

The Approach



**Appraisal
Institute®**

Professionals Providing
Real Estate Solutions

4th Quarter Chapter Installation Meeting + Seminar

When: Thursday, November 9, 2023

Where: [Sheraton Sand Key Resort](#)

1160 Gulf Blvd., Clearwater, FL



Cost: Dinner Meeting Only: \$75 Members \$85 Guests
Dinner Meeting & Seminar: \$135 Members | \$145 Guests

Schedule of Events:

3 PM—5 PM - Mass Appraisal vs. Single Property Appraisal (2 CE Hours)

5 PM—8 PM - Social Hour followed by Dinner Meeting and Installation Ceremony

Seminar: (2-Hours) The purpose of this seminar/workshop is to discuss the differences as well as the similarities between Mass Appraisal & Single Property Appraisal. There are a lot of misconceptions regarding what Mass Appraisers do and how they derive their estimates of value. In Florida there are 67 counties and each one has an elected Property Appraiser (Assessor). The property tax is the primary revenue source for local government so this is a very important job. Each office is also responsible with estimating the value of each property in their counties each year as of January 1st (real and tangible personal property). They also have to administer all of the applicable exemptions (Homestead, Widow/Widower, Disabilities, Senior, TPP, Classified Use, Institutional, etc.) and portability. This seminar was developed by Michael Twitty, MAI and Kevin Hayes, MAI. It will be approved for 2 FL CE hours.

Meeting Program: Prior to the Installation Ceremony of the 2024 chapter leadership, a brief update will be given by chapter officers on all the latest Appraisal Institute information, including the new CEO and the newly elected National Vice President, the rollout of the new branding, AI Logo and new AI website which will soon debut, in addition to much more. We will have important information to share to keep you up-to-date.

Ken Burke, CPA who serves as the Clerk of the Circuit Court and Comptroller for Pinellas County, FL will install our new leadership. Growing up in Pinellas, attending high school and college locally, plus experience as a CPA, a law firm administrator and college board chairman, Ken's credentials are well matched to the duties of the Clerk's office. In November 2004, Pinellas County voters recognized Ken's long list of qualifications and elected him to serve as the Clerk and was re-elected without opposition in 2008, 2012, 2016 and again in 2020. Ken will address deeds and research tools and tips that may be helpful to appraisers. We hope to see you there. [Bio information](#)



[REGISTER HERE for Both Seminar +
Dinner Meeting](#)

[REGISTER HERE for Dinner Meeting
Only](#)



2023 Florida Gulf Coast Chapter Meeting

4th Quarter Meeting & Installation - November 9, 2023

Sheraton Sand Key Resort, Clearwater

2023 Officers & Directors

President

Timothy Sunyog, MAI

Vice President

Michael Twitty, MAI

Treasurer

Matt Terry, SRA

Secretary

Justin Butler, MAI

Directors

John Fabian, MAI

John Miller, MAI

Dan Brown, SRA

Joy Thomas, MAI

Susanne Timmons, SRA

Victor Torres, MAI

Josh Sicard, MAI

Kevin Hayes, MAI

Kathryn Robinson, MAI

Kenneth Lowry, MAI

Patricia Staebler, SRA (Ex Officio)

Region X Representatives

James "Matt" Terry, SRA

Michael Twitty, MAI

Ned Palmer, MAI

Byron Torres, MAI

John Miller, MAI

Devon Carter, MAI

Victor Torres, MAI

Kenneth (KC) Lowry, MAI

Tim Sunyog, MAI – President

Committee Chairs

Bylaws: Brad Saucier, MAI

Finance: Matt Terry, SRA

Guidance: John Miller, MAI

Education: Kevin Hayes, MAI

Govt. Relations: Matt Terry, SRA

Univ. Relations: Bruce Cumming

Public Relations: Brian Zamorski

Chapter Executive Director

Kourtney Wade

(813) 962-4003

info@gulfcoastai.org

Region X Officers

Reggie Carter, MAI, Chair

Wesley Sanders, MAI, Vice Chair

3rd Director—Vacant

Lauren Dowling, Region ED



President's Message, Timothy Sunyog, MAI



Dear Fellow Chapter Members,

It has been an honor and privilege to serve as your 2023 President of the Florida Gulf Coast Chapter of the Appraisal Institute.

