

# The Approach



Florida Gulf Coast Chapter

## 3rd Quarter Chapter Meeting Notice

**When:** Wednesday, September 24, 2025

**Where:** Virtual Via ZOOM

**Cost:** FREE

**Schedule:**

**2:45 PM:** Log-in

**3 PM—4 PM:** Chapter Business Meeting & Program with Guest Speaker

**Meeting Program**—The 3rd Quarter Chapter Meeting will be a joint meeting with the South Florida Chapter and will be held virtually via Zoom. Our guest speaker will be **Justin Gohn, MAI, SRA**. Justin founded Gohn & Company in 2006, providing appraisal and consulting services throughout the greater Philadelphia market. He serves as the 2025 president of the Philadelphia Metropolitan Chapter of the Appraisal Institute and frequently presents nationally on artificial intelligence applications in real estate valuation.

His presentation will focus on practical real-world applications of artificial intelligence models that every appraiser can use starting today. I will largely steer away from grand theories and speculation. There will be no hype or overselling of technology. Anyone watching the presentation will leave with some ideas that they can implement immediately into their appraisal workflow.

Plan to join us for this joint chapter meeting with the South Florida Chapter and a very interesting program. [Click the link above to Register](#). There is no CE for this presentation, however, it is a FREE event. Once you are registered, you will receive the Zoom link to attend the meeting. We hope you plan to join us!

***Please Join Us!***

## SRA Designated Member Advantage Campaign

The Appraisal Institute is committed to promote the SRA designation and the members and trust that maintaining this hard-earned designation is worth the commitment.

AI is the only appraisal organization with full-time staff in Washington, D.C. who advocate for us daily on issues such as AMC fees, property data collectors regulation and identifying concerns with increased use of appraisal waivers.

Member promotion is key to our marketing and outreach efforts with the launch of the **SRA Designated Member Advantage Campaign**, raising the visibility of SRA Designated Members among residential users of appraisal services nationwide.

The initial phase will target real estate attorneys attending major industry conferences, positioning SRA Members as trusted partners for legal professionals managing trusts, estates, property disputes and other complex matters. Subsequent phases will target mortgage lenders and government agencies involved in residential property matters.

When expertise matters, choose an [SRA Designated Member](#).

[REGISTER HERE](#)

for the

JOINT CHAPTER

MEETING WITH SOUTH FLORIDA  
CHAPTER



## 2025 Officers & Directors

### [President](#)

J. Matthew Terry, SRA

### [Vice President](#)

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## [Region X Representatives](#)

Tim Sunyog, MAI

Byron Torres, MAI

Victor Torres, MAI

Kenneth (KC) Lowry, MAI

Justin Butler, MAI

Eric Hoening, MAI

Brian Zamorski, MAI

Michael Twitty, MAI

## [Committee Chairs](#)

Bylaws: Brian Zamorski, MAI

Finance: Victor Torres, MAI

Guidance: Tim Sunyog, MAI

Education: Kevin Hayes, MAI

Govt. Relations: Matt Terry, SRA

Univ. Relations: Bruce Cumming

Public Relations: Matt Spratley

## [Chapter Executive Director](#)

Kourtney Wade

(813) 962-4003

[info@gulfcostai.org](mailto:info@gulfcostai.org)

## [Region X Officers](#)

Wesley Sanders, MAI, Chair

Enrique Casado, MAI, Vice Chair

Nancy Bacher, Region ED



## President's Message, J. Matthew Terry, SRA



I hope you all had a great summer. The kids are all back at school, and we are heading into our busiest time of the year.

I want to thank everyone who has participated in our education offerings this year. We don't meet as often as we used to but I encourage you to get involved and volunteer whenever possible. Our education team has presented some great continuing education classes this year, with a few more to come. Most of our offerings are held virtually and are joint offerings with the other Florida chapters. We encourage you to be sure to register through our chapter.

Our 2<sup>nd</sup> quarter chapter meeting was held in April in conjunction with the Joint Region Meeting and REVCO Conference in Clearwater Beach. Wes Sanders did a great job coordinating that event. Our upcoming 3<sup>rd</sup> quarter chapter meeting will be held virtually with the South Florida Chapter members on September 24<sup>th</sup> beginning at 3 PM. We hope you save the date. We have a great speaker, Justin Gohn, MAI, who will discuss practical real-world applications of artificial intelligence models that every appraiser can use starting today. Be sure to register for this meeting through our website ([www.gulfcoastai.org](http://www.gulfcoastai.org)). Our 4<sup>th</sup> quarter chapter meeting and installation of 2026 leadership will be held in Tampa in November or December, date and venue to be announced soon.

