

East Florida
chapter

Headlines

APPRAISING CHALLENGES: DECLINING MARKETS

Friday, January 23, 2009
8:00 Registration/Continental Breakfast
Seminar 8:30 AM—5:00 PM

Cost:

Members \$195, Non-Members \$225, late fee after 1/14/2009
(Lunch included in seminar fee)

Instructor:

Sandra Adomatis, SRA

Location:

Maison & Jardin, 430 South Wymore

Recognizing shifts in the market is one of the most significant issues facing residential real estate appraisers today. Until recently, many residential appraisers have never seen a significant market downturn in which residential property values and employment in the real estate industry fall. This timely new seminar will discuss the correct use, pitfalls, and procedures used in valuing residential real estate in markets shifting from appreciation to depreciation. In addition, it will focus on the tools necessary to analyze a local market. Although local and national newspapers and local brokerage firms provide statistical analysis indicating a declining market, it is still necessary to provide well-reasoned support for a property value conclusion, decreasing or not. Finally, recognizing, measuring, and adjusting for today's creative financing plans will be analyzed. Most of these plans involve sellers participating in the plan, and most will have an impact on the price paid, but not the value of the property. Understanding the impact of these concessions on real estate prices is particularly important and is discussed in detail.

DBPR & AI Continuing Education: Approved for 7 Hours

FOR DETAILED INFORMATION/REGISTRATION GO TO:
<http://www.appraisalinstitute.org/education/EastFlorida.aspx>
Or call the chapter office at 407-888-9480

MEMBERSHIP LUNCHEON
FRIDAY
JANUARY 23, 2009
Noon

SPEAKER
Buzz Ausley,
Field Office Director
U.S. Department of Housing and
Urban Development
Orlando, FL

TOPIC
Current State of HUD

Maison & Jardin
430 South Wymore Road,
Altamonte Springs

Buz Ausley is responsible for outreach activities and HUD program delivery to customers and communities in the nine county Central Florida area. He received his initial mortgage training in single-family loan origination and in negotiating secondary mortgage market commitments, and completed three MAI courses. He later specialized in commercial and income property loans, and arranged the initial financing for Church Street Station. A graduate of the U.S. Naval Academy, he served as a Navy fighter pilot and test pilot, and led a two-plane fighter section in combat during a Vietnam deployment on the USS Enterprise.

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.

THINK BIG } Winter Education
Extravaganza
Central Florida February 25 - 28, 2009
Register Now!

Appraisal
Institute®
Professionals Providing
Real Estate Solutions

Golf Tournament
learn more >>



PRESIDENT'S MESSAGE

LAUREN STRICKLEN, MAI

As we look forward to 2009, we see an economy spiraling downward and many of us wondering whether we will still be in business next month, let alone next year. It is important now, more than ever before, to have a voice in the future of our profession. The Appraisal Institute, nationally, regionally, and locally, is working on your behalf to market our services to potential clients, create and pass legislation that supports real estate appraisers and appraisal services, and to better serve the needs of each and every member. I believe that we will emerge from this experience stronger and better equipped for the future.

Locally, we are planning a Winter Extravaganza that combines excellent educational opportunities with networking and a golf tournament. We hope to attract colleagues from the north who want to take a winter break in sunny Florida and bring their families for a few days to visit our attractions. There will be various course offerings that include Advanced Curriculum Overview. This course is now required for practicing designated members with CE cycles beginning January 1, 2007. Sign up early! This class will fill up quickly.

Last fall we sponsored a social happy hour, which was a success. We plan to follow up with a similar function in the spring. We are looking at a facility in downtown Orlando for our next event. In addition, during August we will join the West Florida Chapter of the Appraisal Institute for a combined meeting. This will also include a seminar, reception, and golf for those who play. It is fun and productive to get together and network with our colleagues on a social basis.

Last October the officers and committee chairs met with our Chapter National Consultant, Megan Backes, and updated our Strategic Plan. We now have goals, objectives, and strategies to follow throughout the coming year. This, hopefully, will keep us on track so that our efforts benefit all of our members.

If you are not a member of the East Florida Chapter, please join now. Membership in the Appraisal Institute does not cost - it pays! The following is how membership in the Appraisal Institute contributed to my professional development and helped me advance in my career:

Rewards in terms of business growth and financial gains from referrals through the Appraisal Institute "Find an Appraiser" web page, referrals from other AI members, and requests for appraisals from users requiring an MAI designated appraiser

Education, courses, and seminars that are the best in the business and keep me current with new methods, trends, and technologies

Support with state and national legislative efforts through our lobbyists as well as support through national advertising and marketing efforts

Publications and literature such as The Appraisal Journal and the Valuation magazine that not only provide appraisal methodologies, appraisal related studies, general news, and recent legislative actions but also provide opportunities for additional telephone and/or personal consultation with the articles' authors.