I would first like to thank my fellow officers, Vice President, Michael Twitty, MAI, Treasurer, Matt Terry, SRA, and Secretary, Justin Butler, MAI, as well as the Board of Directors and Committee Chairs for their time and support this year. This Chapter continues to be one of the best in the country due to your creative ideas, perspectives, and passion to see it succeed and grow. Also, a big thank you to our Executive Director, Kourtney Wade, along with our education committee chair, Kevin Hayes, MAI. A strength of this Chapter is our educational offerings, especially the

chapter developed classes. Finally, this chapter wouldn't exist without the support of all our Chapter members. Thank you for your dedication to the Appraisal Institute and the Florida Gulf Coast Chapter!

I am extremely excited for the future of our Chapter given the strength of our upcoming leaders beginning next year with our incoming president Mike Twitty. I have had the pleasure of getting to know Mike during our time together on the board and at LDAC. He is the elected leader of the Pinellas County Property Appraiser's Office, he is active in legislation at both the state and national level, and the Pinellas County Property Appraiser's website is one of the best in the state if not nationally thanks to his leadership. Mike is a true leader and continues to be a vital asset to our chapter and the appraisal profession.

Speaking of Property Appraisers, have you ever wondered how a County Property Appraiser estimates just/market value, what methodology they use, or what is a mass appraisal? All your questions will be answered in our 2-hour chapter developed educational offering prior to the 4th Quarter Chapter Meeting and Installation at the Sheraton Sand Key in Clearwater Beach, Thursday November 9, 2023. The course titled "Mass Appraisal vs Single Property Appraisal" will be presented by Mike Twitty, MAI, and Kevin Hayes, MAI. Not only will you be able to better understand and analyze assessments, but you will be able to educate your clients on how their property is assessed.

Immediately following the education will be the 4th Quarter Chapter Meeting and Installation. This will be a wonderful evening with the installation of our new officers and board members and guest speaker at a great venue. We are honored to have Ken Burke, CPA, the Clerk of the Circuit Court and Comptroller of Pinellas County, Florida in attendance to install our 2024 slate of officers and directors and as our guest speaker. The 4th Quarter Chapter education, dinner meeting, and installation will be here before you know it, so make sure to visit our chapter website to register.

In case you missed it, we had a great 3rd Quarter Chapter meeting at the Art Ovation Hotel in Sarasota. We had an outstanding presentation from our guest speaker, Simon Bacon with Michael Saunders & Company in Sarasota, Florida. He was a wealth of knowledge and gave us insight on how his group thinks about and develops a proforma for residential condominium sites. Patricia Staebler, SRA, educated us with her chapter developed 2-hour class titled "ISO Construction and Basic Construction Plan Reading", which we hope to offer numerous times throughout the next year.

Finally, thank you to the following chapter region reps who attended the 4th Quarter Region Meetings held in Louisville, KY in early October. We were very well represented by: Mike Twitty, MAI, Matt Terry, SRA, Joy Thomas, MAI, Victor Torres, MAI and Jennifer Marshall, SRA, AI-RRS in addition to Region X Vice Chair Wes Sanders, MAI, AI-GRS and Region X Government Relations Chair Joni Herndon all from the FL Gulf Coast Chapter.

As always, please let us know if you're interested in joining a committee or want to find ways to get involved with our Chapter.

Thank you again for all your support in 2023 and I look forward to seeing everyone in Clearwater Beach on November 9th!

[Click here](#) for more meeting and seminar details.

Timothy W. Sunyog, MAI
2023 Chapter President
Florida Gulf Coast Chapter

[Learn About AI PAREA](#)

Education, Kevin Hayes, MAI, Chair

We would like to thank everyone who has attended our synchronous classes so far this year. It is never too early to start fulfilling the required CE hours prior to the renewal deadline of **November 30, 2024**. Don't get caught short of hours. Visit our [website](#) to see what we have scheduled for next year.

The Chapter has presented 9 CE offerings via livestream to date and [Florida Law](#) coming up in early December, in addition to 2 additional offerings by the end of the year including **Capital Reserve Studies** and **Aerial Inspection for Real Estate Appraisers**. **Note:** The livestream classes we offer are joint classes with the other Florida chapters, so please be sure to register through the Florida Gulf Coast Chapter. There will be a new 2-Hour classroom seminar at the 4th Quarter Meeting in November, **Mass Appraisal vs. Single Property Appraisal**. Please review the **2023 Education Schedule** included in this newsletter and sign up for the classes as soon as possible to secure your seat.



