

East Florida
chapter

Headlines



FRIDAY, January 31, 2014
Sheraton Orlando North
600 N. Lake Destiny Drive, Maitland, FL

LITIGATION ASSIGNMENTS FOR RESIDENTIAL ASSIGNMENTS:

Doing Expert Work on Atypical Cases

7:45 AM Registration
Seminar 8:00 AM–12:30 PM

Instructor:
**Shawn Wilson, MAI,
Compass Real Estate**

Cost:
**AI Price \$125, Full Price \$135
(Lunch included in fee)**

If you are not familiar with residential litigation and are intrigued by more challenging residential assignments, this fast paced half-day seminar is for you!

You see how atypical residential properties are thoroughly analyzed for purposes of litigation. In “New House on an Old Dump” students will initially identify the appraisal problem. We will discern the difference between partial and complete remediation and their role in this appraisal problem. You will learn to differentiate between pounds of paper and critical information. Then we will discover how disclosure defects may affect market value. Learn what to do when a typical sales comparison approach is not applicable. Challenge your skills in an entertaining learning environment!

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MEMBERSHIP LUNCHEON

12:00 PM, Noon

**Speaker
TBD**

Sheraton Orlando North
600 N. Lake Destiny
Drive, Maitland, FL

Cost: \$25

**FULL DAY PACKAGE
AI Price \$225
Full Price \$245**

FOR DETAILED INFORMATION/ REGISTRATION:

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

Or call the chapter office at
813-651-5904

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

CRITICAL THINKING IN APPRAISALS

1:30 PM Registration
Seminar 1:45 PM–4:45 PM

Instructor:
**John Blazejack, MAI, SRA
Blazejack and Company**

Cost:
**AI Price \$125, Full Price \$135
(Lunch included in fee)**

This seminar is designed to show participants how to solve valuation problems that have multiple solutions.

Participants will practice several problems that require critical thinking in order to solve the problem.

Learning Objectives:

- Identify both fundamental and inferred methods to estimate absorption of lots.
- Demonstrate how the timing of a use can affect land prices.
- Identify important elements (condition of the site, potential density) that will determine land value.
- Calculate when the market will have enough demand for new product.
- Identify the highest and best use of a site zoned for multiple uses.
- Identify ways to solve a complex demand problem.
- Identify important items to consider in buying an appraisal firm.

DBPR & AI Continuing Ed: 3 Hours

PRESIDENT'S MESSAGE

Nicholas Pilz, SRA

I am very excited to serve as your 2014 Chapter President and look forward to a big year. I want to thank all of those who helped me achieve this position. The President serves as the leader of the chapter, but our membership has a much bigger leadership role—that of leaders of our profession. The Appraisal Institute has served as the catalyst of some many of your careers, but it is important to keep motivated in the role as a mentor and as a student of the profession. Past President Curtis Phillips, MAI strove to emphasize the importance of the mentor role, which fit well into his presidency with the new Candidate for Designation program implementation occurring. I would like to applaud Curtis for his efforts in achieving his goals and for successfully bringing the candidacy program to the East Florida Chapter.

In many ways, 2014 shows promise to be one of the best years to be a student of the profession. Not only is it being forced upon you by the State being a renewal year, but there are also many changes headed our way that require the focus and concentration of an East Florida Appraisal Institute classroom.

I wanted to highlight a few areas, as a reminder to our membership and for those who are mentoring a Candidate:

2014 USPAP is now available, and there are major changes that will affect your appraisal work whether you are performing residential or commercial appraisals. We will be offering several USPAP update courses throughout the year to inform you of the major changes.

The AI-RRS and AI-GRS (Residential/General Review Specialist) Designations premier in 2014 and East Florida plans to offer all of the new courses. As having served on the education development team for the residential course offerings, I can attest that these courses will challenge your appraisal review skill set, and force you to think about your non-review work in the light of your client. These courses are also a great networking opportunity as this education provides material that attracts clients and appraisers alike.

2015 Appraiser Qualification Board minimum criteria implementation will take affect at some point before January 1, 2015 in the State of Florida. The State will likely not accept any new applications before the deadline, so it is important to communicate regularly with the State to confirm remaining requirements.

East Florida has one of the biggest education calendars in years, so please find some time to review the offerings and sign up in advance. This will allow us to prepare better for hopefully record attendance, but it will also help guarantee you a seat. With a big education calendar, and the hope that the market continues to gain momentum, 2014 has great promise.

Sincerely,

Nicholas D. Pilz, SRA
State-certified general real estate appraiser RZ3538
Mobile: (407)252-1471

Nicholas Pilz, SRA Appointed to the National Education Committee

Congratulations to our Chapter President, Nicholas Pilz, SRA who was appointed to the National Education Committee. The purpose of the Education Committee is to ensure availability of quality education that enhances the quality of appraisers' professional practice from the beginning of their career until retirement. The Education committee recommends policies, procedures and programs for qualification and development of instructors, while recommending overall education policies to the Board of Directors for new curriculum to create the highest quality education for all needs: qualifying education, continuing education, and designation/advanced education.

