



East Florida Chapter Appraisal Institute

NEWSLETTER

FIRST QUARTER 2017

AI Education Trust and Scholarships are available now. Visit the website [here!](#)

LOOKING FOR A NEW JOB....

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

Interested in LDAC—see page 7 for more details.

Volunteers needed to help organize the Central Florida Real Estate Forum—Contact the chapter office for more details.

Friday, January 20, 2017

NEW LOCATION!

**Embassy Suites, Altamonte Springs
225 Shorecrest Drive**



**Morning Seminar
DRONE TECHNOLOGY AND ITS IMPACT
ON THE
APPRAISAL INDUSTRY**

**7:45 AM Registration
8:00 AM Seminar Begins**

\$115 AI/\$135 Full Price

LUNCH/MEMBERSHIP MEETING IS INCLUDED IN FEE

Lunch/Membership Meeting

LET'S TALK ABOUT.... HEALTHCARE/OFFICE PROPERTIES



Speakers:
Anne Spencer
Jeff Sweeney

Noon

Cost
\$30



The Dynamic Duo, Spencer and Sweeney, of Cushman and Wakefield will present at the membership lunch on January 20, 2017.

Anne Spencer, Director of Healthcare Practice Group, is a real estate strategist who assists her clients in portfolio planning and maximizing the value of real estate assets. Her focus is on healthcare real estate; she is the publisher of the comprehensive *Central Florida Medical Office Report* and owner of the website *FloridaMedicalOffice.com*. Anne has negotiated over 10 million square feet of commercial space with a gross value in excess of \$64,000,000. (continued on page 7)



Elaine Liz-Ramirez, MAI, CCIM
Chapter President

Elaine Liz-Ramirez
accepted the
National
Appointment to
the Admissions/
Designation/
Qualifications
Committee

President's Message

Happy 2017! I welcome you to what I envision will be another successful year for the East Florida Chapter and the Appraisal Institute.

I am deeply grateful to my predecessor, Ira Bellinkoff, MAI, for his leadership and contributions to the Chapter during his presidency, and the members of the 2016 Executive Committee and Board. I am inspired by their commitment to the Appraisal Institute and all of their achievements. I look forward to continuing the important task of fulfilling the mission of the East Florida Chapter and the Appraisal Institute. In this endeavor, I am joined by my colleagues on the Executive Board – Ana Arroyo, MAI, Vice President; Christopher Starkey, MAI, Treasurer and David Herring, MAI, SRA, AI-GRS, AI-RRS, Secretary, as well as the 2017 Board of Directors and, of course, our Executive Director, Lauren Dowling.

We, as an organization, are 85-years-old [1932-2017]. Our Institution has survived seven major US wars and six significant economic crises. Over the decades, we have persevered and maintained our status as the nation's largest professional organization of real estate appraisers. We have proven our staying power. Now is the time to embrace our tradition as we encounter new opportunities and face challenges. We are The Gold Standard!

It is a special honor and privilege to begin my term as President of the East Florida Chapter. This Chapter has a strong history of very dedicated members who are passionate and knowledgeable, and who have worked diligently and consistently as a group to achieve great things. This chapter has inspired me to grow as an individual, and to understand the importance of the group and its power to promote education, goodwill and effect positive change to our profession.

During 2017, participate, even in a small way:

- Attend a Quarterly Meeting, January 20th; Start the year off with some great market information and networking with colleagues.
- Sign up on the Leadership Resource Registry. We are looking for a candidate to attend LDAC, Leadership Development and Advisory Counsel. This is where I started five years ago! *(see page 6 for more details)*
- Join the 7th Annual Central Forum Valuation Committee--Our Signature Annual Event!

As a member, let us reflect on our shared responsibilities to our organization. We need YOU to participate and share your thoughts, experience and energy. Our profession needs each and every one of us at the grassroots level. Together, let us be innovative and strive to achieve excellence within our profession.