Kevin Hayes, MAI

We continue to encourage all of our members to utilize your expertise and consider developing a continuing education (CE) program that would be beneficial to our appraisers and the industry. We are looking for interesting 2-3 hour topics for either livestream or classroom presentation. We have so many talented appraisers in our chapter with a great deal of knowledge. If you are interested in developing a seminar, please let us know. Once a seminar is submitted to the Florida Real Estate Appraisal Board for approval, the process can take up to three months to get final approval.

Check the website often for any new additions to the education schedule or other chapter news. The Florida Gulf Coast Chapter website can be found at www.gulfcoastai.org. There are several new 2024 offerings already posted. Remember that 2024 is a recertification year. We hope you take your education through AI and our chapter!

2024 Officers, Directors & Region Reps - Florida Gulf Coast Chapter

The following chapter members were elected to 2024 leadership at the 2nd Q Chapter Meeting. These individuals will be installed at the November 9th chapter meeting so we hope you plan to be present. They would appreciate your support.

2024 Officers

President: Michael Twitty, MAI
 Vice President: J. Matt Terry, SRA
 Treasurer: Justin Butler, MAI
 Secretary: Victor Torres, MAI
 Ex-Officio: Timothy Sunyog, MAI

Directors: (2024)

Dan Brown, SRA
 Josh Sicard, MAI
 Joy Thomas, MAI

Directors: (2025)

Kevin Hayes, MAI
 Kenneth Lowry, MAI

Directors: (2026)

Christopher DelPo, MAI
 PJ Cusmano, MAI
 Nathan Van Steenberg, MAI

Region X Representatives

J. Matt Terry, MAI
 Byron Torres MAI
 John Miller, MAI
 Kenneth Lowry, MAI
 Victor Torres, MAI
 Timothy Sunyog, MAI
 Eric Hoening, MAI
 Brian Zamorski, MAI
 Michael Twitty, MAI (*2024 Chapter President*)

Alternate Region X Representatives:

(Listed here in alphabetical order):

Julie Battaglia, MAI, Dan Brown, SRA, Justin Butler, MAI; John Fabian, MAI, Kevin Hayes, MAI; Michael Jonas, MAI, Jennifer Marshall, SRA, Tim O'Neill, SRA, Joy Thomas, MAI, and Rachel Zucchi, MAI

2023-2024 Education & Events Schedule



Date	Class/Event/Location	Instructor/Speaker
January 12	FEMA 50% Rule (Livestream)	Patricia Staebler, SRA
January '9	Appraising Condos, Co-ops & PUDs (Livestream)	Maureen Sweeney, MAI
February 9	Business Practice & Ethics (Livestream)	Brian Flynn, MAI
March 2	1st Quarter Chapter Meeting @ Topgolf, Tampa	
March 8	New—Risk & Equity's Role (Livestream)	Vincent Dowling, MAI
March 23	Avoiding Bias and Building a Bias Defense (Livestream)	Nick Pilz, MAI and Frank Gregoire
April 20	Appraisal Review Involving Appraisals with Multiple Appraisers (Livestream)	Richard Borges, MAI
May 18	New—Complex Valuation (Livestream)	Randall Bell, MAI & Michael Tachovsky, Ph.D.
June 23	2nd Quarter Chapter Meeting @ Tropicana Field, St. Petersburg	Speaker: Ed Montanari, St Pete City Council
August 17	3rd Quarter Chapter Meeting—Sarasota Seminar: ISO Construction and Basic Construction Plan Reading (New) (2 Hours)	Patricia Staebler, SRA
October 19	Business Practice & Ethics (Livestream)	Vincent Dowling, MAI
October 26	Capital Reserve Studies (via Livestream) (4 Hours)	Patricia Staebler, SRA
November 9	4th Quarter Chapter Meeting & Installation—Clearwater Seminar: Mass Appraisal vs. Single Property Appraisal	Michael Twitty, MAI
November 30	New —Aerial Inspections for RE Appraisers (Livestream) (4 Hours)	Lamar Ellis, MAI
December 14	3-Hour Florida Law (via Livestream)	Nick Pilz, MAI
January 9, 2024	3-Hour Florida Law - Winter Haven, FL	Nick Pilz, MAI
January 10, 2024	7-Hour National USPAP Continuing Education Course—Winter Haven, FL	Brian Flynn, MAI
January 18, 2024	New—The Impact of Short Term Rentals (Airbnb, Vrbo, Homeaway) on Real Estate Valuation (via Livestream)	Jason Ferris, MAI, SRA
January 25, 2024	New—FHA Update: FHA Handbook 4000.1 Appraisal Changes	Lisa Meinczinger, SRA, AI-RRS
February 8, 2024	Business Practice & Ethics (via Livestream)	Mark Smeltzer, MAI, SRA
March 7, 2024	New—Top 15 Takeaways and Lessons from Your Colleagues Legal Misfortunes (via Livestream)	Peter Christensen, Esq.

