



East Florida Chapter Appraisal Institute

NEWSLETTER

DECEMBER, 2021

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

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

CONGRATULATIONS TO
Nicholas Pilz, MAI, SRA, AI-RRS
was appointed to the ASB

CONGRATULATIONS TO OUR NEW DESIGNEES

Laura Fischer Carroll, MAI

Connor David Holmes, SRA

Veronica Emery, MAI

WELCOME NEW CANDIDATES/AFFILIATES:

Anna Snyder
Brian Casey
Angelia Coleman
Michelle Jones Mickle
Sheena Mohammed
Heather Celeste Barlow
Jennifer Bryson
Luke Bradley Johnson
Edward Murtha, III
Sarah K. N. Teel

Wednesday, December 1, 2021

CHAPTER MEMBERSHIP MEETING/ LUNCH & INSTALLATION OF THE 2022 OFFICERS, DIRECTORS & REGION REPRESENTATIVES

Wednesday, December 1, 2021
12 Noon

UNIVERSITY CLUB
150 East Central Blvd, Orlando

INSTALLING OFFICER
AI-GRS

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

2022 OFFICERS, DIRECTORS & REGION REPRESENTATIVES

President

Randall Rex, MAI

Vice President

Willem Faber, MAI

Treasurer

Riley Jones, MAI, SRA

Secretary

Kristin Soltys, MAI

Directors

2020-2022

Curtis Phillips, MAI

Kenneth Terrell, Jr., MAI

2021-2023

David Randall, MAI, AI-GRS

Marcos Salas, MAI, SRA, AI-RRS

Directors

2022-2024

Laura Grove, AI-GRS

James M. Kleitz, MAI

Region Representatives

Curtis Phillips, MAI (2021-2022)

Wil Faber, MAI (2021-2022)

Riley Jones, MAI, SRA (2021-2022)

Kristen Soltys, MAI (2022-2023)

Marcos Salas, MAI, SRA, AI-RRS
(2022-2023)

Alternate Region Representatives

Kenneth Terrell, MAI

David Randall, MAI, AI-GRS

Laura Grove, AI-GRS

James M. Kleitz, MAI

President's Message



Michael Moran,
SRA, AI-RRS



What a journey! Here we are at the end of 2021 and like this elite local cycling club, we keep appraising fast and furious. This has been the busiest and best year to be an appraiser since Bob Sutte, MAI was a teenager! Fees at a premium (The Best). The phone never stops ringing. There isn't enough time in the day. Bob says appraising is 'feast or famine'. We're feasting!

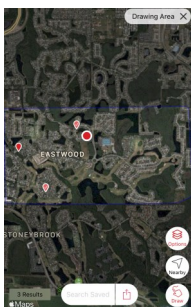
Let me share what clients are experiencing. The valuation process is about providing products and service. The system barely worked this year, due to surging demand levels and finding eligible appraisers to fulfill the work. But it did work.

Appraisal fees have experienced hyper inflation nationally. Austin, TX residential fees start at \$700. This is similar throughout NC & TN, also in rural markets.

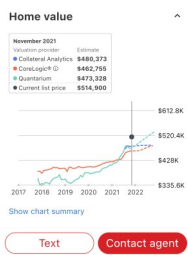
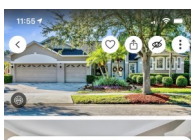
Average residential appraisal turn times in Florida with our bank panel in October was 8.3 business days (Order Date to Date Completed). 75 Percentile was 9.7 business days. That is very reasonable. We were excited to see that performance.

This year, housing has been booming. Rents are skyrocketing and prices in premium locations are strong. In my planned development of 2,014 detached single unit dwellings, there are only 3 active, non-pending available listings (or 0.15%) as of 11/8/2021. That defines 'under supply'. Each listing has only 1-9 days exposure time.

Buyer and Seller online tools are helping see real time market conditions. Realtor.com app gives multiple AVMs, like Zillow, with properties for sale at no charge, with price change history and prior sale information. See a sample below in my neighborhood.



We are seeing abundant appraisal employment opportunities, higher than ever. Keep an eye on AMCs to make sure they are current in their accounts payables. Many are going through leadership and ownership changes. Many have staff appraiser jobs available. But they are quick to adjust to demand needs.



Many in our chapter attended the National Conference here in Orlando this August. Great sessions experienced and optimum times to talk to National leadership. Everyone was there. I had 30 minutes one-on-one with Director of Government and External Relations, Bill Garber. Watch for updates on consumer protection and bias in appraising.

