

Appraisal Institute®

Professionals Providing Real Estate Solutions®

State of the Appraisal Institute

Jefferson L. Sherman, MAI, AI-GRS, Appraisal Institute President

Jim Amorin, CAE, MAI, SRA, AI-GRS, Chief Executive Officer

North Carolina Chapter Meeting

July 16, 2020

Jefferson L. Sherman, MAI, AI-GRS

Appraisal Institute President

Highlights

- Coronavirus and valuation
- Fee Simple letter to IAAO
- Education offerings
- Professional Resources updates
- Appraisal portal legislation
- AI updates

1. Coronavirus and Valuation

AI Professionals and Staff

- AI's top priority
- National staff
- Travel ban

- May 20 – impairment accounting issues in real estate
- May 27 – Fannie Mae partnership, appraisers in COVID-19
- June 3 – state and federal regulation of appraisers

- June 10 – leveraging value sustainability analysis
- June 17 – The Appraisal Foundation
- July 1 – the latest real estate economic developments

AI Event Updates

- AI Annual Conference
- LDAC

AI's Direction for Appraisers

AI Professional Practice recommends:

- Appraisal assignments
- Market conditions
- Market analysis
- Appraisal reports
- AI resources

More Direction for Appraisers

From AI Professional Practice:

- Self-protection
- Stay-at-home orders

From: Stephanie Coleman, Director of Screening

- "The best we can do is talk to market participants – buyers, sellers, brokers. What's happening with active escrows? Are buyers backing out? Are sellers holding off on listing properties? Reducing prices? Offering concessions? What's happening with days on market? What are brokers hearing? Are tenants renewing leases? Are businesses closing and vacating? Are vacant spaces getting leased? Are developers going ahead with development plans, or have they put them on hold?"
- "The answers to these kinds of questions provide clues. The appraisal report should include a discussion of them as part of the market analysis."
- "Finally, the appraisal report should address the uncertainty in the market caused by the COVID-19 crisis, **not as a limiting condition, extraordinary assumption, or disclaimer**, but rather as part of the discussion of market conditions. While the crisis is still unfolding, it might also be a good idea to highlight key points relating to COVID-19 as a significant factor in the letter of transmittal."

Direction from GSEs, Agencies

- GSEs
- FHA
- VA
- USDA

AI COVID-19 Webinar

- Valuation Impacts of COVID-19: 1-4 Unit Residential
- Appraisers from top 10 metro areas

Additional Appraisal Resources

- Appraisal Institute homepage



2. Fee Simple Letter to IAAO

AI Response to IAAO White Paper

- March 31 letter
- Conceptually flawed and factually inaccurate

<http://ow.ly/rN5l50zcBNq>

Jim Amorin, CAE, MAI, SRA, AI-GRS Appraisal Institute Chief Executive Officer

3. Education Offerings

Upcoming Education Premieres

- Desktop Appraisals (Bifurcated and Hybrid) and Evaluations
- Rapid Response Market Analysis in Volatile Markets
- Becoming a Skilled Crafter of Scope of Work
- Supporting Adjustments: The Nexus Between the Cost, Sales, and Income Approaches
- Appraising Condos, Co Ops and PUDs

4. Professional Resources Updates

Chapter Leadership Program (CLP) and Chapter Awards 2020

Sept. 21-22, virtual

- Invitees: 2021 chapter presidents (required), chapter executive directors and other chapter officers
- Learn, network and begin to plan a successful 2021
- Registration for CLP will open this summer

Chapter Awards application

opened April 1st

- Application period through July 31
- 3 categories recognizing outstanding work done in 2019:
 - State Government Relations
 - Chapter Newsletter
 - Hot Topic/Special Projects
- Awards will be presented at the 2020 Chapter Leadership Program

AIERF 2020 Scholarship Deadlines

Oct. 1

- Minorities and Women AI Course Scholarship (Candidates for Designation)
- AI Course Scholarship (Candidates for Designation)
- Practicing Affiliate Course Scholarship