When registering for joint synchronous classes, remember to register with the Florida Gulf Coast Chapter!

To register for any of the above classes, go to: <http://www.gulfcoastai.org>

Questions? Call chapter office at (813) 962-4003 or email info@gulfcoastai.org

Florida Gulf Coast Chapter, P. O. Box 273994, Tampa, FL 33688



Important! Check online state approvals prior to registering for online education.

Florida Gulf Coast Chapter, Appraisal Institute

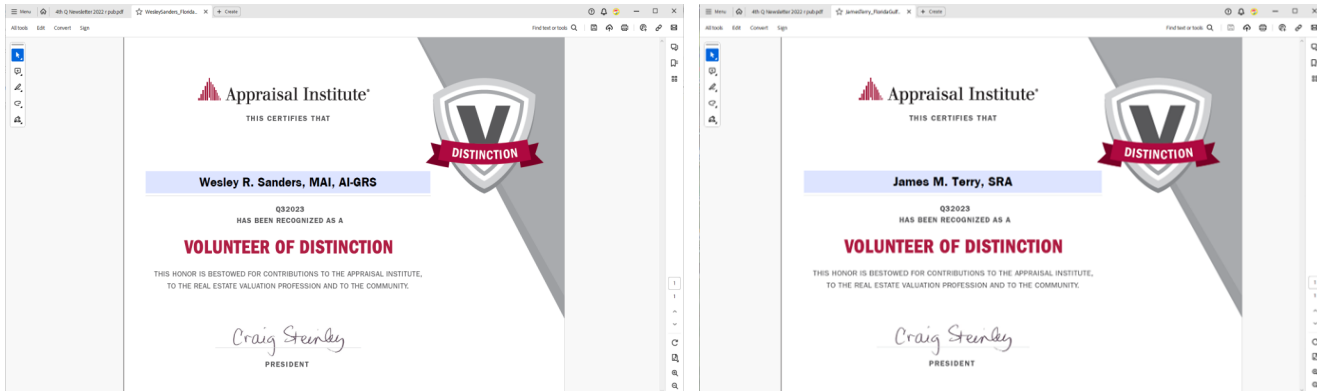
P. O. Box 273994, Tampa, FL 33618 T: 813-962-4003 Website: www.gulfcoastai.org

Volunteers of Distinction

Two members of the Florida Gulf Coast Chapter were recently recognized as **Volunteers of Distinction** by Appraisal Institute National President, Craig Steinley, MAI, SRA, AI-GRS, AI-RRS, during the Joint Region Meetings held in Kentucky in early October. Our chapter is very fortunate to have them serving our chapter and they both very much deserve this special acknowledgment.

Wesley R. Sanders, MAI, AI-GRS, St. Petersburg, FL and James (Matt) Terry, SRA, Port St. Joe, Florida

Wes Sanders is currently serving as Vice Chair for Region X, past Region X Government Relations Chair, served as 2018 President of the Florida Gulf Coast Chapter, in addition to a Region X Representative, Director and chapter government relations chair. Matt Terry, SRA is currently Treasurer for the Florida Gulf Coast Chapter, Region X Government Relations Chair in addition to serving as Government Relations Chair and Region Rep for the Chapter.



Meet the New CEO of the Appraisal Institute



Cindy Chance was recently named Chief Executive Officer. Cindy joins the Appraisal Institute after successfully creating and growing the Urban Land Institute's online education efforts, expanding its Product Councils' depth and breadth and serving as a key member of its leadership team through the pandemic and turbulence in the commercial real estate industry.

"Cindy's entrepreneurial track record at ULI, and her background in managing and innovating educational programming, make her the ideal individual to lead our team through the next phase of our development," said Appraisal Institute President Craig Steinley, MAI, SRA, AI-GRS, AI-RRS. "While Cindy's successful career in higher education, professional development and advancing commercial real estate clearly made her a great fit for this role, those of us involved in the selection process were delighted by her passion for the ways our profession and real estate can create opportunities for individuals and communities alike."