Region X leaders met face to face at the conference too and I saw an overall dialogue that was 'very positive'. Thanks to Elaine Ramirez, MAI who has served us as Region Chair and also is on the National Board of Directors.

I saw many past chapter Presidents including Ryan Zink, MAI who was honored for his service in the university appraisal development program that continues to grow. Matthew Jehs, MAI brought his commercial team. Nick Pilz, MAI who always is making an impact and exemplifies service. Also Chris Starkey, MAI, Ira Belinkoff, MAI and Ana Arroyo, MAI among others.

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To sum up, it's been an amazing year. I have enjoyed serving as your President of our East Florida Chapter for 2021 and will serve the board and Officer leadership in any way I can going forward.

Randy Rex, MAI is our incoming 2022 Chapter President. We are fortunate to have a leader of Randy's experience at this time. He is the Managing Director of Integra Realty Resources - Orlando and has extensive experience in commercial litigation.

I can speak for all of the officers and board members that we look forward to seeing you face-to-face at our chapter flagship event, the 10th annual Central Florida Real Estate Forum on March 4th at Margaritaville Resort in Kissimmee.

What a blast it is going to be! See you then.

Thank you.

Michael Moran, SRA, AI-RRS

President, East Florida Chapter



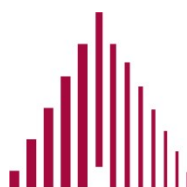
2022 Capstone Program Schedule

March 14-28
Synchronous

June 20-26
St Louis, Missouri & Synchronous

September 12-18
Synchronous

November 14-20
Ft Lauderdale & Synchronous



Appraisal
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2021/2022 Florida Real Estate Appraisal Board Meetings

Listed below are the schedule of meetings and workshops, present (subject to change as circumstances require) and past, 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 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:

Interested individuals/parties may submit a written notice to the attention of FREAB PUBLIC COMMENTS via the following ways:

- E-mail: DREAppraisalSection@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.

2021

December 6

2022

February 7

April 4

June 6,

August 1

October 3

December 5

SAVE **THE DATE**—MARCH 4, 2022

Sit Back, Relax and be Entertained

While receiving 8 hours of credit

(Registration Opening Soon)

2022 Central Florida Real Estate Forum

Presented by the Appraisal Institute - East Florida Chapter



Insight into Our Unique
Real Estate Market & Economy

*A Look into the Driving Forces
Affecting the Central Florida Real
Estate Market Now and
10 years into the future. . .*

Get ready to reach the next level of education and insight into the Central Florida marketplace



Daniel Webster
Congressman
U.S. House of
Representatives



KC Conway
Principal / Co-Founder
Red Shoe Economics
CCIM Economist



Brian Alford
Director of Analytics
Costar Group



Aaron Nolte
Sales Executive
CoStar Group



Frank DiBella
President / CEO
Space Florida



Thomas Engler
Director
Center Planning &
Development, NASA



Bill Moss
Director, Dr. P. Phillips
Institute of Research &
Education Real Estate UCF



Dean Saunders
Managing Director /
Founder SVN
Saunders Ralston Dantzler



Mike Cegelis
Executive
Vice President
Brightline Trains



Joshua Harris
Vice President
of Strategy
Skanska USA Commercial
Development



Abby Nelson
President/Owner
RE/MAX Realty
Great Homes
Group



George Cheros
President /CEO
National Center for
Simulation
UCF Research Park

MARGARITAVILLE
Resort
ORLANDO

Top Reasons for Attending the Event:

The 2022 event will showcase the following:

- **The Power of CoStar** – CoStar Group’s multifaceted product services as a leader in the data industry
- **Journey into Space** – East Coast Space Programs (NASA & Space Florida) which are embarking on building on the Moon and Mars in the next several years along with space travel for the general public
- **Live Outdoor Concert** - Enjoy the evening at the Margaritaville Resort Orlando with an exclusive live band, fire pits and cocktails
- **Stay The Night** – Take advantage of the weekend at the Margaritaville Orlando Resort with private tours and exclusive stay-over pricing
- **Sit Back, Relax and be Entertained** in our Outer Space and Margaritaville Resort style atmosphere complete with Caribbean/ Buffett music, food, drinks, and more
- **CE Credit** - Earn 8 Hours of CE Credits while having fun and interacting with top level real estate professionals. (40) Points of CE Appraisal Institute, 8 hours of CLE, FREAB, and FREC approved
- **FREE Self-Parking**
- **Giveaways** - Over \$3,000 in Gifts & Prizes
- **Networking** - Come network with the “Who’s Who” of real estate professionals in the Central Florida market attending this year’s event, including top level:
 - Developers • Planners • Attorneys • Bankers • Brokers • Construction Companies • Appraisers • Engineers • Investors • Architects • City & County Officials •
 - College Representatives • Investors • Architects • amongst others..
- **Continental Breakfast, Lunch, Cocktail Reception & Live Outdoor Concert** – Have continental breakfast and scrumptious lunch while learning interesting and useful information about current economic trends and major future development of the unique Central Florida community along with cocktails and Live Outdoor Concert in Margaritaville
- **Bonus** - Registered attendees will receive a link for discounted stays and amenities at Margaritaville Resort Orlando



