

East Florida
chapter

Headlines

VALUATION BY COMPARISON: RESIDENTIAL ANALYSIS AND LOGIC

*Friday, January 22, 2010
8:00 Registration/Continental Breakfast
Seminar 8:30 AM—5:00 PM*

*Cost:
Members \$195, Non-Members \$225
(Lunch included in seminar fee)*

*Instructor:
Sandra Adomatis, SRA*

*Location:
430 South Wymore Road, Altamonte Springs, FL*

In this new seminar, participants will be exposed to the biases of human behavior and the psychology and logic behind the residential sales comparison approach. Through thoughtful debate on such topics as market value of actual sales, pending sales, new construction sales, expired listings and rejected offers; this seminar will also explore the techniques used by appraisers to interpret, and then anticipate, the actions of buyers and sellers in today's market. Participants will review the rationale behind buyers' purchasing decisions, including why some buyers choose a certain property while others reject it. Also discussed is how appraisal reports can serve as conclusive evidence of value in one market but not in another.

In addition, *Valuation by Comparison: Residential Analysis and Logic* will detail gathering, organization, and analysis of data after collection. By evaluating indications of value from the home buyer's perspective, participants will learn about a variety of approaches and resources available for gleaned indications of market value, as well as how to consider the logic and appropriate support of adjustments. At the conclusion of this seminar, participants will better understand many aspects of the sales comparison analysis of residential properties.

Note. The *Valuation by Comparison: Residential Analysis and Logic* book is included in the seminar registration cost.

Suggested: An HP-19BII, HP-17BII, HP-12C, or equivalent calculator

DBPR & AI Continuing Education: Approved for 7 Hours

SEE PAGE 5 FOR THE
EAST FLORIDA
CHAPTER
2010 EDUCATION
CALENDAR

MEMBERSHIP LUNCHEON

FRIDAY
JANUARY 22, 2010
Noon

BUZ AUSLEY
Field Office Director
Orlando HUD Office

MAISON & JARDIN
430 South Wymore Road
Altamonte Springs, FL

Cost: \$25

To ensure the correct number of meals ordered, please make sure you make reservations. Walk-ins will now be charged an additional \$5 fee.

FOR DETAILED INFORMATION/
REGISTRATION GO TO:

[http://
www.appraisalinstitute.org/
education/EastFlorida.aspx](http://www.appraisalinstitute.org/education/EastFlorida.aspx)

Or call the chapter office at 407
-888-9480





PRESIDENT'S MESSAGE

Mark Carpenter, MAI

Welcome to 2010! Hopefully, it will mark the end of this recession. During this recession, many of us have had to make dramatic changes in our individual businesses. However, with this economic recession, many of us have had to look inward and be thankful for our families, friends, business associates, and this great country we call the United States of America. Many of our successes prior to the recession were the result of the last several years of unprecedented growth and profits. We all have experienced, of course, the cyclical nature of the markets as this too shall pass. In the meantime, your chapter leadership is working hard to find the most alternative income sources and expense economies in order to run "lean and mean".

In November 2009, I attended the International Valuation Congress in Cancun, Mexico, along with Walter Price, Vice-President, Mark Parsons, Treasurer, Bill Emerson, Director, Tom Cowart, Education Chairman, Carl Velie, Regional X Chairperson, and Lauren Dowling, Executive Director. Additionally, the International Valuation Congress, Region X had its regional meeting as did the National Board of Directors where Lesley R. Sellers, MAI, SRA, was sworn in as President for 2010, Joseph C. Magdziarz, MAI, SRA, as President Elect, and Sara W. Stephens, MAI, as Vice-President. The National Board voted as part of the budget to include the first multi-category member dues increase in seven years. The dues for 2010 will increase \$50.00 for practicing MAI designated members, \$40.00 for practicing SRA designated members, and \$15.00 for practicing associates, trainee, and affiliate members. Other members are not scheduled to see dues increase in 2010.

Additionally, the Board voted to:

- Create Chapter, Regional and National member committees.
- Include member's continuing education status in the member directory beginning January 1, 2011.
- Include any future publishable disciplinary actions in the member directory.
- Require each of the 10 Regions to meet four times next year prior to each board meeting, with one of those meetings to be held face-to-face.
- Request further research before deciding whether and if so, how to create a designation for review appraisers.

On a chapter level, we are planning the second annual Winter Extravaganza which combines excellent educational opportunities with networking and a golf tournament. The Winter Extravaganza will be held at the Marriott World Center in close proximity to Disney World. The president elect of the Appraisal Institute, Joseph C. Magdziarz, MAI, SRA, will be the instructor for two of the classes. We will also have a golf tournament to be held at Shingle Creek

Resort and Golf Course. The Winter Extravaganza will be held on February 23 through 27, 2010. The courses and seminars will include; Commercial Appraisal Engagement and Review seminar, Advanced Curriculum Overview, Using Spreadsheet Programs and Real Estate Appraisals, Business Practice and Ethics, Uniform Appraisal Standards for Federal Land Acquisitions, and Hotel Appraisal seminar. Please note the Advanced Curriculum Overview is now a required course for practicing designated members with CE cycles beginning January 1, 2007. Sign-up early, this class will fill up quickly.