GOVERNMENT RELATIONS

By Ira Bellinkoff, MAI

In early November, you may have received a postcard from the DBPR's Division of Real Estate informing you of the new AQB implementation that will go into effect January 1, 2015—which includes new qualifications such as a college degree in order to upgrade licensure. A board member reported that, at the December FREAB meeting, the board decided that Sept 5, 2013 is date that any appraiser transitioning from trainee to certified (or cert residential to cert general) must have their application into the Department in order to be considered under the old AQB rules. The reasoning for establishing this date is to give the Department time to audit (request sample appraisal reports, make sure the application is correct, review logs, etc.) and reply to the appraiser if there is any deficiency. Reportedly, as of December 1, 2014 any application received will have to meet the new 2015 AQB criteria. If you are upgrading licensure, please check on how these changes will effect you on the FREAB website (<http://www.myfloridalicense.com/dbpr/re/freab.html>).

Ira S. Bellinkoff, MAI

Managing Director – Central Florida

CAPSTONE VALUATION ADVISORS

(407) 781-0234 (Office) | **(407) 375-2036** (Cell) | **(407) 841-4323** (Fax)

ira.bellinkoff@cap-val.com (Email) | cap-val.com (Website)

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In the second case, “Home with a disappearing Dock,” deeded rights to community recreational amenities and due diligence in identifying rights associated with ownership are explored. Learn how questionnaires can be helpful problem solving tools. The basics of title defect actions require identifying and measuring contributory value of a component, the disappearing dock. Learn tips to help you solve that difficult assignment in a convenient 4-hour seminar!

By the conclusion of this seminar learn how to:

- Develop a scope of work and engagement letter
- Identify important issues specific to the assignment
- Determine necessary steps and procedures for appropriate valuation
- Research and identify comparable sales
- Employ appropriate hypothetical conditions when necessary for credible analysis

EAST FLORIDA CHAPTER INSTALLATION OF OFFICERS AND DIRECTORS NOVEMBER 14, 2013



2013 Outgoing Officers and Directors



Installing Officer, Charles "Tom" Cowart, MAI



Ryan Zink, MAI presenting plaque to 2013 President Curtis Phillips, MAI



(From L to R) Ira Bellinkoff, MAI, Ryan Zink, MAI, Nicholas Pilz, SRA, Charles (Tom) Cowart, MAI



2014 Chapter President, Nicholas Pilz, SRA



CONGRATULATIONS TO OUR NEW DESIGNEE



Congratulations to Catherine (Cathy) Roberts, who received her MAI, at the November meeting.

WELCOME
Candidates
Laura Fischer Carroll
Drew D. Williams

Practicing Affiliate
Katrina Scarborough

2014 FREAB Meetings

Monday, February 10, 2014; Monday April 7, 2014; Monday June 2, 2014; Monday, August 4, 2014; Monday, October 6, 2014; Monday, December 8, 2014

The Division of Real Estate is now able to live stream their meetings. The streaming is not recorded and it has limited space at this time. If you are unable to access the meeting, please try again later as access may be-come available during the day. If you have connected to the live stream and no longer wish to view the meeting in progress, please be sure to disconnect to allow others to access the live stream. Please disable your PC audio and video camera prior to logging into the meeting. Failure to do so will result in other users and attendees hearing and seeing you during the meeting.

61J1-4.003(7) 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 7-days prior to the meeting to register at JoEllen.Peacock@dbpr.state.fl.us

If you wish to have printed materials to reference during the meeting, please visit the website

www.myfloridalicense.com > *Doing Business with Us* > *Real Estate Division Page* > *Florida Real Estate*

Appraisal Board > *Meetings & Workshops*, and print all publicly available materials as early as 7 days before the date of the meeting. The department endeavors to minimize paper usage in all business practices.

EAST FLORIDA CHAPTER OF THE APPRAISAL INSTITUTE

2014 EDUCATION/MEETING CALENDAR

January	16-17	Litigation Appraising: Specialized Topics and Applications*	University of Phoenix Orlando
January	31	Membership Meeting	Sheraton Orlando North
January	31	Critical Thinking in Appraisals	Sheraton Orlando North
January	31	Litigation Assignments for Residential Appraisers	Sheraton Orlando North
February	3	3 Hour Florida Law	Orlando
February	4	7 Hour USPAP	Orlando
February	5-7	Condemnation Appraising: Principles & Applications	University of Phoenix Orlando
February	10-11	Real Estate Finance Statistics and Valuation Modeling	Embassy Suites—Orlando
March	6	<i>Business Practice</i>	<i>Embassy Suites—Orlando *</i>
March	6-8	<i>Review Theory—Residential</i>	<i>Embassy Suites—Orlando *</i>
March	7-8	<i>Uniform Appraisal Standards for Land Acquisition—Yellow Book</i>	<i>Embassy Suites—Orlando *</i>
March	8	<i>7 Hour USPAP</i>	<i>Embassy Suites—Orlando *</i>
April	11	Membership Meeting	Sheraton Orlando North
April	11	Developing a Supportable Workfile	Sheraton Orlando North
April	11	Introduction to Land Development	Sheraton Orlando North
May	12-16	Review Theory—General	Orlando
July	10	3 Hour Florida Law	Indian Harbour
July	11	7 Hour USPAP	Indian Harbour
July	15-18	General Appraiser Sales Comparison Approach	University of Phoenix Orlando
July	24-25	Residential Market Analysis & HBU	University of Phoenix Orlando
September	15-19	Quantitative Analysis	University of Phoenix Orlando
September	25	3 Hour Florida Law	Gainesville/Ocala
September	26	7 Hour USPAP	Gainesville/Ocala
October	13-16	General Appraiser Site Valuation & Cost Approach	University of Phoenix Orlando
October	8	Evaluating Residential Construction	Embassy Suites—Orlando
October	9-10	Evaluating Commercial Construction	Embassy Suites—Orlando
November	7	3 Hour Florida Law	University of Phoenix Orlando
November	8	7 Hour USPAP	University of Phoenix Orlando
November	17-21	Review Case Studies—General	Fogo de Chao—Orlando

