



East Florida Chapter Appraisal Institute

NEWSLETTER

JANUARY, 2022



**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)*

**CORRECTION FROM DECEMBER
NEWSLETTER:**

**CONGRATULATIONS TO OUR NEW
DESIGNEE**
Connor David Holmes, SRA

WELCOME
NEW CANDIDATES/AFFILIATES:
Michelle Jones Mickie
Natasha Quinlin Spear
Thomas Wicks

2022 CAPSTONE PROGRAM
March 14-20
Synchronous

June 20-26
St Louis, Missouri & Synchronous

September 12-18
Synchronous

November 14-20
Ft Lauderdale & Synchronous

Thursday, February 3, 2022

CHAPTER MEMBERSHIP MEETING/ LUNCH

**Thursday, February 3, 2022
12 Noon**

***BUY AND SELL REAL ESTATE COMPLETELY TAX FREE
USING SELF-DIRECTED IRAs***

Speaker
NATE HARE, C.I.S.P.
NuView, Director of Retail Sales
Certified IRA Services Professional

University Club
150 East Central Blvd, Orlando

Click [here](#) for registration and information

Successful investors are ones that understand the many uses of money, and more importantly how to keep it. IRAs, 401ks, 403bs, and other qualified retirement plans are a great tool to help shelter our investments away from being taxed. The question is "What Do You Invest In?" Nuview Trust Company allows retirement holders to use their IRAs, 401ks, HSAs, and ESAs, to invest in alternative assets.

Nate Hare has been involved in real estate since 2003 when he started in the mortgage industry and began buying his own real estate investments. In 2012 Nate transitioned into the self-directed IRA industry where he has personally educated tens of thousands of investors on the power of using IRAs and other tax-exempt vehicles to own real estate, promissory notes, private equity, and much more. Nate is a Certified IRA Services Professional (C.I.S.P.) through the American Banking Association.

2022-2023 7 HOUR NATIONAL USPAP UPDATE COURSE (Includes Membership Meeting/Lunch)

February 3, 2022, 8:15 am—5:00 pm

University Club

Instructor: Robert Sutte, MAI, SRA

Click [here](#) for registration and information

President's Message



Randal Rex, MAI

I would like to wish everyone a Happy and Prosperous New Year. These past couple years have been a challenge to many dealing with assessing impacts of COVID on our businesses and on the valuation of Real Estate. I am cautiously optimistic that we will be back to the norm (hopefully not a new norm). I would like to thank Mike Moran, SRA, AI-RRS for his leadership this past year. Tough decisions were made dealing with in person or virtual meetings and educational offerings. The one thing that has been certain as the Leadership of the Chapter over the past years has worked hard to make the East Florida Chapter of the Appraisal Institute the Premier Chapter.

A little history of the East Florida Chapter, it was originally a portion of Florida Chapter No. 2, the second Appraisal Institute Chapter in the United States. I believe that all of the founding members (including my grandfather) have passed away. But it was their insight to create the Chapter. Some of you may remember the Chapter Meetings and gatherings afterwards. Participation was always high with the members and candidates' significant others joining in for "happy hour". Subsequently, the Chapter split and our Chapter became East Florida Chapter of the Appraisal Institute. I believe we can go back to the "good ole days" this year and get more participation from our membership. Please contact me or any the leadership to provide ideas.

As many of you know, we have had to postpone the Annual Commercial Real Estate Forum due to COVID. However, through the hard work of Steve Marshall, MAI, Hal Katz, Mike Moran, SRA, AI-RRS and Lauren Dowling we will be having our 10th Annual Commercial Real Estate Forum. We have a host of diverse and compelling speakers lined up so far to include:

Congressman Daniel Webster, U.S. House of Representatives

KC Conway, MAI, CCIM, University of Alabama, Culverhouse School of Business

Brian Alford, Director of Analytics, Costar

George Cheros, National Center for Simulation, UCF Research Park

Mike Cegelis, P.E., Brightline Trains

Joshua Harris, Ph.D., Vice-president, Strategy, Skanska

Frank DiBella, President, Space Florida

Tom Engler, Director, Center Planning & Development, NASA Kennedy Space Center

Bill Moss, Director, P. Phillips Institute for Research & Education in Real Estate, UCF

..along with other top talent we are pursuing

As you can see the theme will launch us into the future. The Forum will be attended by Appraisers, Real Estate Professionals, Attorneys, Developers, among others. The Forum will be sponsored by CoStar and hosted by Margaritaville. Also, available separately or as a package is the required Florida Law Update on March 3 and 7 Hour USPAP March 5. Please join us for a couple days of networking, learning and having a great time! Register today as we will sell out!

Our current Chapter Membership consists of 311 Designated Members, Candidates, and Affiliates. There is a significant opportunity to increase our membership. I challenge everyone to reach out to individuals in your office to attend and participate in our activities and superior educational offerings.

I wish all of you the best in 2022 and ask that each of you consider ways to get more actively involved with the East Coast Chapter. Let's start by having a large turnout at the next Chapter Meeting on February 3, 2022 at the University Club in downtown Orlando. I look forward to seeing everyone there!

Best wishes to all for a prosperous and healthy 2022.

Congratulations!



John Stevely, MAI, AI-GRS
receiving his certificate



Laura Carroll receiving her
MAI Certificate

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.

2022

February 7
April 4
June 6
August 1
October 3
December 5

Installation of 2022 Officers and Directors

University Club—December, 2022



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

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

2022 Education Calendar

February 3	<u>Membership Lunch</u>	University Club
	<u>2022-2023 7 Hour USPAP Update</u> (includes lunch)	
February 17	<u>Business Practice & Ethics</u>	Livestreaming
March 3	<u>Three Hour Florida Law</u>	Margaritaville
March 4	<u>2022 Central FL Real Estate Forum</u>	Margaritaville
March 5	<u>2022-2023 7 Hour USPAP Update</u>	Margaritaville
Take all three for a discount of up to \$.... E-mail Lauren@eflai.org for code!		
March 31	Valuation Overview of Accessory Dwelling	Livestreaming
April 7	Evaluations for Commercial & Residential Appraisers	Livestreaming
May 19	<u>Six Recent Lawsuits Involving Appraisers and Lessons from Each</u>	Livestreaming
June 9	<u>What's Up in Technology for RE Appraisers</u>	Livestreaming
July 21	2022-2023 7 Hour USPAP Update	Livestreaming
August 18	Valuation of Donated Real Estate	Livestreaming

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