



# East Florida Chapter Appraisal Institute

## NEWSLETTER

OCTOBER, 2022

LOOKING FOR A NEW JOB /  
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:

Pedro Pablo Alfaya  
Bradley Chapman  
Andrew Grossmann, Sr.  
Krystal Butler  
Dominic Michael D'Alessandro  
Matthew Morris

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#### 2022/2023 CAPSTONE PROGRAM

November 14-20  
Ft Lauderdale & Synchronous  
March 13-19  
Synchronous  
June 19-25  
Seattle/Synchronous  
October 2-8  
Synchronous  
November 13-19  
Nashville/Synchronous

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#### UPCOMING REGION MEETINGS

October 21—Puerto Rico

Thursday, November 10, 2022  
University Club  
150 East Central Blvd, Orlando

## CHAPTER MEMBERSHIP MEETING/LUNCH & INSTALLATION OF THE 2023 CHAPTER OFFICERS AND DIRECTORS

### INSTALLATING OFFICER:

**David Beshears, MAI, MRICS**  
Executive Managing Director, Southeast Market Lead  
Valuation & Advisory

12:00 PM Noon

\$40

For More Information and to Register: [Click Here](#)

### 2023 OFFICERS, DIRECTORS & REGION REPRESENTATIVES

President – Will Faber, MAI  
Vice-President – Riley Jones, MAI, SRA  
Treasurer – Ken Terrell, MAI  
Secretary – Marcos Salas, MAI

#### Director 2021-2023

Mike Politano, MAI  
Tim Wagoner, SRA, AI-RRS

#### Director 2022-2024

Laura Grove, AI-GRS  
James Kleitz, MAI

#### Director 2023-2025

Jim Hasenau, MAI, AI-GRS  
Howard Cooksey, MAI

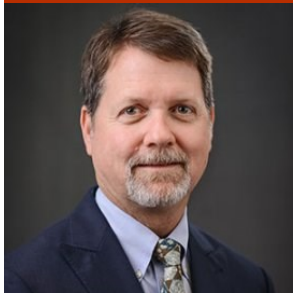
#### Region Representatives

2022-2023  
Riley Jones, MAI, SRA  
Marcos Salas, MAI, SRA, AI-RRS  
2023-2024  
Kenneth Terrell, MAI  
Laura Grove, AI-GRS  
James Kleitz, MAI

#### Alternate Region Representatives

Jim Hasenau, MAI, GRS  
Howard Cooksey, MAI  
Mike Politano, MAI

## President's Message



Randal Rex, MAI

It has been a great pleasure serving the East Florida Chapter as the President for 2022. Many of you attended the Central Florida Real Estate Forum held at Margaritaville. If you were unable to attend, I must say you missed a great event. I want to thank Hal Katz, Steve Marshall, Alex Moran and Lauren Dowling for the incredible work that they did to provide such an event!

Reportedly, we have come out of the COVID Pandemic. What a strange couple of years. We are now facing different problems, such as increases in construction cost and interest rates. A few of us may remember the days of higher inflation and mortgage rates in the upper teens. It is imperative that we recognize and stay informed on the potential impacts this may have on the various real estate assets.

On a lighter note, I want to thank the entire Board of Directors of the Chapter. The Incoming President Will Faber, I know will continue to work hard on growing our Chapter. He will be followed by Riley Jones as Vice President, Ken Terrell as Treasurer and Marcos Salas as Secretary. I ask each of you to stay in touch with the Chapter and let us know what we can do better to serve you. I continue to hope that we get more participation from the Members, Candidates and Affiliates at our meetings. The last social hour at the University Club was well received by those who attended. The next Chapter Meeting will be held on November 10 for the induction of the officers. Please come join me in welcoming this great group of individuals. You will be well served.

As I leave my position as President, I wish each of you a happy and successful year.

Sincerely,

Randall L. Rex, MAI

## Appraisal Bias: Taking Action, Leading the Conversation

As AI membership, and likely all appraisers, are aware, the past couple of years have found us facing the issue of appraisal bias. Even the words are difficult to hear and against what appraisers stand for in our work. Yet, this challenging issue also provides an excellent opportunity to educate the public about the role of the appraiser, a chance to look at how we can take additional steps to help consumers and focus on making our profession more diverse and inclusive now and in the future. Here are some of the ways the Appraisal Institute is addressing the issues.

