



East Florida Chapter Appraisal Institute

NEWSLETTER

FIRST QUARTER 2016

SAVE THE DATE

WINTER EXTRAVAGANZA

March 2-5, 2016

See page 6

CHAPTER IS IN SEARCH OF:

**Chair and Committee*

Members for the 2016

*Central Florida Real Estate
Forum*

AND

**Techy to help with new
chapter website*

AND

*2016 Chapter Nominating
Committee Members*

CONTACT Lauren@eflai.org

LOOKING FOR A NEW JOB....

See the chapter website for
opportunities at
www.eflai.org

Membership Meeting and Seminar

FRIDAY, January 22, 2016

Sheraton Orlando North

600 N Lake Destiny Drive, Maitland, FL

VALUATION BY COMPARISON: RESIDENTIAL ANALYSIS AND LOGIC

Registration 8:15 AM
Seminar 8:30 AM—5:00 PM

Instructor:
Vincent Dowling, MAI, SRA

Cost:
AI Price \$195/ Full Price \$210
Lunch Included

Valuation by Comparison: Residential Analysis and Logic informs appraisers about the issues and procedures used in developing a sales comparison analysis for residential properties. Discussion focuses on the rationale and logic of the residential sales comparison approach through thoughtful debate on topics such as market value of actual sales, pending sales, new construction sales, expired listings, and rejected offers. In addition, the seminar explores the techniques used by appraisers to interpret and then anticipate the actions of buyers and sellers in today's market. Participants will learn about a variety of approaches and resources available for gleaning indications of market value as well as how to consider the logic and appropriate support of adjustments. At the conclusion, participants will better understand which items require adjustment and which items can be ignored.

AI CE Points—35
FREAB—7 hours

MEMBERSHIP LUNCHEON

12:00 PM, Noon

Cost: \$25

Speaker:
Tim Holcomb
President/Founder
Tcreative

Topic:
Branding a Small Business

Tim Holcomb will be presenting ideas on branding a small business. Tim is a graduate of UCF and has extensive experience in building brands and marketing hundreds of businesses from mom and pop to Fortune 500 companies. His company is based in Orlando and is now approaching its 15th successful year in business.

You will want to attend and take part in this fun and creative presentation.

**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



Ira Bellinkoff, MAI
Chapter President

Register Now

January 22,

Membership

Meeting

President's Message

I am honored and very excited to serve as President of the East Florida Chapter in 2016. Thank you to all of those individuals who helped me achieve this position. I would especially like to thank our Past President, Ryan Zink, MAI, for his many years of service to the chapter and most recently his devotion toward university relations. In case you are not aware, Ryan has accomplished a great deal through chapter and regional activities in promoting our profession and the Appraisal Institute's brand to students at Florida's major flagship universities. I commend him for all the efforts he has made as it is critical for our organization to attract top talent. I believe that many of his ideas have been well received and will eventually be disseminated to other chapters and regions.

Some of our members also deserve recognition for recent appointments. Specifically, I would like to congratulate Jackie Green, SRA for being recently appointed as Regional Educational Liaison. Furthermore, it is with great pleasure that I announce that the chapter board of directors have nominated Steve Marshall, MAI, SRA, AI-GRS and Elaine Liz-Ramirez, MAI for the Volunteer of Distinction award. They both made significant contributions towards this past year's Central Florida Real Estate Forum.

For the upcoming year, my goal is to—along with our chapter leadership and committees—foster greater involvement and attendance by the membership in chapter socials and events by incorporating low cost and fun activities into our calendar. For instance, we are in the planning stages of a very innovative chapter membership meeting that will be held in April at a microbrewery—which will also include a speaker (discussing brewery business & law), and, of course, a tasting at the conclusion of the event! I hope that you will encourage your associates to attend this event or others like it during the course of the year.