The second annual East Florida Chapter Golf Tournament will be held February 23, 2010 at the Shingle Creek Golf Course with an 8:00 a.m. shotgun start. The entry fee will be \$95.00 per person which includes greens/cart fees for 18 holes, range balls, locker room usage, return pay voucher for \$45.00, and lunch (hotdogs/hamburgers/buffet). Additionally, hole sponsorships will be available for \$95.00 each. Please see the registration form enclosed or contact Lauren Dowling (407) 888-9480 or Steve Albright (352) 622-9191, for registration and information on the golf tournament.

Tom Cowart, Jackie Green and Lauren Dowling have worked diligently to offer a full range of appraisal courses for the upcoming 2010 year. The year 2010 is a recertification year and we will offer the 13-hour required classes four times this year, two times in Orlando, once in Indian Harbor, and once in Gainesville. Additionally, East Florida Chapter is offering over 30 seminars and courses in 2010 so members have a variety of choices on continuing education.

Due to the success of the social happy hours in 2009, we have decided to continue these social/networking events in 2010. We are currently looking at venues for the social events, and we will notify the membership of the dates and times.

Again, I am honored to be your 2010 President of the East Florida Chapter, and I am excited about the opportunity to provide diligent leadership during a very important time in our industry. There are a number of exciting changes happening at both a national, regional, and chapter level; however, we cannot do it without member participation, so give us your thoughts and consider volunteering for a Chapter committee. I wish you all a healthy and prosperous new year and I look forward to seeing you at the January 22, 2010 chapter meeting at the Maison and Jardin restaurant in Altamonte Springs, Florida.

Mark Carpenter, MAI
2010 Chapter President
(407) 648-2199, Markc@pinelcarpenter.com

DID YOU KNOW?

Members can get all of the advantages of membership for a lower rate when their company joins the Appraisal Institute. To qualify for this Program each firm must (Program Requirements“):

1. Employ individuals who are engaged in work identified by the AI Standards of Profession Appraisal Practice and who are eligible for AI membership (Eligible Employees“):
2. Employ a minimum of five (5) eligible employees*:
3. Agree that at least 80% of all Eligible Employees will be AI Associate or Designated Members; and
4. Agree to pay all participating Eligible Employees’ national AI membership dues directly to the AI.

Program Discount Scale:

- Firms that meet the above requirements will receive a 15% flat-rate discount (Minimum Discount“) on all participating Eligible Employees national AI membership dues.
- Firms that meet the above requirements and have 90% TO 99% OF Eligible Employees participating in the Program will receive an additional 1% discount on top of the Minimum Discount, for a total discount of 16% off of all participating Eligible Employee national Appraisal Institute membership dues.
- Firms that meet the above requirements and have 100% of Eligible Employees participating in the Program will receive an additional 2% discount on top of the Minimum Discount, for a total discount of 17% off of all Eligible Employees national AI membership dues.

If you have any questions regarding this new program, please contact the AI Service Center at 888-7-JOINAI (756-4674) or e-mail aiservice@appraisalinstitute.org.

*Individuals receive any other AI national membership dues discount, with the exception of the Members Get a Member Program discount, do not qualify as Eligible Employees for purposes of this Program.

2010 FREAB Meetings

February 1 & 2, March 29 & 30, June 7 & 8, August 2 & 3, October 11 & 12, December 6 & 7

61J1-4.003 Continuing Education—A registrant, licensee, or certificate holder, including a Board member, may earn five (5) classroom hours by attending an entire meeting where the Board considers disciplinary cases, for a maximum of seven (7) of the required thirty (30) hours; provided that, the individual is not appearing as a party to a disciplinary action and notifies the Division of Real Estate, Education Section, of the intent to attend at least seven (7) days prior to the meeting.

Contact JoEllen Peacock at least two weeks prior to the meeting to RSVP @ JoEllen.Peacock@dbpr.state.fl.us

Appraisal Help

“Unsure of how to approach an appraisal problem?”
Bill Pardue, MAI, SRA
(407) 629-4428
Walter Carpenter, MAI
(407) 648-2199

Chapter Office

Lauren Dowling,
Chapter Executive Director
16765 FishHawk Blvd., Suite #347
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INSTALLATION OF 2010 OFFICERS



2009 Chapter President,
Lauren Stricklen, MAI



2010 President, Mark Carpenter, MAI and 2009 President
Lauren Stricklen, MAI



Installing Officer, Walter Carpenter, MAI, President, Mark
Carpenter, MAI Vice President, Walter Price, SRA,
Treasurer, Mark Parsons, SRA



Officers and Directors: Gail Palmer, SRA, Ryan Zink, MAI,
Walter Price, SRA, Mark Carpenter, MAI, Mark Parsons, SRA

