

COLORADO CHAPTER OF THE APPRAISAL INSTITUTE



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Have you seen
the new
website? Same
URL, Great
New Look!
COLO-AI.ORG

**Quick Facts about
the Colorado
Chapter**

Total Members: 503
Candidates for Designation: 55
Practicing Affiliates: 77
MAI: 277
SRA: 135
AI-GRS: 39
AI-RRS: 16
Student Affiliate: 2

Thank you!

The Colorado Chapter of the Appraisal Institute wants to express its thanks to JMS Association Management for their past year of work with the Chapter! At the suggestion of JMS, the board of directors has directly engaged Ellie Nisley as our Executive Director moving forward.

Thank You to Our 2023 Sponsors!



COLORADO
Department of Transportation



**2022 BOARD
OF DIRECTORS**



Presidents Remarks

Ride the Roller Coaster

by ScottMcHenry, MAI, AI-RRS

When I signed up to run the chairs of treasurer, vice president and president of Colorado Chapter a few years ago little did I know what was in store. With the pandemic and all the changes wrought it has been a challenging but interesting run. The Chapter handed the budget off to national, which involved learning a new accounting system and new way of operating the budget. The pandemic forced our chapter learning to go virtual, which makes you appreciate the process of gaining both National and State approvals. (Not that simple). At the same time our long time Executive Director Sherry Engleberg retired, which took many years of experience off the books. This involved hiring a new contractor, which eventually led to finding a new director Ellie Nisley. The chapter is lucky as this will be a win win for all I do believe!

Thankfully, I got to go through this transition process with some great people. Thanks to Warren Boizot, Jason Letman, Justin Atwell, Brett Wilkerson and JP Nisley, we have been able to keep the coaster on track, or at least put it back on if the cars came off.

Leadership Development

To go through these roles AI has you take leadership development and this year's chapter leadership was inspiring. Listen to anyone who has gone through the process and they will tell you it is worth it. This years focus was on our role as liaison between local membership and national leadership. In addition, they recommend you consider service as a privilege and not an obligation. It was done in a graceful manner and really makes you appreciate the organization and why you are a part of it.

AI National

To fill you in on national issues, I refer to the National Convention held last summer at the Bellagio in Las Vegas. While this coming year the convention is sidelined, if it comes back make time to go at least once as it is well worth it. In the last newsletter Mark Linne talked about the reasons to attend a conference like this, but I would like to reference the conference more for its topics as line of communication.

One national issue AI discussed is diversity and bias (as magnified by the pandemic). Several classes were available on this topic and national staff is addressing this issue proactively. From my experience, we are all human and biased to some extent. The great thing about appraisal, and especially AI training, is we are taught to step back and try to remove that from our opinions.

So I believe we will proceed well through this minefield. Diversity and bias can be reduced with thoughtful choices on staffing, how we treat clients and users of our services.

Sandy Adomatis talked about PAREA (the new residential mentorship program) and how it can help expand our residential membership. I had the privilege of taking her solar class online and getting to meet her in person at the conference inspired me at the professionalism of our membership. Warren Boizot had her on his national podcast and confirmed my suspicions of her extreme intelligence and professionalism.

That podcast is on the national website. Very encouraging this is who we are peers with!

Presidents Remarks - Cont.

The keynote speaker Ryan Leak talked about chasing failure. He intentionally has sought failures to learn and grow from them. In that process, he became far more successful than if he had avoided failure altogether. I loved how he sought tryout with NBA basketball teams knowing he would not make the team, but to do a documentary on that process.

Just getting a tryout involved several failures until one team said yes. His point was why not try to get that big client or job or project in your life. They might say no, but what if they say yes. A great life lesson for us as our profession is extremely averse to failure!

There was great CE at the conference with me finding out about what happens to our appraisals after they are delivered to underwriting. Very interesting insight from a former Goldman Sachs underwriter. He told about how big data and AI knows your appraisals and what you are doing, so food for thought. Fortunately, the users still appreciate a human interface with this tech for now. Saw two national reviewers (one from JP Morgan) discuss technology, how it is more accessible, cheaper and efficient. Thus, appraisers need to get on board. Clients are demanding we evolve in this area, so be prepared. I witnessed a recent grad/associate talk about multi regression tools and what they can do today. While he initially lost us all with the math, the visual graphs produced by nearest neighbors and regression trees tools were compelling. Knowing we have the education to implement tools like this could transform your reports. I know the reasons to not use regression are often convenient excuses, but if you saw this you might figure out ways to make it work. These capabilities really are why we are members of the Appraisal Institute if you ask me!