We had four chapter members attend the LDAC conference in Washington, D.C in May. Representing our chapter were Victor Torres, MAI, Justin Butler, MAI, Josh Sicard, MAI and Chris DelPo, MAI. They were joined by approximately 120 other leaders from around the country to discuss various topics pertinent to our industry and lobby Congress on issues that are important to our profession. See their LDAC article in this newsletter for more details on the conference.

I encourage any member who has an interest in shaping the path of our chapter and the Institute get involved and volunteer your time. We will only become a better organization by hearing from our membership, commercial and residential, young and old, one-person shops to large firms. Everyone that is a member of this chapter brings a unique perspective and can strengthen our chapter and the organization going forward. We value your insight.

If you have any suggestions for a meeting or social event, groups to network with, or speakers to invite to our chapter meetings, or any other ideas, please reach out to me. It is my responsibility as your current Chapter President to listen to your ideas, concerns and answer any questions you may have. I look forward to seeing you in the near future at one of our meetings. Remember, the Appraisal Institute depends on its members, so stay involved. Your voice matters.

*Next Chapter Meeting:*  
**Wednesday, September 24, 2025**  
 Joint Chapter Meeting with South Florida Chapter  
 Speaker: Justin Gohn, MAI, SRA  
 Via ZOOM—3 PM



## 2025 Officers — Florida Gulf Coast Chapter



J. Matthew Terry, SRA  
President



Justin Butler MAI  
Vice President



Victor Torres, MAI  
Treasurer



Josh Sicard, MAI  
Secretary



Mike Twitty, MAI  
Past President

## 2025 LDAC Overview — Victor Torres, Justin Butler, Josh Sicard and Chris DelPo

### 2025 LDAC Summary & Highlights

The goal of LDAC is to lobby worthy causes on behalf of the appraisal profession. Our chapter was represented this year at LDAC held in Washington, D.C. by Victor Torres, Justin Butler, Josh Sicard and Chris DelPo.

#### **Congressional Meetings & Policy Advocacy**

During our time on Capitol Hill this year, Justin Butler, Chris DelPo, Victor Torres, and Josh Sicard had the privilege to meet with Congressman Steube's team. They shared key LDAC 2025 policy priorities and also raised awareness about 50% FEMA rule challenges that Florida appraisers are facing locally, including definitions, jurisdictional discrepancies, and general interpretation issues. The congressman passed the Federal Disaster Tax Relief Act last year, and the staff member was very interested in the 50% rule and its shortcomings. Discussions are ongoing and we hope to enact some meaningful change.

Below are some key takeaways from this year's LDAC discussion:

#### **1. Communication:**

A key focus was on improving how we communicate — both within the Appraisal Institute and in our own organizations. We discussed strategies to foster more effective dialogue between managers and trainees, between chapter leadership and members, and between appraisers and clients. The goal is to create more open, transparent, and productive communication across all levels.

#### **2. Services:**

Another major theme was the importance of expanding the scope of services appraisers offer. Many appraisers tend to stay within the traditional "valuation box," but there is growing opportunity in areas such as consultation, litigation support, non-USPAP-compliant work (when appropriate), and other advisory roles. The conversation encouraged thinking beyond conventional appraisal services to add value and diversify business offerings.

#### **3. Membership Growth & Engagement:**

We also explored creative ways to attract new members and enhance member engagement. Ideas included hosting joint events with other professional associations, offering CE credits that can apply to multiple organizations, and thinking outside the box with event formats. Additionally, personal outreach was emphasized — having chapter leaders or engaged members personally call or connect with members who haven't been active to encourage their involvement and participation.

#### **LDAC 2025 Advocacy Topics:**

**AMC Fee Transparency** -Support requiring the CFPB to mandate separate disclosure of AMC fees and appraiser compensation, bringing greater fairness and transparency to consumers.

**Portal for Appraisal Licensing Act (PAL Act)** -Advocate for the reintroduction of bipartisan legislation to streamline the appraisal licensing process, reduce regulatory burden, and attract new professionals to the industry.

