Florida Law</b> <a href="#">Click here for registration and information</a>
June 26	<b>7 Hour USPAP</b> <a href="#">Click here for registration and information</a>
June 29	<b>How Tenants Create or Destroy Value: Leasehold</b> <a href="#">Click here for registration and information</a>
July 28	<b>Trial Components: A Recipe for Success or Disaster</b> <a href="#">Click here for registration and information</a>
August 13	<b>Client Requested Evaluations— Appraisal Assignments: Welcome to the 21st Century</b> <a href="#">Click here for registration and information</a>
September 2	<b>A Dive into Houses with Labels and Styles</b> <a href="#">Click here for registration and information</a>
November 2	<b>Three Hour Florida Law</b> <a href="#">Click here for registration and information</a>
November 5	<b>Developing a Supportable Workfile</b> <a href="#">Click here for registration and information</a>

**AIM HIGHER**  
With Online Education from the Appraisal Institute

 Appraisal Institute

SEARCH