### Collaboration

- AI is collaborating with other valuation-focused organizations such as The Appraisal Foundation, American Society of Appraisers, American Society of Farm Managers and Rural Appraisers, International Association of Assessing Officers, National Society of Real Estate Appraisers and MBREA | The Association for Valuation Professionals.
- Through collaboration, we have hosted webinars to share the value appraisers bring to real estate transactions and clarify how we fit into the broader home appraisal ecosystem.

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#### Media

- AI's president is often interviewed, sharing salient points during lengthy Q&A. Unfortunately, only a few important points are covered and sometimes they are taken out of context.
- AI has nurturing relationships with current media contacts, establishing new connections, and telling our story as often as possible.
- AI has enjoyed coverage in many high-profile national and local media outlets, including Bloomberg, The Washington Post, NBC.com, HousingWire, National Mortgage News and National Public Radio.
- AI chapters and members are urged to send media inquiries to our national Director of Communications, Brent Roberts, [broberts@appraisalinsitute.org](mailto:broberts@appraisalinsitute.org).

#### Legislators and Regulators

- AI's representatives have testified before Congress.
- AI has provided input to the Biden administration's Property Appraisal and Valuation Equity Task Force (PAVE).
- AI has provided input to advance model state legislation on valuation bias and fair housing.
- AI has driven numerous discussions that focus on protecting consumers AND advocating for appraisers.
- AI is giving a consistent and balanced public message, earning us a seat at the table.
- AI's consistent message allows legislators and regulators to find our message firm in advocating for appraisers, yet open to conversations on solving complex challenges.
- Questions about the efforts in Washington and in state capitals should be directed to Bill Garber, director of government and external relations, [bgarber@appraisalinstitute.org](mailto:bgarber@appraisalinstitute.org).

#### Appraiser Diversity Initiative

- AI has a leading role in the ADI, which is a partnership with Fannie Mae, Freddie Mac and the National Urban League.
- AI received a \$3 million commitment from Chase Bank to fund scholarships for diverse aspiring appraisers. These scholarship recipients are taking our education and buying our books.
- The ADI program is providing opportunities to aspiring appraisers and exposing new appraisers to the AI Body of Knowledge and the profession's best education.
- To learn more about this program go to: <https://www.appraisalinstitute.org/the-appraisalprofession/appraiser-diversity-initiative/>.

#### PAREA

- The AI Board of Directors has invested in the future of appraisal experience opportunities by developing a Practical Application of Real Estate Appraisal program. AI was awarded a \$500,000 grant from TAF to supplement this investment.
- This program will attract aspiring appraisers and give AI a first touch for education and mentors that guide them to successful completion.
- To date, more than 30 states have accepted the PAREA program as an alternative to the experience requirement. This eliminates the challenge of finding a supervisor.
- AI Board of Directors committed \$2 million to seeing this program completed. This is a commitment to growing the residential appraiser population and potentially AI membership.
- Learn more about PAREA: <https://www.appraisalinstitute.org/service/faq/#572>

#### AI's Bias Research Solutions Project Team

- AI's Bias Research Solutions Project Team was created to review several studies that address the topic of appraisal bias.
- During the past 1 ½ years, the Project Team has carefully analyzed studies published by government sponsored enterprises, university researchers and others, and have developed initial findings.
- The Project Team hopes to publish its final report in the next couple of months.
- Once the Project Team's report is finalized, it will be shared with the national Board of Directors, as well as AI's membership.
- National leadership also will be prepared to address the studies, if asked, by the media, legislators or other interested parties.

Going Forward

- The Appraisal Institute continues to be a voice for professional appraisers and an active thought leader in education, guidance and policy.
- AI must be a part of the ongoing conversations with the media, legislators and regulators.
- AI must work with other organizations to protect the future of the profession.
- AI must encourage new, and diverse, individuals to join our organization.
- AI must stand with other organizations in defense of appraisers.
- AI must continue to acknowledge and seek opportunities for growth and change.

Appraisers are a proud, dedicated, hard-working group of professionals, and together, no challenge is too big. Is AI a great organization now? Yes! Could we be even better in the future? Absolutely!