**IRS Appraisal Review Panel** -Propose the creation of an independent IRS Appraisal Review Panel to ensure fair dispute resolution for appraisers working on charitable contributions — protecting both due process and legal rights.

**FHFA Oversight of GSE Appraisal Policy** - Raise concerns regarding expanded appraisal waivers and hybrid appraisals being used by the GSEs, especially for high-risk, high-LTV loans, and advocate for stronger oversight of unregulated property data collectors to ensure consumer protections remain strong.

## Education, Kevin Hayes, MAI, Chair

We have had a steady year of new education offerings. Even though 2025 is a non-recertification year, we are offering a combination of classroom and virtual (synchronous) chapter-sponsored and national programs. It is never too soon to start fulfilling the required 30 CE hours prior to the next renewal deadline. Please review the 2025 Education Schedule listed in this Newsletter and on our chapter website at: [www.gulfcoastai.org](http://www.gulfcoastai.org) and sign up as soon as possible for these offerings to secure your seat. We are in the process of scheduling a new solar 4-Hour seminar written by Sandy Adomatis, SRA for later this year in Sarasota, which will be an in-person and virtual class format. Stay tuned.



Kevin Hayes, MAI

**Note: The livestream classes we offer are joint classes with the other Florida chapters, so please remember to register through the Florida Gulf Coast Chapter. We do see a few of our chapter members who inadvertently register through one of the other Florida chapters. Your tuition then goes to the other chapter, instead of ours.**

We 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 need interesting 2-3 hour topics for either livestream or classroom presentation. We have many talented appraisers in our chapter who have a great deal of knowledge to share. If you are interested in developing a 2-3 hour 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.

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](http://www.gulfcoastai.org).

**Questions?** Please call the chapter office at (813) 962-4003 or email Kourtney at [info@gulfcoastai.org](mailto:info@gulfcoastai.org) or contact education chair Kevin Hayes with any questions or suggestions. To register for our classes: <http://www.gulfcoastai.org>

**Please sign up through the Florida Gulf Coast Chapter for all Livestream joint CE classes!**

**AI PAREA is Here!** [PAREA](#) provides an alternative to the traditional supervisor and trainee model for experience



for licensed residential and certified residential appraisers. **AI PAREA** is an online program covering appraisal theory and methodology, in real-world simulations, with mentoring from nationally recognized appraisers. The content and activities in the AI PAREA program recreate the practical experience needed to gain a credential. Exercises, simulations, case studies, and applications are designed to enhance the AI PAREA

program participant's existing appraisal knowledge. AI PAREA participants will develop at least three USPAP-compliant appraisal reports at the culmination of the AI PAREA program. Learn more about the AI PAREA program here: [Appraisal Institute PAREA FAQ](#) Questions, please email [ai-parea@appraisalinstitute.org](mailto:ai-parea@appraisalinstitute.org).



### 2025—2026 Florida Gulf Coast Chapter Meetings & National Events

3rd Quarter Joint Meeting with South Florida Chapter - September 24, 2025 (Virtual)

Joint Region Meetings - October 7, 2025 (San Diego)

Chapter Leadership Program (CLP) - October 8, 2025 (San Diego)

4th Quarter Meeting & Installation - November/December 2025 (Tampa)

Spring Joint Region Meeting—April 13, 2026 (Nashville)

Appraisal Institute Annual Conference—April 14-15, 2026 (Nashville)