Sincerest wishes for a successful 2017,

Elaine Liz-Ramirez, MAI, CCIM
State-certified general real estate appraiser RZ 1627
Mobile: (863) 381-7665
ElaineRamirezmai@gmail.com

In Memoriam

Robert G Beaumont, Jr., 57 of Apopka, FL passed away on November 7, 2016. Bob is survived by his wife Angela Jackson, mother, Loretta Beaumont, son, Robert G. Beaumont III; daughter, Stephanie Beaumont, siblings, Marc Beaumont, Steven Beaumont, Dina Beaumont, and Matthew (Kim) Beaumont; and many other close relative and friends.

Bob's journey through his illness with pancreatic cancer was an inspiration to everyone who knew and loved him. He hold a bold and positive attitude up to his final days and the example he set will remain a profile in courage and grace for a generation of family and friends.

Bob was the Senior Managing Director of Valbridge Property Advisors/Beaumont Matthew & Church, Inc., in Orlando, FL and was formerly Treasurer and Chief Financial Officer of Valbridge Property Advisors, Inc., Bob was a member of the Appraisal Institute—MAI Designation and was a Licensed Real Estate Broker in the State of Florida. An entrepreneur in his own right, Bob worked on many community development programs in and around Orlando including the Independence Lane Extension project in Maitland, FL. Bob received his Bachelors of Arts in English Literature from Stetson University and was an active member in the Lambda Chi Alpha Fraternity. Bob and his wife Angela enjoyed Agility Dog Competitions with their Labradors traveling all over the east coast.

Education

I would like to start by thanking all of our local members who took part in our 2016 education offerings! Without all of our local membership signing up and coming out to support the offerings it would be impossible for us to continue to function as a chapter, so thanks to all of you! With that being said, we are looking forward to a number of great courses and seminars to come in 2017, so be sure to look at all of our current offerings and register for any class by clicking [here](#).

Next month we have [Lamar H. Ellis II, MAI, SRA](#) from Atlanta, GA, to teach the popular 4-hour seminar [Drone Technology and its Impact on the Appraisal Industry](#). This seminar is scheduled for January 20, 2017, in the morning prior to the Membership lunch meeting in Altamonte Springs. When you sign up for the seminar your lunch at the membership meeting is included.

We have our Winter Extravaganza scheduled for March 16-18 here in Orlando at which we will offer [Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets](#), the brand new [Review Case Studies—Residential](#), and [Business Practices and Ethics](#).

Later in 2017, we will offer [Quantitative Analysis, Valuation of Conservation Easements](#), the newly revised [Uniform Appraisal Standards for Federal Land Acquisitions "Yellow Book"](#), and a host of other 4 and 7-hour seminars. We are working on more Florida specific seminars with some of our instructors to be offered later in 2017. As we add new topics later in the year, we will get the work out to you all through emails and future newsletters.

2017 FREAB Meetings

February 13, April 6, June 5, August 7, October 2, December 4

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.



My colleagues of the East Florida Chapter

It is with a great sense of pride and humility that I announce my candidacy for the office of Vice President of the Appraisal Institute. Some of you know me, having served in chapter leadership of the South Florida Chapter since 2008 and as the 2013 Chapter President. Currently I serve you as Chair of Region X, sitting on the National Board of Directors. It has been a privilege being of service to you all and I look forward to the opportunity to be of additional service. If nominated by the National Nominating Committee in 2017, then elected by the Board of Directors, service would begin in 2018 as the Vice President, President Elect in 2019, President of the Appraisal Institute in 2020 and Past President in 2021.

It is my vision to steer the Appraisal Institute into the future that not only looks to its survival in this changing world, but also to its prosperity. It is my goal to continue to grow the Appraisal Institute brand, its distinctiveness and high level of public trust. It is my hope that, through integrity and excellence, we can further advance the interests of Appraisal Institute professionals.

The process is one that I look forward to, and I have been preparing for several months now. In the coming weeks you will be informed of the availability of questionnaires completed by all the candidates, and you will have a chance to view the responses. I encourage you all to have a look and respond to the national office.