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/>

THE EAST FLORIDA CHAPTER NEEDS YOU!

The chapter is looking to fill several chair and committee positions, including Education, Candidate Guidance and Government Relations. If you have questions or interest in serving, contact Randy Rex randy@rex-mcgill.com or chapter office @ Lauren@eflai.org

East Florida Chapter Officers/Directors/Committee Chairs

President
Michael Moran, SRA, AI-RRS
Michael.moran@iberiabank.com
Vice President
Randall Rex, MAI
rrex@irr.com
Treasurer
Willem Faber, MAI
will.faber@cushwake.com
Secretary
Riley Jones, MAI, SRA
Riley@florida-re.com
Past President
Matthew Jehs, MAI
Matthew.jehs@t-a-w.com

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

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

Directors (Through 2022)
David Randall, MAI, AI-GRS
Marcos Salas, MAI, SRA, AI-RRS

Region Reps
Randall Rex, MAI (2020-2021)
Nick Chop, MAI (2020-2021)
Curtis Phillips, MAI (2021-2022)
Willem Faber, MAI (2021-2022)
Riley Jones, MAI, SRA (2021-2022)

Alternate Region Reps
Kenneth Terrell, MAI
Thomas Jones, MAI
Elizabeth Alvarez, SRA

Bylaws
Matthew Jehs, MAI
Matthew.jehs@t-a-w.com

Candidate Guidance
Kristin Soltys, MAI
kristin@eminentvaluations.com

Education
Randy Rex, MAI
rrex@irr.com

Finance
Willem Faber, MAI
will.faber@cushwake.com

Government Relations
James Hasenau, MAI, AI-GRS
propappraiser@gmail.com

Newsletter
Riley Jones, MAI, SRA
Riley@florida-re.com

Nominating
Matthew Jehs, MAI
Matthew.jehs@t-a-w.com

Public Relations/Website
Hal Katz
katzcage@aol.com

Chapter Executive Director
Tel: 813-545-1382
Lauren@eflai.org

2021/2022 Education Calendar—Registration

November 18

Business Practices and Ethics—Virtual[Click here for registration and information](#)

December 9

2022/2-23 7 Hour National USPAP Update—Virtual[Click here for registration and information](#)

2022 Draft Education—Registration will be open soon (subject to change)

February 3	Membership Lunch/ 2022-2023 7 Hour USPAP Update	University Club
February 17	Business Practice & Ethics—Virtual	
March 3	Three Hour Florida Law	Margaritaville
March 4	2022 Central FL Real Estate Forum	Margaritaville
March 5	2022-2023 7 Hour USPAP Update	Margaritaville
March 31	Valuation Overview of Accessory Dwelling—Virtual	
April 7	Evaluations for Commercial & Residential Appraisers—Virtual	
May 19	Six Recent Lawsuits Involving Appraisers and Lessons from Each—Virtual	
June 9	What's Up in Technology for RE Appraisers—Virtual	
July 21	2022-2023 7 Hour USPAP Update—Virtual	
August 18	Valuation of Donated Real Estate—Virtual	

SPECIAL NOTE FOR CHAPTER DELIVERED VIRTUAL EDUCATION for 2020:

It is important to note that the AI educational programs that may be offered by virtual delivery "ARE NOT" approved in every state. Some states DO NOT allow virtual education. ALL participants MUST check state approvals prior to registering for any chapter offered Appraisal Institute program.

The definition of "Virtual" delivery format is the temporary exception (beginning 3/15/2020 until 12/31/2021) allowing previously approved classroom CE to be offered on a web platform, without additional submission or acceptance from the International Distance Education Certification Center (IDECC).

Please note that "Synchronous" delivery format is altogether different in that approval from IDECC has been granted and instructors have received the CDEI designation for distance learning instruction.

AIM HIGHER
With Online Education from the Appraisal Institute

 **Appraisal Institute**

SEARCH