## 2025 Education & Meeting Schedule

Date	Class/Event/Location	CE Hours	Instructor
January 30	Impact on Short Term Rentals on Property Valuation	7-Hours	Jason Ferris, MAI
February 27 <i>Livestream</i>	Artificial Intelligence, Blockchain & the Metaverse	7-Hours	Mark Linne, MAI
March 6	<b>1st Quarter Chapter Meeting - Virtual Livestream</b>		
March 27 <i>Livestream</i>	Business Practice & Ethics	6-Hours	Vince Dowling, MAI
April 14—15	<b>Joint Region Meeting—Regions 5, 8, 9 and 10 / REVCO Conference</b> Sheraton Sand Key, Clearwater, FL		Various Speakers
April 14	<b>2nd Quarter Chapter Meeting - Sheraton Sand Key, Clearwater</b>		
May 15 <i>Livestream</i>	<b>New</b> —Understanding the Construction Draw Sheet	4-Hours	Lamar Ellis, MAI
June 2	The FEMA 50% Rule	2-Hours	Patricia Staebler, SRA
June 18 <i>Livestream</i>	Business Practices & Ethics	6-Hours	Mark Smeltzer, SRA
July 10 <i>Livestream</i>	<b>New</b> —Two Value Appraisals	2-Hours	Josh Walitt, MAI
August 19 <i>In-Person</i>	<b>New</b> —Appraiser's Guide to the New URAR—St. Petersburg	7-Hours	Lisa M. Meinczinger-Gulden, SRA, AI-RRS
August 21 <i>Livestream</i>	<b>New</b> —Inconsistency: It's Hiding in Plain Sight in Commercial Appraisal	7-Hours	Rick Carlile, MAI
September 10 <i>Livestream</i>	<b>New</b> —Workforce Housing: Bridging the Gap	4-Hours	Sandra McAlister-Winter
September 24	<b>3rd Quarter Chapter Meeting &amp; CE — Joint Meeting with the South Florida Chapter - via Zoom</b>	No CE	Justin Gohn, MAI, SRA
October 16 <i>Livestream</i>	<b>New</b> —Corridor Valuation	4-Hours	Stan Sidor
November TBA <i>Classroom/Virtual</i>	<b>New</b> —Exploring Free Resources to Value Solar PV— Sarasota	4-Hours	Sandra Adomatis, SRA
November 6	<b>New</b> —Florida Appraisal Law—Advanced ( <i>Classroom/In-Person</i> ) Location: Winter Haven	4-Hours	Nick Pilz, MAI Frank Gregoire
November 13 <i>Livestream</i>	Florida Appraisal Laws & Rules	3-Hours	Nick Pilz, MAI
November-TBA	<b>4th Quarter Chapter Meeting &amp; Installation - Tampa</b>		

**Remember to Register for all virtual classes through 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](mailto:info@gulfcoastai.org)

Search Online Education from  
the Appraisal Institute

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### 2025 Chapter Committee Chairs

Guidance:	Timothy Sunyog, MAI
Bylaws:	Brian Zamorski, MAI
Education:	Kevin Hayes, MAI
Finance:	Victor Torres, MAI
Government Relations:	Matt Terry, SRA

Nominating:	Michael Twitty, MAI
Programs:	Justin Butler, MAI
Public Relations:	Matt Spratley
University Relations:	Bruce Cumming, MAI
Newsletter:	Kourtney Wade

### FREAB Meetings—2025

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, February 3, 2025
- Monday, April 7, 2025
- Monday, June 3, 2025
- Monday, August 4, 2025
- Monday, October 6, 2025
- Monday, December 8, 2025

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](mailto:realpublicrecords@myfloridalicense.com)

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[Click to Attend FREAB Meeting](#)

### Membership Updates — Florida Gulf Coast Chapter

**WELCOME to the following new members of our chapter!**

#### Associate Members:

Lance Ponton, Tampa	Britney Burch, Tampa
Joseph Mobilio, Tampa	Donald Brown, Tampa
Kumar Jairamdas, Lutz	Kurt Hartless, Tampa
Drew Guy, Lynn Haven	Edward Costa, Sarasota
Francisco Gonzalez, Wesley Chapel	

**BE A CHAPTER SPONSOR! Is your company interested in sponsoring a chapter meeting?**

Sponsorship opportunities are available for our chapter meetings. Contact the chapter office for more details. Sponsorships include recognition in email blasts, website, newsletters in addition to recognition at chapter meetings.

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. We always need some new home-grown topics. You would have an opportunity to teach for the Florida chapters. Contact Education Chair Kevin Hayes, MAI, if you have a topic of interest.

## National News



**Face Value**— Join hosts Warren Boizot, SRA, AI-RRS, and Tonia Vailas, MAI, AI-GRS, each month as they share appraiser experiences, insights and stories with other credible experts in the valuation profession. Tune in as they dive into the latest trends, news, association updates and more. Don't miss out on appraisal news you won't find anywhere else, all delivered at face value. Listen and watch the newest episode below or see more [Face Value](#) Episodes.