## **AVOIDING BIAS: BUILDING A BIAS DEFENSE AN EXAMINATION OF AVAILABLE GUIDANCE & REQUIREMENT FOR FLORIDA APPRAISERS**

### **TWO VIRTUAL OFFERINGS**

**DECEMBER 8, 2022**

Click [here](#) for more information and registration

**DECEMBER 15, 2022**

Click [here](#) for more information and registration

#### **INSTRUCTORS:**

**Dawn Molitor-Gennrich, SRA, AI-RRS  
Francois “Frank” Gregoire**

**\$110/\$130**

**Roll Call 12:30—1:00 PM**

**Class Instruction: 1:00 PM—5:00 PM**

**Florida CE Pending: 4 Hours**

**AI CE: 20 Points**

**Seminar Description:** Allegations of appraiser bias surfaced in recent history. In Florida, these allegations were published by Florida media outlets and cited by Florida political figures and advocacy groups. One of the initial and most widely reported allegations of illegal discrimination against a Florida residential appraiser was initiated by the Horton family in August of 2020. The Horton’s are a mixed-race couple, who own and live in a home in Jacksonville, Florida.

This offering will review the most notable accusations by the Horton’s against the appraiser, appraisal report, and appraisal process, which are similar to allegations of illegal discrimination by other homeowners in many other states across the U.S. Further, we will review suggestions available to all and specifically Florida appraisers that can be implemented in one’s current work to help minimize or alleviate such allegations. **Warning:** This is a controversial subject.

# APPRAISAL INSTITUTE NATIONAL MEETING

LAS VEGAS, NEVADA  
AUGUST, 2022

## APPRAISAL INSTITUTE AWARDS

**J. Scott Robinson Lifetime Achievement Award**  
**Outstanding Service Award**

**Women's Initiative SPOTLIGHT Award**  
**President's Awards**

Steven L. Marshall, MAI, SRA, AI-GRS  
Arthur "Rocky" McElhannon, MAI, SRA, AI-GRS  
Jacinto "Jay" Munoz, MAI, SRA, AI-GRS, AI-RRS  
Claire M. Aufrance, MAI, SRA  
Elaine Liz-Ramirez, MAI, AI-GRS  
Mark E. Verrett, SRA  
Claire M. Aufrance, MAI, SRA  
Rodman Schley, MAI, SRA  
Suzanne Brockway

## APPRAISAL INSTITUTE EDUCATION AND RELIEF FOUNDATION AWARDS

**George L. Schmutz Award**  
**Dr. William N. Kinnard Jr. Award**  
**James H. Pritchett Award**

Brad Carter, MAI and Tyler Leard  
Larry Wright, MAI, SRA, AI-GRS  
Henry J. Wise, MAI

## THE APPRAISAL JOURNAL AWARDS

**Armstrong/Kahn Award**  
**Swango Award**  
**Richard U. Ratcliff Award**

Richard J. Roddewig, JD, MAI  
Sandra K. Adomatis, SRA  
Stanley D. Longhofer, Ph.D.



CONGRATULATIONS TO OUR OWN STEVE MARSHALL FOR RECEIVING THE PRESTIGIOUS J. SCOTT ROBINSON LIFETIME ACHIEVEMENT AWARD AND ELAINE LIZ-RAMIREZ FOR RECEIVING THE WOMEN'S INITIATIVE PRESIDENT'S AWARD



## 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/>

## 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](mailto:DREAppraisalSection@myfloridalicense.com)

Mail: Division of Real Estate, 400 W. Robinson Street, Suite N801, Orlando, Florida 32801

The Division of Real Estate is now able to [live stream](#) the meetings.

December 5, 2022

## 2022 Education Calendar

October 6	<a href="#">The 50% FEMA Rule Appraisal</a>	Livestreaming
October 13	<a href="#">Business Practice and Ethics</a>	Livestreaming
October 27	<a href="#">2022-2023 7 Hour National USPAP Update</a>	Livestreaming
November 10	<a href="#">Insurance Appraisal—Report Contents and Valuation</a>	Livestreaming
December 8	<a href="#">Avoiding Bias: Building a Bias Defense</a>	Livestreaming
December 15	<a href="#">Avoiding Bias: Building a Bias Defense</a>	Livestreaming

## 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

Nancy Cruz, SRA

Marcos Salas, MAI, SRA, AI-RRS

### ***Directors***

2022-2024

Laura Grove, AI-GRS

James M. Kleitz, MAI

### **Region Representatives**

Curtis Phillips, MAI (2021-2022)

Will Faber, MAI (2021-2022)

Riley Jones, MAI, SRA (2021-2022)

Kristin 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