Expert status of the MAI, SRA, and ARPA designation that is readily recognized by courts of law, attorneys, and other appraisal users

Commitment to excellence in appraisal services at all levels including the provision of collateral services through the National office and the AI website such as sample letters of engagement, marketing and advertising assistance, and professional contacts for a variety of issues.

Technical assistance through the Lum Library, the National office, and other designated appraisers.

Lauren Stricklen, MAI
lauren@sas-pa.com

Did you know?

The Appraisal Curriculum Overview (ACO) is a new two-day education program. Day 1 of the Overview will cover topics applicable to residential appraisal practice. Day 2 of the program will focus on topics applicable to general/commercial practice. All Designated Members of the Appraisal Institute who hold "Practicing" status and whose continuing education cycles begin on January 1, 2007 or later must satisfy an Appraisal Curriculum Overview requirement once every continuing education cycle. For more information visit http://appraisalinstitute.org/education/ce_faq.aspx.

The East Florida Chapter will sponsor the ACO course during our Winter Extravaganza, on February 26-27, 2009. To register or for more information go to <http://eflai.org/education.html> or call 407-888-9480.

CONGRATULATIONS TO OUR NEWEST DESIGNATED MEMBER

MEMBERS ON THE MOVE

New Associate Members

Ana Arroyo
 Steve Berg
 Michael Bobbitt
 J. Timothy Burns
 David Eilen
 Kelly Fuchs
 Mark Gerber
 Scott Hansen
 J.P. Harrison
 James Lanoue
 Mei-Fang Liao
 Carl Mink
 Adam Preuss
 Pablo Rampy
 James Robinson Jr.
 Kelli Shipes
 John Stevely
 Kenneth Terrell
 John Wallace



Diane Gilbert, SRA presents Patrick Gillman with his SRA designation at our November Membership meeting.

East Florida Chapter

President

Lauren Stricklen, MAI
 Lauren@sas-pa.com

Vice President

Mark Carpenter, MAI
 markc@pinelcarpenter.com
 Treasurer

Walter B. Price

wprice@priceappraisalgroup.com
 Secretary

Mark H. Parsons, SRA

Mark.parsons@t-a-w.com

Past President

Charles (Tom) Cowart, MAI
 ctcowart2@earthlink.net

Directors (through 2009)

Bill Emerson, MAI
 bill@emersonappraisal.com
 Cassandra Robertson, MAI
 crobertyson@israppraisal.com

Directors (through 2010)

Nathan R. Gibboney, MAI
 nate@rhodesandrickolt.com
 Curtis L. Phillips, MAI
 clp@cpmel.com

Directors (through 2011)

Scott Tew, MAI
 scott@tewrealty.com
 Stephen M. Tschida, SRA
 stschida@embarqmail.com

Board Member Representing

Associate Members

Stephen J. Albright, Jr.
 sja@aaaocala.com

Region Reps

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

Alternate Region Reps

Mark Parsons, SRA
 Leon Stricklen, MAI
 Scott R. Tew, MAI
 Cassandra H. (Cassie) Robertson, MAI

Nathan R. Gibboney, MAI

Curtis L. Phillips, MAI
 Stephen Tschida, SRA
 Stephen Albright, Jr.
 Susan Baker, MAI
 Frank Schieber, MAI

Admissions

James Cooksey, MAI
 jim@appraisalnetdaytona.com

Bylaws

Charles (Tom) Cowart, MAI
 ctcowart2@earthlink.net
 Associate Guidance
 Nathan Gibboney, MAI
 nate@gibboneyappraisals.com

Education

Jacqueline Green, SRA
 greenappraisal@cfl.rr.com

Finance

Walter B. Price
 wprice@priceappraisalgroup.com
 Government Relations
 Nicholas Pilz
 acsinc@acsappraisers.com

Membership Development & Retention
 Stephen Albright, Jr.
 sja@aaaocala.com

Newsletter

Scott Tew, MAI
 scott@tewrealty.com

Nominating

Charles (Tom) Cowart, MAI
 ctcowart2@earthlink.net

Public Relations

Ryan Zink
 Rzink@crmre.com

EMPLOYMENT OPPORTUNITIES



Our Employment Opportunities ads have moved to our website at www.eflai.org. To place an ad, fill out the form at the bottom of the page.