Finally, President Jody Bishop said the process of doing big changes at the national level required them to think through why we would want to do them. Then he flipped that to us and encouraged us to know our why. Why are we appraisers and why are we members of the Appraisal Institute? I went through this thought process for myself and highly encourage you to do so as well. We all do this to some extent anyway, but when done with intention it can really open your eyes as to what appraisal as a job and membership in the institute rally means. I look forward to working towards the objectives placed in front of us this year. If they are as crazy as the past few years it will be an interesting one. As the year unfolds, I will fill you in on local happenings and if you have any concerns let myself, Ellie or the board know. We will do our best to help!

Service opportunities

- Seeking technology minded person or two or three to move chapter forward on tech issues.
- Mark Linne has stepped down from newsletter. If there is someone that wants to write a quarterly article let us know.

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[ONLINE EDUCATION](#)

2023 Officers and Directors

PRESIDENT

Scott A. McHenry, MAI.....smchenry@bokf.com

VICE PRESIDENT

JP Nisley, MAIjpnisley@gmail.com

SECRETARY/TREASURER

Brett J. Wilkerson, MAI.... bwilkerson@bbgres.com

PAST PRESIDENT

Justin J. Atwell, MAI.....Justin.atwell@cbre.com

DIRECTORS

1 Year

Nickel M Close, MAI, AI-GRS.....nclose@htlf.com

Jeovani Gaytan, SRA, AI-RRS.....
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Kelly Hyde, MAI.....khyde@apprise.us

Lisa Roberts, SRA.....gjlisaroberts@gmail.com

FIND AN APPRAISER

COLORADO CHAPTER MEMBERS OF THE APPRAISAL INSTITUTE

Please be advised that the Colorado Chapter of the Appraisal Institute may NOT specifically Recommend an appraiser.

When the chapter offices receives a phone call requesting the services of an appraiser we may only direct that caller to the website and recommend they click on "FIND AN APPRAISER"

This policy is an association best practice and is mandated by the Appraisal Institute.

2023 Region II Representatives

ONE YEAR TERM

JP Nisley, MAI.....jpnisley@gmail.com

Michael A. Smith, MAI.....mike@smithval.com

Ryan Kane, MAIcoloradokane@gmail.com

Ron Throupe, MAI.....rthroupe@du.edu

TWO YEAR TERM

Valerie Bartell, AI-GRS..... Valerie@valeriebartell.com

Jason Letman.....jletman@gmail.com

Kevin Sawyer.....ksawyer@bbgj.com

ALTERNATES

Charles Nelson, MAI.....cnelson@nelsonappraising.com

Robert O. Stevens, MAI, SRA.....bob@sresapp.com

Susan McDonald, SRA.....

Susan@mcdonaldvaluations.com

Adam Dembowitz, MAI.....Adam.dembowitz@jll.com

Richard Roorda, SRA.....rick@nocovaluations.com

2023 Chapter Committee Chairs

Candidate Guidance Advisors

Bonnie Roerig, MAI, AI-GRS.....

bonnie@coloradoappraiser.net

Jeovani Gayton, SRA, AI-RRS.....

primeappraisalsllc@comcast.net

Candidate Guidance Committee

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Ann Thurman, SRA.....annthurman@comcast.net

Education Chair

Mike Smith, MAI.....mike@smithval.com

Education CO-Chair

Mike Rinner, MAI, AI-GRS.....wmrinner@gmail.com

Government Relations

Brett Wilkerson, MAI.....bwilkerson@bbgres.com

Bylawys Chair

Rick Mosier, MAI.....rcmosier@aol.com

Sponsorship Committee

Brett Wilkerson, MAI.....bwilkerson@bbgres.com

Kelly Hyde, MAI.....khyde@apprise.us

Mike Smith, MAI.....mike@smithval.com



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**Colorado
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MEMBER SPOTLIGHT

AMY GIRSCH, SRA

Company - Coach G LLC

Co-owner with Geoffrey Girsch
Karena Fordyce, Trevor Ridgley and Brandt Mason (trainee)
are on our team of appraisers.