East Florida Chapter

President

Mark Carpenter, MAI
markc@pinelcarpenter.com

Vice President

Walter B. Price, SRA
wprice@priceappraisalgroup.com

Treasurer

Mark H. Parsons, SRA
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Secretary

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Lauren Stricklen, MAI
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Directors (through 2011)

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Board Member Representing

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Region Reps

Mark Carpenter, MAI
Charles (Tom) Cowart, MAI
Phillip Curtis, MAI
Jacqueline Green, SRA
Walter B. Price, SRA

Alternate Region Reps

Leon Stricklen, MAI
Scott R. Tew, MAI
Nathan R. Gibboney, MAI
Tom Weninger, SRA
Stephen Tschida, SRA

Kelly Shipes
Robert Hueston
Gail Palmer, SRA
Nicholas Pilz

William Emerson, MAI

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Nominating

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Public Relations

Ryan Zink
rzink@irr.com

2010 EAST FLORIDA CHAPTER EDUCATION CALENDAR

January	22	Membership Meeting & Valuation by Comparison	Maison & Jardin
		<i>WINTER EXTRAVAGANZA</i>	
February	24	Com Appraisal Engagement & Review for Bankers & Appraisers	Marriott, Orlando
	24	Advanced Curriculum Overview Day 1	Marriott, Orlando
	25	Advanced Curriculum Overview 2 Day	Marriott, Orlando
	25	Using Spreadsheet Programs in RE App	Marriott, Orlando
	26	Business Practice & Ethics	Marriott, Orlando
	26/27	Uniform Standards for Federal Land Acq.—Yellow Book	Marriott, Orlando
	17	Hotel Seminar	Marriott, Orlando
March	8-10	Gen Appraiser Income App Part 1	U of P, Maitland
	15-16	13 Hour CE Package*	Gainesville
	22-25	Basic Appraisal Principles	U of P, Maitland
April	30	Membership Meeting/Seminar	Maison & Jardin
May	3	Intro to FHA Appraising	U of P, Maitland
	20/21	13 Hour CE Package*	U of P, Maitland
June	14-17	Gen Appraiser Income App Part II	U of P, Maitland
	21-24	Basic Appraisal Procedures	U of P, Maitland
July	15/16	13 Hour CE Package*	Indian Harbour
	19-24	Report Writing & Valuation Analysis	FDOT
August	20	Membership Meeting/ Intro to Valuing Green Buildings & Valuation of Green Res Properties	Sheraton, Maitland
Sept	20	Intro to Valuation for Financial Rep	U of P, Maitland
Oct	4-6	Condemnation Appraising Principles & Applications	U of P, Maitland
	16/17	13 Hour CE Package*	TBD
Nov	3	Business Practice & Ethics	U of P, Maitland
	12	Membership Meeting & Seminar	TBD

* 13 Hour CE Package Includes—7 Hour USPAP, 3 Hour FL Law and 3 Hour Supervisor/Trainee Roles and Rules



Register now for the East Florida Chapter of the Appraisal Institute's 2nd Annual Winter Extravaganza in sunny Orlando! February 23 - 27, 2010

Our Winter Education Extravaganza offers diverse education and networking including a golf tournament and reception, as well as a chance for you and your family to enjoy the Orlando attractions and stay at the legendary Orlando World Center Marriott Resort. Choose from several courses/seminars with well known instructors including the Appraisal Institute's Income Vice President Joe Magdziarz, MAI, SRA.

To learn more and register for the Winter Education Extravaganza, Golf Tournament and the Marriott World Center visit www.eflai.org or call 407-888-9480.

Commercial Appraisal Engagement and Review Seminar (February 24, 2010)

Advanced Curriculum Overview

Day 1—Residential (February 24, 2010)*

*Day 2—General** (February 25, 2010) (must also attend Day 1)*

Using Spreadsheet Programs in Real Estate Appraisals (February 25, 2010)

Business Practice and Ethics (February 26, 2010)

Uniform Appraisal Standards for Federal Land Acquisitions (February 26&27, 2010)

Hotel Appraisal Seminar (February 27, 2010)

** Practicing SRA, RM, MAI, SRPA and SREA designated members must take this course.*

***Practicing MAI, SRPA and SREA designated members must take this course. SRA and RM members are welcome to attend.*

EMPLOYMENT OPPORTUNITY

Tew Realty Advisors is looking to add a Research Analyst to our team that will be assigned to a senior appraiser who will direct, mentor, and provide advice throughout an internship on challenging projects. This position will allow a prospective candidate to become familiar with commercial real estate and the valuation process, as well as interact with market participants (brokers and investors). A qualified candidate should possess or be working towards a bachelors or masters degree from a four-year university majoring in Finance or Real Estate and be able to work 20 hours per week. Furthermore, an ideal candidate should have advanced PC skills (MS Word & Excel), be a self-starter eager to learn, and have good research skills with attention to detail. Compensation will be on an hourly basis depending on experience. Those candidates who excel in this position would be considered eligible for a full-time position. Please send resumes to ira@tewrealty.com and john@tewrealty.com.