Finally, even though we just held our 5th Annual Central Florida Real Estate Forum, it's already time to begin planning for the next one. On that note, we are searching for chairs and/or committee members to create marketing materials and assist obtaining sponsorships and speakers for the event. If you are interested in participating, please contact Lauren Dowling (lauren@eflai.org).

If you have any comments, suggestions, or would like to get involved, please contact me at ira@edgerealtyadvisors.com or 407-641-2490. I look forward to a very successful year.

Best regards,
Ira Bellinkoff, MAI

2016 Leadership Development & Advisory Council

Each year the East Florida Chapter selects a member to attend this Leadership conference in Washington D.C. The selected member, along with two previous member attendees, travels to join up to 100 Appraisal Institute appraiser colleagues in a three-day conference which includes a trip To Capitol Hill where LDAC participants lobby for real estate and appraisal concerns. In addition, the conference includes strategic planning sessions where members can provide valuable input to the Appraisal Institute Executive team.

The Board of Directors will nominate candidates and vote on a member at the January 22 meeting. If you are interested, please complete the Leadership Registry on AI site for consideration.

This forum is a great stepping stone into understanding the Appraisal Institute structure and an opportunity to make a difference.

2016 FREAB Meetings

February 9, April 4, June 6, August 1, October 3, December 5

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 become 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 Janice Taylor at least 7-days prior to the meeting to register. 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.

Education

As we move into the 2016 renewal year we have all of your CE needs covered.

We have four offerings of the 7-hour USPAP update course in conjunction with the 3-hour Florida Law class around the area. The four offerings will be in Orlando in March, Satellite Beach in July, Orlando again in September, and Ocala in October.

We are excited to offer the ½ seminar Redefining Appraisal and its Roles in an Evolving Banking Environment. This seminar will focus on the post-2008 timeline for appraisal-related regulatory mandates and the response of the lending and appraisal communities.

Other courses to be on the lookout for in 2016 are Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications (Yellow Book), Contract or Effective Rent: Finding the Real Rent, Valuation by Comparison: Residential Analysis and Logic, Advanced Market Analysis and Highest & Best Use, and the litigation professional development series of courses including:

- Condemnation Appraising: Principles & Applications
- The Appraiser as an Expert Witness: Preparation & Testimony
- Litigation Appraising: Specialized Topics and Applications

We will see the offering of the Two-Day Advanced Income Capitalization courses, A & B. Each of these courses will be 14 hours with a 1-hour test (option) at the conclusion of the second day. You can earn up to 200 points toward your 500-point renewal cycle total for attending each 2-day seminar and passing the exam. Compare that 200-point total to taking two standard 7-hour CE seminars, which offer 35 points for each, for a total of 70 points in two days, and you can see why taking the advanced education seminars is the way to go for designated members.

You can view our current offerings and register for any class by clicking this [link](#).

As always, we want to offer courses that are current and that are practical to our membership here in Florida, so if there are any topics or courses that you see a need for in our area, please let me know.

David B. Herring, SRA, AI-RRS
Education Co-Chair

Congratulations to our New Designees

Elizabeth Alvarez, SRA



Thomas H. Pinel, Jr., MAI

Steven Marshall, MAI, SRA, AI-GRS



General Demonstration Report—Capstone Program

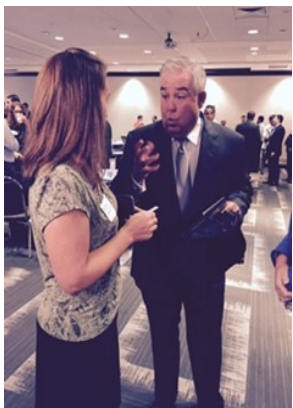
2016 LOCATIONS and DATES

Los Angeles, CA Feb 22 - 28, 2016	Tampa, FL Feb 22 - 28, 2016	Chicago, IL Feb 22 - 28, 2016
Savannah, GA Apr 25 - May 1, 2016	Cincinnati, OH Apr 25 - May 1, 2016	* Synchronous * Apr 25 - May 1, 2016
San Francisco, CA Jul 11 - 17, 2016	Newark, NJ Jul 11 - 17, 2016	Nashville, TN Jul 11 - 17, 2016
Dallas, TX Sept 19 - 25, 2016	Denver, CO Sept 19 - 25, 2016	* Synchronous * Sept 19 - 25, 2016
New York, NY Nov 7 - 13, 2016	Charlotte, NC Nov 7 - 13, 2016	Pittsburgh, PA Nov 7 - 13, 2016