"The heritage, integrity and professionalism of the Appraisal Institute spoke to me throughout the process of meeting with its leadership and highly engaged members," Chance said. "While I will start by listening and learning from members and staff alike, my mission is clear: to ensure that the best of the Appraisal Institute is reinforced and expanded, to lead us to seize new opportunities for the profession and for professional appraisal to be better understood and appreciated by the real estate industry and the communities our professionals serve."

Chance most recently served as executive vice president and member of the Leadership Team of the Urban Land Institute, the world's leading professional association for commercial real estate. Her accomplishments there include:

- Growing Product Councils, ULI's flagship experience for member leaders to share best practices and lessons learned,
- Building a robust online educational start up to attract, prepare and develop the next generation of real estate professionals and
- Leading staff teams while developing programs and partnerships, including with universities, to expand access and opportunity within the industry.

Prior to joining ULI, Chance advanced through key positions in higher education ranging from classroom teaching to strategic innovation, and leadership roles in continuing studies focused on professional students. She has expertise in ethics having earned a Ph.D. in philosophy from Georgetown University.

2023 Leadership - Florida Gulf Coast Chapter

Florida Gulf Coast Chapter 2023 Officers

President: Timothy Sunyog, MAI
Vice President: Michael Twitty, MAI
Treasurer: James "Matt" Terry, SRA
Secretary: Justin Butler, MAI
Ex Officio: Patricia Staebler, SRA

Directors

John Fabian, MAI
 John Miller, MAI
 Dan Brown, SRA
 Joy Thomas, MAI
 Susanne Timmons, SRA
 Victor Torres, MAI
 Josh Sicard, MAI
 Kevin Hayes, MAI
 Kathryn Robinson, MAI
 Kenneth "KC" Lowry MAI



Region X Representatives—Florida Gulf Coast

Region Representatives

Michael Twitty, MAI
 James Matt Terry, SRA
 Devon Carter, MAI
 Kenneth Lowry, MAI
 John Miller, MAI
 Ned Palmer, MAI
 Byron Torres, MAI
 Victor Torres, MAI

Alternate Region Reps

Rachel Zucchi, MAI
 Kevin Hayes, MAI
 Justin Butler, MAI
 Jennifer Marshall, SRA
 Kathryn Robinson, MAI
 John Fabian, MAI
 Kathryn Robinson, MAI
 Brian Zamorski, MAI
 Tim O'Neil, SRA

2023 Committee Chairs:

By-Laws:	Brad Saucier, MAI
Candidate Guidance:	John Miler, MAI
Education:	Kevin Hayes, MAI
Finance:	Matt Terry, SRA
Government Relations:	Matt Terry, SRA
Nominating:	Patricia Staebler, SRA
Public Relations:	Brian Zamorski, MAI
University Relations:	J. Bruce Cumming, Jr., MAI

AI PAREA Program for Licensed Residential Launched

Appraisal Institute (AI) is dedicated to helping you reach new heights in your professional journey. As the gold standard in the profession, we listened to the growing need for an accessible path to appraisal experience. We're excited to announce our latest program – AI PAREA. AI Practical Applications of Real Estate Appraisal (PAREA) is an alternative to the traditional experience requirement. The program features a flexible, hybrid learning environment that allows aspiring appraisers to gain appraisal knowledge and experience on their own time, from wherever they are, to achieve the Licensed Residential Real Property Appraiser (LR) credential. Dedicated mentors are automatically assigned to participants, relieving the stress point of finding the right supervisor. Participants communicate regularly with their mentor for support and encouragement as they appraise properties in a simulated environment, applying qualifying or pre-licensing education to real-life situations. The program provides consistent and robust experience opportunities based on contemporary appraisal theory and methodology from the Appraisal Institute. The future of appraisal experience is here! [Learn more about AI PAREA.](#)

PAREA

Complete your experience requirement by virtually appraising properties under the guidance of a dedicated mentor.

We're thrilled to introduce AI PAREA!

[LEARN MORE](#)



2024 Comp Exam Dates

Candidates may register through their candidate checklist. Comp Exam results are generally available about two weeks after the examination window has closed after all examinees have completed their exams.

Question: comp@appraisalinstitute.org or call (312) 335-4111

Membership Updates — Florida Gulf Coast Chapter

Welcome to the recently joined members into our chapter!

Designated Member:

Robert C. Riggins, MAI, Clearwater
Ryan King, SRA, Brandon

Candidate for Designation:

Olivia G. Biasioli, Riverview

Practicing Affiliate:

Jeffrey Guillaume, Davenport
Lindsey Welch, Milton

Student Affiliates:

Anthony Bruni, FGCU, Ft. Myers
Claire Hendren, FGCU, Ft. Myers

Joselyn Rodriguez, FGCU, Ft. Myers
John Swartz, FSU, Tallahassee
Evan H. True, FSU, Tallahassee

Welcome!