### 2025 Comp Exam Dates

- **April 1-30 (registration deadline: March 31, recommended to apply by February 15)**
- **August 1-31 (registration deadline: July 31, recommended to apply by June 15)**
- **November 1-30 (registration deadline: October 31, recommended to apply by Sept 15)**

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.

Questions? [comp@appraisalinstitute.org](mailto:comp@appraisalinstitute.org) or call (312) 335-4111

**Standards & Ethics Requirements** - This first-year requirement is two different courses. Some Candidates think completing the 7-Hour USPAP will suffice, but they must complete both Standards (USPAP/IVS) and Ethics (AI Business Practices & Ethics) within their first year of candidacy, if they have not completed both classes within four years prior to applying for Candidacy.

Designated Members are also required to take both the 7-Hour USPAP and the 6-Hour Business Practice & Ethics class every five (5) years for your CE cycle. Both of these classes will be offered virtually next year by the chapter.

## Leadership Resource Registry

**Are you Ready to Make an Impact?** The Call for 2026 Volunteers is Open! Are you interested in volunteering on a committee, on the chapter board of directors or as a regional representative or alternate representative? The Appraisal Institute is accepting submissions for 2026 national volunteer service. This is your chance to shape the future of our profession.

You are now able to input your interest in serving at the Region and Chapter level in addition to the National level in the Leadership Resource Registry (LRR). AI professionals may add their general interest in serving at the Region and Chapter level by accessing the LRR through their online account by August 31st.

- Login to your AI Account.
  - Click on +Add Volunteer Selections
  - Choose National, Region or Chapter level.
- Complete the Leadership Registry Form today.

**New Women's Initiative Network (WIN)**— The FL Gulf Coast Chapter and Region X are seeking women who want to be more than just a part of the conversation, but who want to lift others up and lead. We are seeking to establish a WIN committee within our Chapter/Region. Region X Nancy Cruz, SRA and Deborah Tordella, MAI, SRA, are working with AI National leadership to develop a stronger network that supports and enhances leadership by and for women, at every level. We want to foster a welcoming and supportive platform that can act as a resource for scholarship opportunities, where experts and existing leaders can share insights. This is an opportunity to create a network of support that reaches beyond basic membership. If you have interest in helping develop a WIN chapter, please contact Kourtney Wade or Nancy Cruz, SRA. We are here to shape the future of the appraisal community for all, and we need your help.

**JOIN** the first WIN virtual meeting on September 9th from Noon to 1 PM (ET) [Click Here](#)

## Chapter and Region Events—Spring—Summer 2025

The Joint Region Meeting and REVCO conference was held in Clearwater Beach in April . Four Regions participated in the events in addition to the national officers. Thanks to Region Chair Wes Sanders for organizing the events.



*Joint Region General Session*



*Face Value Podcast held at conference*



*Region X meeting held in Clearwater*



*Region X Breakout Session*



*Music provided by Mike Twitty at evening reception*

*The New URAR seminar held in St. Petersburg in August instructed by Lisa Meinczinger, SRA, AI-RRS*





## 2025 Leadership - Florida Gulf Coast Chapter

### Florida Gulf Coast Chapter 2025 Leadership

**President:** J. Matt Terry, SRA  
**Vice President:** Justin Butler, MAI  
**Treasurer:** Victor Torres, MAI  
**Secretary:** Josh Sicard, MAI  
**Ex Officio:** Mike Twitty, MAI



### Directors

Kevin Hayes, MAI  
 Kenneth "KC" Lowry MAI  
 Christopher DelPo, MAI  
 PJ Cusmano, MAI  
 Nathan Van Steenberg, MAI  
 Patricia Staebler, SRA  
 Michael Seney, MAI  
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### Region X Representatives—Florida Gulf Coast

Justin Butler, MAI  
 Victor Torres, MAI  
 Mike Twitty, MAI  
 Tim Sunyog, MAI  
 Kenneth Lowry, MAI  
 Eric Hoening, MAI  
 Byron Torres, MAI  
 Brian Zamorski, MAI

### Alternate Region Reps

Rachel Zucchi, MAI  
 Kevin Hayes, MAI  
 Michael Jonas, MAI  
 Jennifer Marshall, SRA  
 Julie Battaglia, MAI  
 John Fabian, MAI  
 Tim O'Neil, SRA  
 Dan Brown, SRA

## Candidate Guidance, Timothy Sunyog, MAI, Chair

### General Demonstration Report—Capstone Programs in 2025

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
Synchronous	January 16	January 17	February 7	March 4	March 24-30
Chicago	March 6	March 7	March 28	April 22	May 12—16
Synchronous	May 29	May 30	June 20	July 15	August 4—10
Denver	August 21	August 22	September 12	October 7	October 27—Nov 2
Synchronous	October 2	October 3	October 24	November 18	December 8—14

The Capstone program is a faster way for general Candidates to fulfill the Demo requirement for the MAI designation. 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](#).