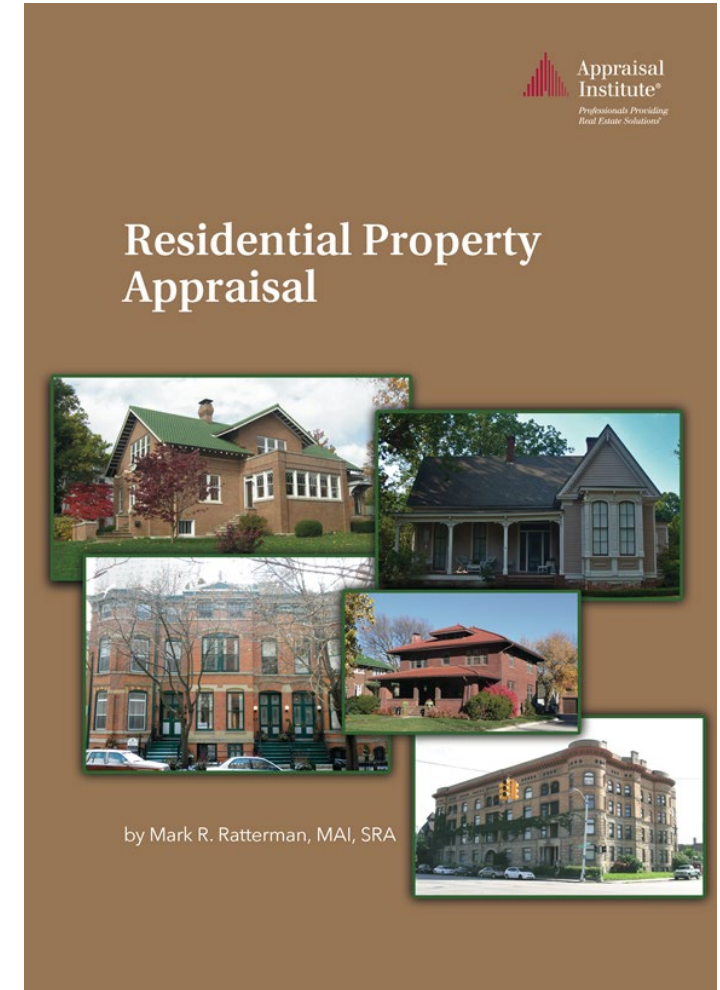


Recent Book Releases

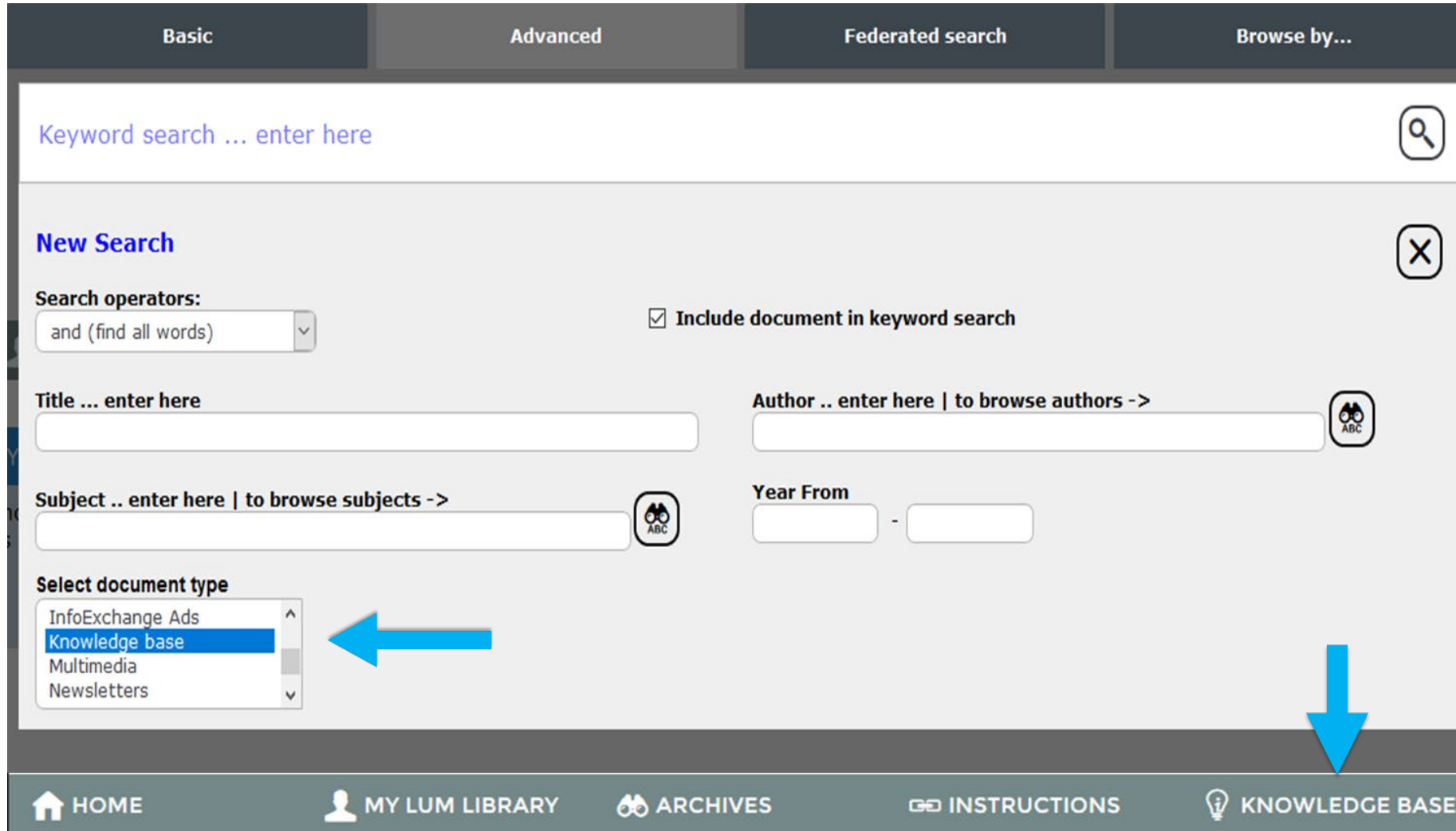
- “Residential Property Appraisal”
- “The Appraisal of Condominiums, Cooperatives, and PUDs”
- “Risk Management for Real Estate Appraisers and Appraisal Firms”