2023 Chapter Sponsor



VALCRE

BE A CHAPTER SPONSOR!

Is your company interested in sponsoring a chapter meeting(s) or event?

Sponsorship opportunities are available for our chapter meetings. Contact the chapter office for more details. Sponsorships include: recognition in our newsletter and email blasts, your company logo and link posted to our website, in addition to recognition at the chapter meetings. Some sponsorship levels include additional marketing opportunities. Contact the chapter office today!



Meeting Sponsorships Available.... [Click Here](#) to Become a Meeting Sponsor Today!

Are you interested in developing a 2—3 hour seminar? We are always looking for interesting 2 - 3 hour topics. Please consider developing a continuing education (CE) program that would be beneficial to our appraisers and the industry. Contact Education Chair Kevin Hayes, MAI, if you have a topic of interest.

2023 Officers—Florida Gulf Coast Chapter



Timothy Sunyog, MAI
President



Michael Twitty, MAI
Vice President



James "Matt" Terry, SRA
Treasurer



Justin Butler, MAI
Secretary



Craig M. Steinley, MAI,
SRA, AI-GRS, AI-RRS
National President

Candidate Guidance, John Miller, MAI

General Demonstration Report—Capstone Programs in 2024

Capstone is an option Candidates may choose to complete their demonstration of knowledge requirement for MAI Designated membership. This program was designed to offer an option that accelerates the completion of the report. Instead of selecting and compiling data on a property, participants are provided with a subject property and data to analyze and then write the report in a limited time span of approximately two months.

Capstone Location	Registration Deadline	Materials Released	Webinar #1	Webinar #2	Workshop Dates
Dallas, TX	Jan 4	Jan 5	Jan 26	Feb 20	March 11-17, 2024
Synchronous	April 4	April 5	April 26	May 21	June 10-16, 2024
Chicago, IL	April 4	April 5	April 26	May 21	June 10—16, 2024
Synchronous	Aug 29	Aug 30	Sept 20	Oct 15	Nov 4—10, 2024

Other demo options are the traditional demo report (also requires the General Demonstration Report Writing seminar), research project, peer reviewed publications, or Master's Thesis/Doctoral Dissertation. See [The Official Guide to the Demonstration of Knowledge Requirement: General](#).

AIERF Scholarships:

Information and submission requirements are available on the [AIERF website](#).

Candidate Guidance Updates

Please note the following changes to the Candidate Program: Effective January 1, 2023, any education needed to earn an AI designation (a.k.a. designation education) **will no longer be a component but instead a prerequisite** to the Candidate for Designation program.

As such, individuals seeking AI Designated membership who **are not already** Candidates for Designation must complete all required education to be eligible to enter the **Candidate for Designation** program. AI Admissions recommends that these individuals join AI as a Practicing Affiliate, complete all required education, then become a Candidate for Designation.

AI Admissions, with the permission of the ADQC chair, recently granted timeline extensions (12/31/2023) to Candidates whose timelines end either this year or sometime in 2023. These Candidates must complete all required education prior to the expiration of this timeline extension date (12/31/2023) to remain in the **Candidate for Designation** program.

Candidates who **do not complete** the required education (**on the most current designation path**) by this timeline extension date of 12/31/2023 may not remain Candidates, however, they may transition to the Practicing Affiliate category until they can complete the outstanding education requirements and retransition into the Candidate for Designation program. This policy also applies to Designated members earning additional designations. (Designated members would remain Designated members but would no longer be enrolled in a Candidate for Designation program.)

Standards & Ethics Requirements. This first year requirement comprises two different courses: Standards (USPAP) and Ethics (AI Business Practice & Ethics).

REMINDER: Appraisal Institute Advisors for Candidates for Designation are available. Please contact Chapter Candidate Guidance Chair John N. Miller, MAI at john.n.miller.mai@gmail.com if you are interested.



University Relations Pilot Program

The Appraisal Institute is excited to announce the launch of its University Relations pilot program. The goal of the pilot program is to understand how AI may best establish and strengthen relationships with universities and foster the growth of valuation as a profession. Twelve universities have been selected to participate in the pilot program. AI Professionals will serve as university ambassadors for each of the pilot universities.

