

# EAST FLORIDA CHAPTER OF THE APPRAISAL INSTITUTE

**April, 2023**

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## Chapter Membership Meeting/Lunch & Education & Candidates Meeting

Thursday, April 27, 2023

University Club Orlando

150 East Central Blvd., Orlando

## Business Practices & Ethics

8:45 AM—4:30 PM  
Click [here](#) to register  
(includes lunch)



## Candidates Meeting

11:00 AM—Noon  
Click [here](#) to register



## Membership Lunch

Noon  
Click [here](#) to register



**GUEST SPEAKER**  
**RENEE SMITH**  
Executive Vice President  
Director of Credit Administration  
One Florida Bank

Ms. Smith is an expert in credit/underwriting and is in the forefront of interest rates changes, risk management, appraisal ordering and reviewing. She will discuss current deals, how costs and rates are impacting deals and LTV requirements relative to credits.

## CHAPTER ELECTIONS 2024 OFFICERS, DIRECTORS & REGION REPRESENTATIVES

President – Riley Jones, MAI, SRA  
Vice-President – Ken Terrell, MAI  
Treasurer – Marcos Salas, MAI  
Secretary – Michael Daniel, MAI

### **Director 2022-2024**

Laura Grove, AI-GRS  
James Kleitz, MAI

### **Director 2023-2025**

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

### **Director 2024-2026**

Laura Carroll, MAI  
Drew Han

### **Region Representatives**

2023-2024

Kenneth Terrell, MAI  
Laura Grove, AI-GRS  
James Kleitz, MAI

2024-2025

Marcos Salas, MAI, SRA, AI-RRS

### **Alternate Region Representatives**

Jim Hasenau, MAI, GRS  
Howard Cooksey, MAI  
Michael Daniel, MAI  
Laura Carroll, MAI  
Drew Han

*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 at the April 27, 2023 chapter membership meeting. No additional nominations can be made from the floor.*



## PRESIDENT'S MESSAGE

### WILLEM FABER, MAI

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Hello Members and Guests,

It's hard to believe it's April, and the First Quarter 2023 is already in the books. Our chapter and the national organization are working hard to champion our members by providing exemplary educational offerings, recognizing achievements, and representing our shared interests on both the local and government level.

Our chapter is offering one course before the April 27<sup>th</sup> Chapter Meeting and one on the same day:

Appraisal Review Involving Appraisals with Multiple Appraisers taught by Richard Borges, MAI, SRA, AI-GRS, AI-RRS on April 20<sup>th</sup>; and

Business Practices and Ethics taught by Barry A. Diskin, Ph.D., MAI, AI-GRS on April 27<sup>th</sup>

We are very fortunate and honored to have the highly esteemed Dr. BAD teaching in-person. He taught real estate valuation to graduate and undergraduate students for over 35 years and remains Professor Emeritus at Florida State University. Hope to see you there!

In addition, the Appraisal Institute offers countless approved continuing education courses online and in-person. Check the full schedule of virtual educational offerings, and get ahead of the renewal cycle hours while these classes are available!

Our chapter and Region X continue to champion for all Florida appraisers through legislative efforts. The 2023 regular legislative session is active and goes to May 5. Of note for appraisers this season is HB 213 / SB 938, Limitation of Actions Involving Real Estate Appraisers and Appraisal Management Companies, and changes to the Statute of Repose. This will protect appraisers from frivolous lawsuits and close a loophole which allows appraisers to be sued years after they have submitted an appraisal report.

The AI 2023 Joint Region meeting was held this year in San Antonio, Texas on February 20-21. Ken Terrell, MAI, and I were the chapter regional representatives who attended and it was great putting faces with names. All AI Regions participated in the events with many being standing room only. Topics of discussion included the rollout of a new website, changes to the candidate program timeline, AI PAREA, and a DE&I action plan. Emphasis was placed on refreshing the AI brand, social media presence, and the website. There are many great things to come with actionable items in the works.

On March 23<sup>rd</sup>, along with over 80 other participants, I took the Avoiding Bias: Building a Bias Defense synchronous class taught by our very own Nicholas Pilz, MAI, SRA, AI-RRS and Francois Gregoire, former 8-year member and Chairman of the Florida Real Estate Appraisal Board (FREAB). Thanks again to Wesley Sanders, MAI, AI-GRS, from the West Florida chapter for promoting this great and timely course. I now fully understand and appreciate "pre-textual" implications and real-time, interactive polling. It's an outstanding course, and I highly recommend it to all.

We continue planning and working on our signature event—the 11<sup>th</sup> Annual Central Florida Real Estate Forum, September 29<sup>th</sup>. Special thanks to Steve Marshall, MAI, AI-GRS, Hal Katz, Laura Carroll, MAI, and Ken Terrell, MAI. We are proud of our speaker lineup- it features highly qualified speakers and respects diversity in the marketplace. You don't want to miss it.

As always, we are looking for volunteers to get involved and participate in our chapter. All real estate is about networking, and our organization gives us great opportunities. Please contact me with any questions, suggestions, or ideas. Stay busy, keep in touch, and hope to see you at the next chapter meeting in about three weeks, if not before!