Please email [demo@appraisalinstitute.org](mailto:demo@appraisalinstitute.org) with any questions.



## Building Tomorrow: What's Next for our Florida Counties

Over the second quarter 2025 Landfinder.AI reviewed a total of 2,803 construction and rezoning applications across Florida. This equated to a total of 28,677,328± BSF of Industrial, Retail, Office, and Government space as well as 95,100± dwelling units. Given typical engineering and vertical development time this suggests by late 2026 much of the land for the aforementioned development will be ready to go vertical.

Tampa Bay (Citrus, Hernando, Hillsborough, Pasco, Pinellas, and Polk Counties). During the first quarter 2025 permits and rezonings were submitted for 481,100± BSF of commercial office space [3,140,500± BSF of commercial retail space](#), [4,862,750± BSF of industrial space](#), and [22,100± dwelling units \(Apt, BTR, RV, Condo, SFD, & TH\)](#).

SW FL (Charlotte, Collier, Lee, Manatee, and Sarasota Counties). During the second quarter 2025 permits and rezonings were submitted for 23,500 BSF of commercial office space, 641,100± BSF of commercial retail space, 836,500± BSF of industrial space, and 19,750± dwelling units (Apt, BTR, RV, Condo, SFD, & TH).

We are nearing completion of our first appraisal database which will include a bi-weekly email with an ongoing CSV/XLS download file automatically emailed to our clients as well as a database of AI and Human vetted land listings across the US.

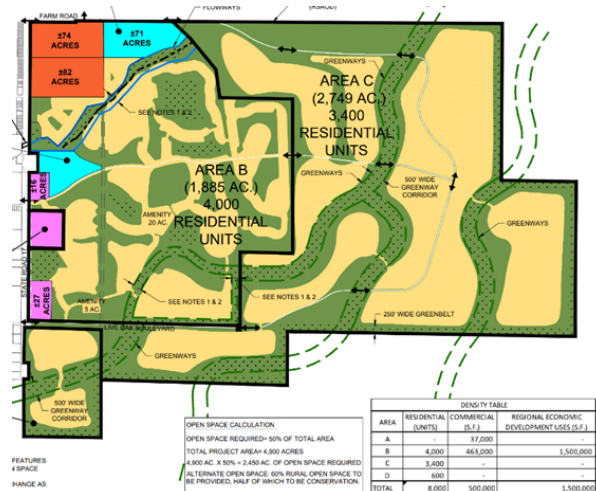
### Charlotte County – TCP-24-04

Type: MPUD / Mixed Use

Lat/Long: 27.01092, -81.9511

Pulte Group is requesting to adjust the Maximum Density of the Future Land Use. Specifically, they are requesting to adjust upward 2,000 units, from 6,000 to 8,000 dwelling units and 500,000 BSF of commercial space, or from 1,000,000 to 1,500,000 BSF. The parent tract is 4,900 gross acres, north of Palm Shores Boulevard and east of US 17 (Duncan Road).

As can be seen in the general site layout Areas B, 1,885 gross acres is designated for 4,000 Units and Areas C is designated for 3,400 Units. This suggests the remaining 600 units are most likely MF Apt units within Area D. The layout reveals there are 3 Commercial Tracts (27 acres, 37 acres, and 16 acres), proximate to the entryway/spine road. The remaining commercial designated areas are located at the intersection of SR 17 and Farm Road.