The pilot universities are: the University of Alabama, Ana G. Mendez University, American University, University of Central Florida, Coastal Carolina University, Drexel University, Florida State University, University of Missouri-KC, Penn State University, and Clark Atlanta University, Morehouse College and Spelman College through the Atlanta University Center Consortium.

The pilot program will include the fall 2023 and spring 2024 semesters. Thank you to the Appraisal Institute University Relations Committee for their work on this important initiative. [Click Here](#) for more information on this new program.

AI Benefits

Are you taking advantage of the benefits that the Appraisal Institute has to offer?

Designated Members, Candidates for Designation and Affiliates have access to exclusive discounts and an insider connection to exciting Appraisal resources:

- Insurance
- Education
- Business Tools
- Marketing & Publications
- Valcre
- Travel
- AI Services
- Networking & Leadership Development
- Taxbot (Automobile Mileage & Expense Tracking App)
- Site to do Business (STDB)
- Juris Pro

[Learn More](#)



[Face Value](#) The Latest Face Value Podcast Dives into the Swamp... and Other Unusual Appraisal Assignments

Face Value is the official podcast of the Appraisal Institute. Join rotating hosts Warren Boizot, SRA, AIRRS and Tonia Vilas, MAI, AI-GRS, each month as they share appraiser experiences, insights and stories with other credible experts in the valuation profession.

FREAB Meetings—2023-2024

The Division of Real Estate is now able to [live stream](#) the meetings. Please note the following: 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.

- Monday, December 4, 2023
- Monday, February 5, 2024
- Monday, April 8, 2024
- Monday, June 3, 2024
- Monday, August 5, 2024
- Monday, October 7, 2024
- Monday, December 9, 2024

The Florida Real Estate Appraisal Board invites and encourages all members of the public to provide comment on matters or petition before the Board or a committee of the Board. The opportunity to provide comment shall be subject to Rule 61J1-7.020, Florida Administrative Code. Interested individuals/parties may submit a written notice to the attention of FREAB PUBLIC COMMENTS via the following ways: Email: realpublicrecords@myfloridalicense.com Mail: Division of Real Estate, 400 W. Robinson Street, Suite N801, Orlando, Florida 32801, Fax: 407.317.7245

Region X Education Liaison Report, by Henry Casado, MAI, SRA

Region X Education Update

On October 2-3, all ten Regions gathered in Louisville, Kentucky. This is becoming a trend, a good trend! Not because it is a continuous success, but because it is productive. This trend is doing what it is supposed to do... unite us. Over 250 chapter-volunteer members were present in the shape of presidents, vice presidents, region representatives, and of course at the national level, board and committee members.

During the morning of the first day, we gathered all in one room to listen to the national reports. Later that day we broke up into regions for our meetings. The national leadership rotated thru these afternoon meetings including President Craig Steinley, MAI, SRA, AI-GRS, AI-RRS, President-Elect Sandy Adomatis, SRA, Paula K. Konikoff, MAI, AI-GRS Vice President, and Past President Jody Bishop, MAI, SRA, AI-GRS.

Day 2 was all about education, and I cannot say much but this flag will catch wind. We had the opportunity to meet our new CEO Cindy Chance. It was delightful to listen to her position on diverse topics.

Regarding Region X education, we have succeeded in joint chapter offerings, as we still have a few more months to go as Puerto Rico Chapter has three more seminars/courses coming and six more from joint chapter ventures.

Next year's line-up has nine commitments and five more planned with approximate dates. Of course, the 2024 program will have several sessions scheduled of the new USPAP course and Laws and Regulations.

To mention a few of the offerings for next year: Impact of Short-Term Rentals on RE Valuation, FHA Update: FHA Handbook 4000.1 Appraisal Changes, Top 15 Takeaways and Lessons from Your Colleagues' Legal Misfortunes, Community Land Trust (CLT) Appraisal Training, and Appraiser Law in the Real World.

On another topic, my hat is off to the South Florida and the East Florida Chapters for the total success of their individual versions of The Real Estate Forum.



Region Joint Meetings Held in Louisville, KY—October, 2023



National President-Elect Sandy Adomatis, SRA at the Chapter Leadership Program and Region Meetings in KY with Florida Gulf Coast's Mike Twitty, Matt Terry, Victor Torres, and Wes Sanders along with East Florida Will Faber and Riley Jones

Also in attendance but missing from photo were Joy Thomas, Jennifer Marshall and Joni Herndon.