Coming Soon

- “The Appraisal of Real Estate,” 15th Edition



Y.T. and Louise Lee Lum Library




The screenshot shows the library's search interface with four tabs: Basic, Advanced, Federated search, and Browse by... The 'Basic' tab is active. At the top is a 'Keyword search ... enter here' field with a magnifying glass icon. Below it is a 'New Search' section with a close icon. The 'Search operators' dropdown is set to 'and (find all words)'. A checkbox labeled 'Include document in keyword search' is checked. There are input fields for 'Title ... enter here', 'Author .. enter here | to browse authors ->', and 'Subject .. enter here | to browse subjects ->', each with a magnifying glass icon. A 'Year From' field is also present. A 'Select document type' dropdown menu is open, showing options: InfoExchange Ads, Knowledge base (highlighted with a blue bar and a blue arrow pointing to it), Multimedia, and Newsletters. At the bottom is a navigation bar with icons and labels for HOME, MY LUM LIBRARY, ARCHIVES, INSTRUCTIONS, and KNOWLEDGE BASE. A blue arrow points down to the KNOWLEDGE BASE icon in the navigation bar.

Knowledge base bibliographies are now a part of searches in the online catalog

Search results will now include links to specific bibliographies

A new menu option in the navigation menu the Knowledge base thesaurus

Familiar Knowledge base format can still be browsed as before 

5. Appraisal Portal Legislation

Appraisal Portal Legislation

- Bipartisan coalition in U.S. House of Representatives
- Could be introduced in the coming weeks

6. AI, RESNET Appraisal Portal

AI, RESNET Appraisal Portal

- Working relationship formed in 2015
- Appraisal portal launched in 2018
- More than 2.7 million HERS rated homes

View the appraisal portal here:

<https://www.resnet.us/appraisers/appraisal-portal/>

7. AI Updates

Find an Appraiser Project Team

- Enhancements to Find an Appraiser function on AI website
- Proposed by RAPT
- Committee members:
 - R. Wayne Pugh, MAI, chair
 - John S. Cirincione, SRA
 - Ryan M. Hlubb, MAI, SRA
 - Adam B. Johnston, SRA, AI-RRS
 - Becci Nelson Curry, MAI
 - Melanie Sieger, MAI, AI-GRS
 - Wayne A. Nygard, MAI

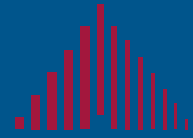
2021 AI Vice President

- President Sherman July 10 message
- Input from membership
- Role of National Nominating Committee
- Get all the details

- Amendments to the use of AI Designations by non-practicing Designated Members
- Amendments to the AI Code of Professional Ethics

- AI joined 10 valuation organizations
- Letter sent to U.S. Treasury Department

<https://www.appraisal institute.org/file.aspx?DocumentId=2616>



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