Chapter Office

Lauren Dowling,
Chapter Executive Director
16765 FishHawk Blvd., Suite
#347

Lithia, FL 33547
Tel: 407-888-9480;
Fax: 813-654-9814
Lauren@eflai.org

Appraisal Help Line

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

Location: Grande Pines Golf Club
6351 International Golf Club Road, Orlando, FL (Just off
International Drive)
Grande Pines Golf Club re-opened in 2004 with an 8,000,000
course re-design

<http://golf.marriott-vacations.com/leisure/golf-courses/grande-pines-golf-club/default.jsp>

Date: Wednesday, February 25, 2009

Entry Deadline: Monday, February 16, 2009

Time: Check-in 7:30 am; Tee off (shotgun start) - 8:00 am

Fee: \$100.00 per person
(includes green fee, cart, box lunch, prizes)

Sponsorship: \$100.00 (your name or company name on a sign on a tee,
green, or on the wall at the post-round awards ceremony)
Foursome and sponsorship special: \$475.00
Please specify your choice of sponsorship; hole or awards
ceremony (first come, first served).

Format: Individual point quota based on handicap. Soft spikes only,
and proper golf attire!

Contact: Steve Albright, sja@aaaocala.com, (352) 622-9191 or Lauren
Dowling, Lauren@eflai.org (407) 888-9480

To Register or for more information go to:
www.eflai.org/GolfFlier.pdf

East FI Chapter Member On the Move

Gibboney & Associates Real Estate Appraisers - Gibboney & Associates is a real estate appraisal firm that recently opened to serve Marion County and surrounding areas. Nathan R. Gibboney, MAI, owner and President of Gibboney & Associates, is a lifelong resident of Marion County and past President of the Ocala-Silver Springs Rotary Club. He has experience in the appraisal of all property types including retail, medical and professional office, restaurants, industrial, multi-family residential, subdivisions, horse farms, and vacant land. For more information, please contact Nathan at 352-362-3905.

INSTALLATION OF 2009 OFFICERS AND DIRECTORS

Jackie Green, SRA thanks our 2008 Chapter President, Tom Cowart, MAI



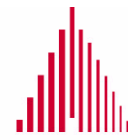
Our 2009 Officers (L to R) Mark Parsons, SRA, Secretary, Walter Price, Treasurer, Mark Carpenter, MAI, Vice President, Lauren Stricklen, MAI, President

East Florida Chapter President, Lauren Stricklen, MAI receives her President's Pin





EAST FLORIDA CHAPTER OF THE APPRAISAL INSTITUTE 2009 EDUCATION CALENDER



**Appraisal
Institute®**

*Professionals Providing
Real Estate Solutions*

EAST FLORIDA CHAPTER OF THE APPRAISAL INSTITUTE 2009 EDUCATION

January 6-9	General Appraiser Income Approach Part 1	FDOT
January 23	Appraising Challenges: Declining Markets	Maison Jardin
February 9-12	General Appraiser Income Approach Part 2	FDOT
February 23-26	Appraisal Principles	FDOT
<i>Winter Extravaganza</i>		
February 25	<i>Stats and Graphs</i>	<i>Renaissance Sea World</i>
February 26-27	<i>Advanced Curriculum Overview</i>	<i>Renaissance Sea World</i>
February 27	<i>Residential Green Properties</i>	<i>Renaissance Sea World</i>
February 28	<i>An Intro to Valuing Green Buildings</i>	<i>Renaissance Sea World</i>
February 28	<i>Business Practice & Ethics</i>	<i>Renaissance Sea World</i>
March 9-12	General Appraiser Sales Comparison Approach	FDOT
March 23-26	Appraisal Procedures	FDOT
April 6-7	Residential Market Analysis & HBU	FDOT
April 8-9	Residential Site Valuation & Cost Approach	FDOT
May 1	REO Appraisal: Res Property for Foreclosure Membership Mtg	Maison Jardin
May 4-7	Residential Sales Comparison & Income	FDOT
June 8-11	General Appraiser Site Valuation	FDOT
July 20-24	Report Writing and Valuation Analysis	FDOT
August 10-13	General Market Analysis & HBU	FDOT
September 25	7 Hours USPAP	TBD
September 26	Florida Law	TBD
September 26	Supervisor/Trainee	TBD
October 19-24	Advanced Sales Comparison & Cost Approach	TBD

**THINK
BIG** } **Winter Education
Extravaganza**

Central Florida * **February 25 – 28, 2009**

Register Now!



**Appraisal
Institute®**
Professionals Providing
Real Estate Solutions