Will Faber, MAI  
2023 Chapter President  
[will.faber@cushwake.com](mailto:will.faber@cushwake.com)

## 2023 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 St, Suite N801, Orlando, Florida 32801

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

April 3, June 5, August 7 and October 2

## 2023 Chapter Officers

*President*  
Willem Faber, MAI

*Vice President*  
Riley Jones, MAI, SRA

*Treasurer*  
Ken Terrell, MAI

*Secretary*  
Marcos Salas, MAI

*Directors*  
Mike Politano, MAI  
Tim Wagoner, SRA, AI-RRS  
Laura Grove, AI-GRS  
James Kleitz, MAI  
Jim Hasenau, MAI, AI-GRS  
Howard Cooksey, MAI

**Region Representatives**  
Riley Jones, MAI, SRA  
Marcos Salas, AI-SRA, AI-RRS  
Kenneth Terrell, MAI  
Laura Grove, AI-GRS  
James Kleitz, MAI

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## 2023 Comp Exam Dates

- August 1—31
- November 1—30

For more information or questions contact 312-335-4111 or [comp@appraisalinstitute.org](mailto:comp@appraisalinstitute.org)



Become a mentor to participants enrolled in the Appraisal Institute Practical Applications of Real Estate Appraisal (AI PAREA). Providing an alternative to the traditional supervisor and trainee model for experience for licensed residential and certified residential appraisers, AI PAREA is an online program covering appraisal theory and methodology in real world simulations, with mentoring from expert appraisers like you.

### Compensation and Benefits

- Mentors earn \$1,875 per participant mentored.
- Up to 125 points of AI continuing education credit per cycle.
- Mentor training and feedback.

[LEARN MORE](#)

## General Demonstration Report—Capstone Program Schedule

|               |                |
|---------------|----------------|
| Seattle, WA   | June 19—25     |
| Synchronous   | June 19—25     |
| Synchronous   | October 2—8    |
| Nashville, TN | November 13—19 |
| Synchronous   | November 13—19 |

## CANDIDATES

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Come to the Citrus Club on April 27 from 11:00 - Noon (before our Membership Luncheon) and meet fellow appraisers on your same path. You will also be joined by our Candidate Guidance Chair, Laura Carroll, MAI, (a recent designee) our president, Will Faber, MAI and Past President, Randy Rex, MAI, who will all be there to answer any questions or offer some helpful advice.

As you should already be aware, the criteria to be considered a Candidate for Designation has changed, but the path is still the same. If you are currently a Candidate for Designation and do not plan to complete your designation by the end of 2023, you can transition to the Practicing Affiliate category until you complete the outstanding education requirements and retransition into the Candidate for Designation program. If you are not already a Candidate for Designation, you will need to wait until you have completed your advanced education to apply for candidacy.

## Government Relations Update

by James Hasenau, MAI, AI-GRS

As of the date of this writing, Tallahassee is working on two separate pieces of legislation, that, if put into law will have a direct effect on Appraisers. A short summary of each bill is included below.

The first, Senate Bill 398 and House Bill 213, deal with the statute of limitations on Real Estate Appraisers and Appraisal Management Companies for having a lawsuit filed on your work. The current House bill specifies 7 years after the appraisal, the current Senate bill within 2 years of discovery (of alleged act or omission) or 4 years after the appraisal. Both bills exclude complaints of fraud and any State Board investigations.

The second is Senate Bill 264 and House Bill 1355. "An act relating to

interests of foreign countries;" This legislation would bar certain foreign countries from purchasing certain Florida real estate. This is a multiuse piece of legislation, as it also deals with health care information and personal information that would be a part of any future government contract. Real estate is specified as agricultural lands and lands located near seaports and military installations. The current list of countries/entities/citizens on the no purchase list include China, Russia, Iran, North Korea, Cuba, Venezuela and Syria.

The Florida legislative session is scheduled to run through May 5. You can check the current status of these bills on [www.FISenate.gov](http://www.FISenate.gov)

## Chapter Social—PopStroke Orlando, January 27, 2023



## Region X Meeting—San Antonio, TX—February 20, 2023





# Welcome

**New Practicing Affiliate**

Lori Jean Phelan

**New Student Affiliate**

Joshua Stephen Albertson

Sheppard Michael Moran

**THE APPRAISAL INSTITUTE IS STARTING TO SEE RESULTS OF EFFORTS TO MOVE US FORWARD. MEMBERSHIP IS STABLE AND SEEING GROWTH IN SOME CATEGORIES. SEE FACT SHEET [HERE](#).**

## 2023 East Florida Chapter Education Calendar

For more information or to register go to our website at [www.eflai.org](http://www.eflai.org)

|              |  |         |            |
|--------------|--|---------|------------|
| April 20     | Appraisal Review Involving Appraisals with Multiple Appraisers | 2 Hours | Livestream |
| April 27     | Business Practices and Ethics                                  | 6 Hours | Classroom  |
| May 4        | Avoiding Bias  | 4 Hours | Livestream |
| May 18       | Complex Valuation  | 7 Hours | Livestream |
| September 14 | Capital Reserve Studies  | 4 Hours | Livestream |
| September 29 | 2023 Central FL Real Estate Forum                              | 8 Hours | Classroom  |
| October 19   | Business Practices and Ethics                                  | 6 Hours | Livestream |
| November 30  | Aerial Inspections for Real Estate                             | 4 Hours | Livestream |
| December 14  | Three Hour Florida Law   | 3 Hours | Livestream |

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