Your support of my candidacy in the form of a letter, note or email to the national office would be greatly appreciated.

Thank you all for the opportunities you have given me.

Kindest regards,

Val K. Chiasson, MAI, SRA

2017 Capstone Program Schedule

Location	Live Dates	Registration Deadline
Las Vegas, NV	Feb 20-26, 2017	Dec 15, 2016
Synchronous	Feb 20-26, 2017	Sold Out
Chicago, IL	Apr 24-30, 2017	Feb 16, 2017
Ft. Lauderdale, FL	Apr 24-30, 2017	Feb 16, 2017
St. Paul, MN	Jul 10-16, 2017	May 4, 2017
Synchronous	Jul 10-16, 2017	May 4, 2017
Washington, DC	Sep 11-17, 2017	Jul 6, 2017
Portland, OR	Sep 11-17, 2017	Jul 6, 2017
San Antonio, TX	Nov 6-12, 2017	Aug 31, 2017
Synchronous	Nov 6-12, 2017	Aug 31, 2017

BEFORE REGISTERING! PLEASE REVIEW AND READ - REQUIRED PREREQUISITES

Use promo code **Capstone2017** to save \$50 on your registration!

Register Now

Congratulations to our New Designees



Melissa Chandler, SRA



David Herring, MAI, SRA, AI-GRS, AI-RRS



Elaine Liz-Ramirez receiving the Volunteer of Distinction Award

LDAC 2017

Hosted by the Appraisal Institute
May 3-5



The Leadership Development & Advisory Council (LDAC) is a group of dedicated appraisers who come together once a year in Washington, D.C., to formulate solutions to problems and challenges faced by the appraisal profession.

LDAC strives to foster creative thought from talented individuals involved in the real estate appraisal profession while developing future leaders of the Appraisal Institute. LDAC also establishes an “appraiser-presence” in Congress and demonstrates that the Appraisal Institute is made up of professionals who recognize the importance of being actively involved in the political process.

LDAC has served as a source of leadership and as an inspiration for new programming ideas for the Appraisal Institute since 1969. Through a series of roundtable discussions, LDAC provides a forum where ideas and opinions on targeted topics of concern to the appraisal Profession are exchanged.

Why Attend?

Ask any LDAC alumni, and they will undeniably tell you that LDAC has been one of their most positive experiences with the Appraisal Institute! Here’s why:

- LDAC is your spring board for future leadership within the Appraisal Institute.
- You get to make a difference in the Appraisal Institute by helping to formulate solutions to obstacles and challenges faced by the appraisal industry.
- You have an opportunity to make your voice heard by the Nation’s lawmakers.

Up to 45 Points of Appraisal Institute continuing education (CE) credit may be earned for participating in LDAC. Please refer to Regulation No. 10: Continuing Education for more details. (CE will be granted at the end of the conference, after full participation is documented.)

IF YOU ARE INTERESTED IN ATTENDING LDAC PLEASE FILL OUT THE LDAC SECTION OF THE LEADERSHIP RESOURCE REGISTRY AT <http://www.appraisalinstitute.org/about/about-the-appraisal-institute/ai-volunteer-opportunities/> BY 1/16/17.

Installation Dinner/Dance



(Continued from page 1)

Jeff Sweeney, Senior Director, is a real estate strategist who provides transaction support for professional occupiers. Jeff has been recognized by the Central Florida chapter of NAIOP as its Top Office Broker. He has represented more than 200 companies in their negotiation for user occupied facilities. Jeff has leased and sold over 3 million square feet of commercial space, represented over 12 million square feet of owned commercial property and sold more than 100 acres of commercial land.

FOR DETAILED INFORMATION/REGISTRATION:

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

Or call the chapter office at 813-651-5904

(Continued from page 3)

The Central Florida Real Estate forum committee will begin planning the 2017 event and more details will be released on the date and location as they become available.