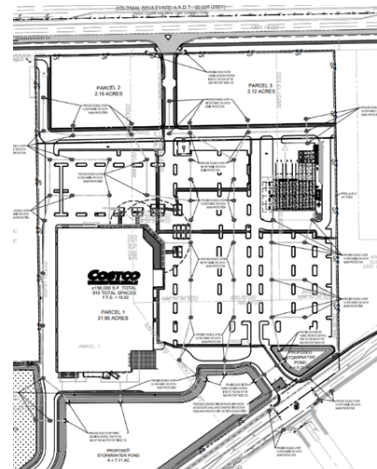
### Lee County – Costco

Type: Commercial / Big Box

Lat/Long: 26.59405, -81.84638

This 56.95 acre tract is located between Colonial Boulevard and Plantation Road. Costco is the applicant. Thomas Engineering Group is the engineer of record. Overall, there will be a 158,000 BSF freestanding Costco with a separate fuel station. The site plan reveals two outparcels at the entryway (Parcel 2 2.19 acres and Parcel 3 3.12 acres). Given their size, most likely will be multi-tenant retail. The balance of the lands appear to be wetlands with limited development potential.

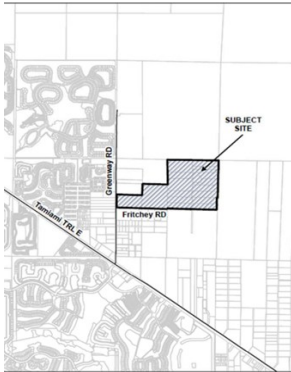
Based upon a review of aeriels and construction plans there are few remaining larger land tracts in subject vicinity. Most future developments will be smaller commercial and or MF Apt projects.



### Collier County – Greenway Fritchey Overlay

Type: Residential

Lat/Long: 27.22972, -82.437863



Resolutions of the Board of County Commissioners proposing amendments to the Collier County Growth Management Plan, Ordinance 89-05, as amended, specifically amending the Future Land Use Element and Map Series to create the Greenway–Fritchey Residential Overlay (GMPA) on property within the Agricultural/Rural, Rural Fringe Mixed Use District-Receiving Lands to allow up to 1,299 single family and multifamily units with affordable housing; and, the Conservation and Coastal Management Element amending Policy 6.1.7 to reduce the littoral shelf requirements for certain property within the Greenway–Fritchey Residential Overlay; furthermore directing transmittal of these amendments to the Florida Department of Commerce. The subject property is 227.09± acres and is located at the northeastern intersection of Greenway Road and Fritchey Road. The property owners, Greenway Fritchey Land LLC and Habitat for Humanity are represented by Hole Montes of Bowman (239-254-2000).

### Manatee County – Stonegate Preserve

Type: Residential / CDD

Lat/Long: 27.6158, -82.4951

The district commonly known as Stonegate Preserve is comprised of 417.77 acres, entitled for 790 dwelling units, and located 2.5 miles north of Moccasin Wallow Road, along I-75. This is a multi-phased development. Phases 1A, 1B1, 2B1, and 3 are under development with 453 residential units. This series is for 1B2, 2A, 2B2, and 2B3 for development of 337 dwelling units. Land acquisition occurred in April 2022 for \$56,100,000. DRP is the landowner, selling lots to Lennar Homes. Unit mix includes of the initial 453 lots is 124 20' th lots, 161 50', 125 55', and 43 65' lots. An agreement between land owner and Development Manager dated February 2023 suggest a payment of \$65,463/TH lot, \$97,069/50' lot, \$99,167/55' lot, and \$112,229/65' lot. This phase is primarily 55' and 65' lots.



The data above is provided by Landfinder.AI. Landfinder.AI is a software company that tracks all horizontal construction applications across the state of Florida and is now gathering data on Re-Zoning applications. Data points include links to documents, plans, potential PSA's, Deeds, Applications, etc. Contact information related to the applicant (Name, Phone Numbers, Email Addresses) is often included. Detailed notes are provided with geographic data as well. Data is exportable to CSV for internal use. Typical license is **\$1,000/annum (paid by check)** or **\$1,200/annum** if paid monthly by credit card for individual users. Landfinder.AI is happy to offer appraisers and lenders a **50% discount (Year 1)**. Just enter **APPRAISER50** at checkout for a **50% discount**. Feel free to visit [www.landfinder.ai](http://www.landfinder.ai) and go to the Login Icon in the upper right hand corner to get your free one week access. Beside land sale verification Landfinder.AI data helps with paired sales analysis as well as with supply and demand. We have reports for quick download.

Contact Chris Worley at 813-810-4335 or email [chrisw@landfinder.ai](mailto:chrisw@landfinder.ai) to learn more.