* Winter Extravaganza to be held at the Embassy Suites Jamaican Court

<http://www.appraisalinstitute.org/education/EastFlorida.aspx>

Questions—Call Lauren at 813-651-5904 or Lauren@eflai.org



Online Education:
Learn at your own pace anytime, anywhere.
Visit appraisalinstitute.org/online for a list of classes!



Appraisal Institute*
Professionals Providing Real Estate Solutions

DID YOU KNOW?

2014 Comp Exam Dates

March 11–April 11 (Application deadline January 28, 2014)

September 1–October 3 (Application deadline July 21, 2014)

November 17–December 20 (Application deadline October 6, 2014)

For more information go to comp@appraisalinstitute.org or (312) 335-4111

Comprehensive and Certified General Exam Prep

Gary DeWeese, MAI, and an instructor for the Appraisal Institute, is offering a series of live webinars on the three approaches to value on Friday and Saturday, February 7-8 and February 14-15, 2014. These challenging, fast-paced programs focus on the kinds of problems of both exams. The cost is only \$150 per day and the program is conveniently offered in a webinar format that will enable attendees to work on multiple choice type problems, ask questions and examine solutions. For more information about the webinars and to register go to www.garydeweese.com or contact Gary directly at garydeweese@comcast.net or 925-216-8751. (This offering was developed by Gary DeWeese and is not sponsored or endorsed by the Appraisal Institute)

New Professional Development Program

Analytics for Valuation will be available in 2014:

Quantitative Analysis—offered through the East FI Chapter September, 2014

Advanced Spreadsheet Modeling for Valuation Applications AND Application and Interpretation of Simple Linear Progression available soon!

East Florida Chapter

President

Nicholas D. Pilz, SRA
Nicholas.pilz@cap-val.com

Vice President

Ryan Zink, MAI
Ryan.zink@cap-val.com

Treasurer

Ira Bellinkoff, MAI
ira.bellinkoff@grubb-ellis.com

Secretary

Elaine Liz-Ramirez, MAI
appraiseflorida@earthlink.net

Past President

Curtis L. Phillips, MAI
clp@cpmel.com

Directors (Through 2014)

Stephen Boyle, Jr., MAI
Stephen@boyledrake.com
Matthew Jehs, MAI
Matthew.jehs@t-a-w.com

Directors (through 2015)

Thomas Seymour, Jr.
Thomas.j.seymour@usace.army.mil
Michelle Schultz
Mchelle.schultz@bankofamerica.com

Directors (through 2016)

Christopher Starkey, MAI
cstarkey@irr.com
Thomas Jones, MAI, SRA
tom@appraisertom.com

Region Reps

Walter Carpenter, MAI
Christopher Starkey, MAI
Ryan Zink, MAI
John Robinson, MAI
Ira Bellinkoff, MAI

Alternate Region Reps

Stephen Boyle, MAI
Matthew Jehs, MAI
Elaine Liz-Ramirez, MAI
Thomas Jones, MAI, MAI

Admissions

James Cooksey, MAI
jim@cookseyassociates.com

Bylaws

Curtis L. Phillips, MAI
clp@cpmel.com

Candidate Guidance

Christopher Starkey, MAI
cstarkey@irr.com

Education

Charles Lentz, MAI
clentz@irr.com
Jacqueline Green, SRA
greenappraisal@cfl.rr.com

Finance

Ira Bellinkoff, MAI
ira.bellinkoff@grubb-ellis.com

Government Relations

Ira Bellinkoff, MAI
ira.bellinkoff@grubb-ellis.com

Newsletter

Susan Christman
Susan.christman@cbre.com

Nominating

Curtis L. Phillips, MAI
clp@cpmel.com

Public Relations

G. York Mills
York.mills@dot.state.fl.us

Chapter Executive Director
16765 FishHawk Blvd., Suite #347
Lithia, FL 33547
Tel: 813-651-5904
Fax: 813-464-7610
Lauren@eflai.org