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, MAI, SRA, AI-GRS, AI-RRS
Education Chair

Modernizing Appraisals to Benefit American Consumers

Washington D.C. is busy figuring out how to help more houses close faster. The US House Financial Services Subcommittee discussed “Modernizing Appraisals to Benefit American Consumers” last month. AI, TAF, ASC and CRN shared about independence and quality. The Subcommittee wasn’t impressed. (Google Modernizing Appraisals). <http://financialservices.house.gov/news/documentsingle.aspx?DocumentID=401197>

In related news, AI President Scott Robinson, MAI, SRA, AI-GRS reported on Freddie Mac’s announcement to “waive appraisals” in a “host of situations”. See President Message 11/25/2016:

AI 'Concerned' with Freddie Mac Policy Changes

The Appraisal Institute on October 31 expressed "serious concerns" with changes to Freddie Mac's Loan Advisor Suite. AI's letter to Federal Housing Finance Agency Director Mel Watt noted similarities to previous policies that, AI said, "turned out to be disastrous for the entire economy."

Under its new policy announced October 24, Freddie Mac will waive appraisals in lieu of an "appraisal alternative" in a host of situations, including first-purchase loans. The Appraisal Institute's letter asked Freddie Mac to re-evaluate the new policy.

<http://www.appraisalinstitute.org/appraisal-institute-concerned-with-freddie-mac-policy-changes/>

<http://www.freddiemac.com/loanadvisorsuite/loancollateraladvisor/>

https://www.fanniemae.com/content/fact_sheet/property-inspection-waiver-fact-sheet.pdf

The lending industry is going to use more “appraisal alternatives”. This would be an evaluation or hybrid valuation. See evaluation definition in SR [SR 10-16](#) (Interagency Appraisal and Evaluation Guidelines) and then read [SR 16-5](#) (Interagency Advisory on the Use of Evaluations in Real Estate-Related Financial Transactions) if you are still with me. These are the guidelines the banks and credit unions have to follow for their appraisal compliance programs.

Evaluation—A valuation permitted by the Agencies’ appraisal regulations for transactions that qualify for the appraisal threshold exemption, business loan exemption, or subsequent transaction exemption.

As an industry observer, this is finally the integration of digital banking and big data. Think how Uber changed the game for real time efficiency. Residential appraisers will see requests for non-1004/1073 appraisal reports using a third party inspection report. Desktop assignments. New types of 2055s are in development. If you remember the Meryl Streep/Alex Baldwin movie ‘It’s Complicated’, it will be okay. You’ll do less driving around town.

If you have any questions, text your Certified USPAP Instructor (email is so 90s). That is what you paid them for this year at USPAP class. They will help you see how you can comply with this request.

Michael Moran, SRA

First Vice President, Residential R.E. Valuation Officer, Enterprise Risk

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Comprehensive Exam Prep

Gary DeWeese, MAI, and an instructor for the Appraisal Institute for more than 20 years, is offering his Comp Exam prep material for sale. These materials are the same as presented in his live webinars.

The cost is \$300 for the Income, \$150 for the Sales, \$150 for the Cost/HBU and \$150 for the General module material. If you purchase the first 3 modules, the General module material is free. The material is based on multiple choice type problems with detailed solutions illustrated. The material is electronically delivered the same day as ordered.

For more information about the material, to read student reviews, and learn how to order go to www.garydeweese.com or contact Gary directly at garydeweese@comcast.net or 925-216-8751.

The materials were developed by Gary DeWeese and are not sponsored or endorsed by the Appraisal Institute

2017 Education Calendar

January	Drone Technology and It's Impact on the Appraisal Industry
March	Review Case Studies—Residential Fundamentals of Separating Real Property, Personal Property and Intangible Business Assets Business Practice
June	Quantitative Analysis
September	Uniform Appraisal Standards For Federal Land Acquisitions: Practical Applications (Yellow Book)
October	Real Estate Forum
November	Valuation of Conservation Easements
December	Land Valuation

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



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