Duration in Profession- Started our business in 2015,
Certified Residential 2018 and SRA designated in 2022.

We live in Denver and provide appraisal services to the
surrounding counties along the Front Range, including
Grand County.

Online: coachgllc.com

<https://www.instagram.com/coachgllc>

<https://www.facebook.com/profile.php?id=100089333254831>

Primary Line of Appraisal Work - We work with a
variety of property types and intended users. I
especially enjoy vacant land valuations,
complex/unique assignments and appraising large
residential parcels with water rights. We are currently
focusing on marketing and diversifying our client base.

One of the most significant issues facing my particular part
of the appraisal profession is the necessity of competing with
“fast and cheap” appraisers when the most important aspect
of our work is credibility, which takes time. We have a
challenge in marketing the SRA professional designation to
lenders, AMCs and other users. They should understand and
acknowledge the additional experience and education
required for competency, professionalism, and credibility in
every assignment.



Strength of AI - I first discovered the Appraisal
Institute when the Annual Conference was in
Denver in 2019. The lunch event, sponsored by the
Women’s Initiative, allowed me to experience
networking and professional growth possibilities
within the career. Our local chapter has been
supportive in helping me connect with commercial
appraisers to achieve my goal of becoming qualified
to appraise all types of real property.

Career lessons - I was fortunate to begin my career
in a thriving real estate market. We (my husband
and I) were in survival mode in running our
business. Now, as we have more experience, we are
creating a marketing plan and attending advanced
educational sessions. We are also focusing on the
career goals of our team members. I wish the
Appraisal Institute offered courses on how to be a
business owner and the best practices and
technology to diversify and solidify an appraisal
business long term.

I grew up in Minnesota. My parents raised me to
work hard, be independent and never stop
improving. I graduated from CU-Boulder with a
degree in business finance and now call Colorado
home.





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**Colorado
Chapter**

MEMBER SPOTLIGHT

Raluca Simon

Employment-CBRE

Duration in Profession- 9 Years

Where do you currently live?
Colorado Springs, CO

Primary Line of Appraisal Work - Multifamily

What are the biggest issues facing the appraisal profession?

One of the biggest issues is the growing negative sentiment towards appraisers.

What do you see as the biggest strengths of the Appraisal Institute?

The AI provides the opportunity to meet people in the same profession and network.

Where did you grow up and what did you love about it?

I grew up in Romania where I learned to enjoy the simple life a smaller community brings, the beauty of nature and the rich history of Europe. I spent my early adulthood in Houston, Texas and then I had the privilege of moving to beautiful Colorado.



What are three career lessons you have learned so far?

- * Enjoy what you are doing, you spend most of your life at work.
- * Surround yourself with people who support and challenge you to be the best version of you. In turn, treat people the same way you want them to treat you.
- * Keep learning - you will become a more rounded and fulfilled person.

<https://www.linkedin.com/in/raluca-simon-613789207>



2023 Joint Region Meeting Update February 20-21, San Antonio, TX

**BY KEVIN SAWYER - Region Rep
Colorado Chapter**

The Appraisal Institute's Joint Region meeting in San Antonio did not fail to impress. The two-day event was held at the Drury Plaza along the River Walk in Downtown San Antonio. The event covered both national and regional upcoming goals and challenges for the Appraisal Institute.

The Joint Regional meeting started with the Appraisal Institute's 2023 President Craig Steinley, MAI, SRA, AI-GRS, AI-RRS presenting, the AI's strategic plan with its updated mission statement, core values and goals.

Mission Statement:

Our mission is to empower valuation professionals through community, credentialing, education, body of knowledge and ethical standards.

The updated mission statement, "Our mission to empower valuation professionals through community, credentialing, education, body of knowledge and ethical standards" was developed to build upon the AI's core values of excellence, ethics, integrity, leadership, innovation, and inclusiveness.