Michael Mignogna Elected 2024 AI Vice President. In other great news on the leadership front, Michael J. Acquaro-Mignogna, MAI, SRA, AI-GRS, was elected 2024 Appraisal Institute vice president by the Board during its Aug. 10-11 meeting in Schaumburg, Illinois. Mike's one-year term as vice president will begin Jan. 1, when he'll also serve for one year as chair of the Finance Committee. He'll serve as president-elect in 2025, president in 2026 and immediate past president in 2027. He co-founded Mid-Atlantic Valuation Group in 2006 and is co-owner of the company with Gary E. Heiland II, MAI, AI-GRS. Read more about Mike's service on the [AI website](#).



Member Spotlight

Congratulations to **Stephen D. Ihrig, II, SRA**, Bradenton, Florida, our newest SRA.

Where do you work? How long?

SDI Appraisal. We serve primarily Manatee, Sarasota and South Pinellas counties. I started SDI Appraisal in 2005.

How did you get started in the business?

When I was in college I was offered a job delivering hard copy appraisals to local lenders. Doing this and other odd jobs around the appraisal firm I quickly realized I liked the balance appraisers had at the time between field work and office work. After graduating from college I received my trainee license, went through the training process and passed the test to receive my license.

What type of appraisal work do you do?

Residential, all property types. Primarily private party work, estate, divorce, litigation, pre-list, consulting, etc. I also work for lenders, however, have been moving away from this source due to it becoming increasingly challenging to remain competitive for much of the residential work available today.

How has your practice changed in recent years?

Receiving the SRA designation was the biggest change. This has opened the doors to many resources, attainable skills and new types of work. In 2019 I moved from Michigan to Florida. In some ways these are two very different markets with different participants and influences. This move informed me to the macro influences that require analysis and understanding. Mastering your local market is a requirement for an appraiser to be effective and marketable to clients. There is also a lot of value added to a practice through understanding how specific markets work and what the inputs are that influence reactions between different markets. This has allowed me to look outside of my local market for more effective forecasting and a better understanding of cause and effect. Of course, the application of technology has completely changed everything over the prior twenty years or so as well.

Who/what is the biggest influence for you in getting the designation?

The previous housing correction made me quickly realize that in order to remain in this profession long term I would need to increase my education, marketability and skill set. I started working and consulting with other Appraisal Institute designated members to accomplish this. Kern G Slucter, MS, MAI, SRA had a profound impact in expanding my understanding of qualitative and quantitative analysis, the necessity for detailed observation and due diligence, showing me what is necessary to be a professional, how to collaborate with other appraisers and not view them as competition, and the importance of contribution, or giving back to the appraisal profession.

Hometown?

Okemos, Michigan. This is a suburb of the capital city of Lansing. I grew up practically within walking distance to Michigan State University.

Favorite Hobby/Activities?

Everything centers around family and friends. I look forward to spending my time with my wife on soccer fields and at dance recitals. I like to be outdoors, whether it is being active or enjoying local entertainment. Boating, fishing, diving, the beach, restaurants, music, etc. I used to travel a lot but in such a beautiful state I have been more than satisfied spending my time exploring everything there is to do and see here. Also, as a residential appraiser I really like sneaking off to explore the barrier islands and other pocket areas for luxury housing.

What advice can you give to other candidates and practicing affiliates letting the demo hold them back from receiving their designation?

Go for it! If you are already a candidate or an affiliate, chances are you can accomplish this goal. Treat it like a complex appraisal assignment. Break down the requirement for designation into manageable parts and start working at it. Just do not give up. Before you know it, you will be receiving your designation and exploring all the new possibilities that will come your way. Hands down it has been the most impactful thing I have done for my career.

Any other advice you can pass along to candidates for designation and practicing affiliates?

Do not hesitate to reach out to other Appraisal Institute members for guidance. Numerous times I have reached out to Appraisal Institute members that I have never spoken to before. Every time I either received the assistance I was looking for or was directed toward the resources needed to achieve my goal. You will find that Appraisal Institute members want you to succeed and are more than willing to help you.

3rd Quarter Chapter Meeting - Sarasota, 2023



ISO Construction with Patricia Staebler



Tim Sunyog, Simon Bacon, Mike Twitty, MAI



Wes Sanders, MAI and Matt Terry, SRA



Todd Jones, Jennifer Marshall, Joni Herndon



Karen Goforth, Curtis Hunt, Brian Zamorski



3rd Q Chapter Meeting



Justin Butler, Josh Sicard, Chris Brown



Guest Speaker Simon Baker with Michael Saunders



Lunch meeting and seminar