Central Florida Real Estate Forum—2015



On October 1, 2015, we held our fifth-annual Central Florida Real Estate Forum at the Embassy Suites Downtown Orlando. The forum was a success due to the efforts of an entire committee who worked tirelessly along with Lauren. This year the conference offered continuing education credit for appraisers, real estate agents/brokers and attorneys.



The event included Keynote Speaker John Morgan of Morgan and Morgan, who spoke about his experience in real estate and investing over the past decades in Central Florida. Throughout the day, members were provided information by local real estate brokers, economic development specialists from Brevard and Orlando and a Lake Nona update. A special presentation was given by Bill Dymond with regard to Central Florida Sports venues, and Ben Shoemaker, Land Manager, provided insight into land purchase and development. Finally, Bill Pittenger, MAI and economist discussed where we've been, where we are and where we are going economically.

The event was a success based on comments received. The audience was diversified with real estate and attorney professionals in attendance. For the Chapter, a net profit of nearly \$8,000 was gained from the conference.

We are seeking volunteers for next year's event. Please contact Lauren if you are interested in serving on a sub-committee.

2016 Education

January 22	Valuation By Comparison—RES	7
March 3 (Winter Extravaganza)	<i>Business Practice</i>	7 (4 hours CE)
March 4	<i>7 Hour USPAP</i>	7
March 5	<i>Florida Law</i>	3
March 2-3	<i>Two-Day Adv.Income Cap A (seminar)</i>	15
March 4-5	<i>Uniform Appraisal Standards for Fed Land Acq.</i>	16
April 14	Staying Out of Trouble	7
	Brewery - seminar	tbd
May 4	Redefining Appraisal and its Roles in Evolving Bank Environment	7
May 24	Effective Rent	4
	Tightening the Appraisal	3
June 6-10	Advanced Market Analysis& HBU	35
June 20-21	Income Cap B—seminar	14
July 13 and 14	USPAP/FL Law—Indian Harbour	7/3
August 11-13	Condemnation Appraising—Principles and	22
Sept 15 and 16	USPAP/FL Law—Orlando	7/3
Sept 19-20	The Appraiser as an Expert Witness	16
Oct 20-21	Litigation Appraising: Specialized Topics	16
Oct 28 and 29	USPAP/FL Law—Ocala	7/3

<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!



Installation of Officers and Directors



2015 President Zink and Installing Officer Scott Tew



2016 President, Ira Bellinkoff, MAI



2016 Officers, Ira Bellinkoff, Elaine Liz-Ramirez, Ana Arroyo and Christopher Starkey

East Florida Chapter

President

Ira Bellinkoff, MAI
Ira@edgerealtyadvisors.com

Vice President

Elaine Liz-Ramirez, MAI
Elaine.ramirez@hancockbank.com

Treasurer

Ana Arroyo, MAI
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Secretary

Christopher Starkey, MAI
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Past President

Ryan Zink, MAI
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Directors (through 2016)

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Region Reps

Robert Sutte, MAI, SRA
Stephen Boyle, MAI
Cassandra Robertson, MAI
John Stevely, MAI
Anna Arroyo, MAI

Alternate Region Reps

Elaine Liz-Ramirez, MAI
Thomas Jones, MAI, SRA

Bylaws

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Candidate Guidance

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Nominating

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Chapter Executive Director

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