Over the next year, the Appraisal Institute will work towards four common goals. 1) Protecting and improving the value of affiliation. 2) Provide leadership towards a unified and inclusive profession with diverse perspective. 3) Ensure AI professionals will be consistently sought out by users of valuation services. 4) Improve the diversity of its affiliated professionals.

Strategies that are currently being developed and implemented to coincide with AI goals is the use of technology to increase communication, via the Appraisal Institute's website, refreshing AI branding, Pod Casts, and social media presence. The increased technology presence is designed to spur recruitment, retention, and public awareness. In addition, the development of Appraisal Institutes' Practical Applications of Real Estate Appraisal (AI PAREA) and University Relations Pilot Program is designed to provide leadership for new appraisers and inclusiveness.

Sandra Adomatis, SRA, President elect, provided an update for the Appraisal Institutes version of PAREA that is set to be released in September of 2023. If you have not heard of PAREA, it is an alternative to the traditional supervisor/trainee model, where participants enter the program after completing their qualification education for State License or Certification. The PAREA program will provide several case studies for each participant that will be completed under the supervision of a full-time mentor.

Region Report Cont.

Upon completion of the License or Certified Residential Module, the participant will be eligible for up to 100% of experience credits. As of today, 40 states have adopted the program either fully, partially, or by reference in their laws. Colorado has adopted 100% of the PAREA's experience requirements.

To develop AI-PAREA, the AI Board of Directors have committed up to \$2,000,000 for the program with \$500,000 provided from The Appraisal Foundation's Pathway to Success Conditional Grant. AI-PAREA's goal is to give aspiring appraisers the opportunity to enter the appraisal profession without the difficulties of finding a mentor. The cost for each module has not been finalized; however, there will be scholarships and options for financial assistance.

The Government Relation update included The Appraisal Foundation status for PAREA and state acceptance, new laws or regulations to accept appraiser evaluations, an update on Government Sponsored Enterprise (GSE) selling guide when accepting desktop appraisals and the use of hybrid appraisals.

Valuation bias and fair housing complaints remains a top appraisal industry topic. AI is moving to enhance appraisal requirements against valuation bias and supports additional laws that require appraisers to take qualifying and continuing education, specific to valuation bias and anti-discrimination.

AI Continuing and Qualification Education programs continue to be developed to meet a larger targeted audience with in-class, virtual and synchronous offerings. Education topics that were discussed included obtaining new qualified instructors for AI courses and AI-PAREA mentors as well as education difficulties in obtaining annual CE and QE approval in a timely manner from all states. AI has since hired additional staff to help submit and receive state education approvals.

The breakout session provided an opportunity for Region II and Region VI to work together to address difficulties with state CE and QE approval and how the use of Chapters Executives Directors could help to streamline the approval process. Additional topics included an open discussion on recruiting and member retention, Chapter symposiums, and a requested realignment to add 53 members of Wyoming and South Dakota's NorthStar Chapter to Region II.

Region II appreciates all of our Colorado Chapter members in attendance- Kevin Sawyer, Ron Throupe, Mike Smith, JP Nisley, Scott McHenry, Bob Stevens, Mark Linne, and Bonnie Roerig.



On January 27th, 2023 the Colorado Chapter was able to hold their first Installation Banquet since Covid. We Installed the 2023 Board of Directors and Officers and Celebrated everyone who had received thier designations since Covid started. Appraisal Institute President, Craig Steinley, MAI, SRA, AI-GRS, AI-RRS was able to attend and celebrate with us. Congratulations!

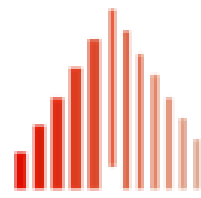


The Appraisal Institute Education & Relief Foundation offers a variety of scholarships: Please share this with anyone that may be interested.

Name	Who Should Apply	Deadlines
AIERF Minorities and Women AI Course Scholarship	Minorities and women Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designations.	Jan. 1 April 1 July 1 Oct. 1
AIERF Candidate for Designation Course Scholarship	Candidates for Designation who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI, SRA, AI-GRS or AI-RRS designations.	Jan. 1 April 1 July 1 Oct. 1
AIERF Practicing Affiliate Course Scholarship	Practicing Affiliates who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the state certification.	Jan. 1 April 1 July 1 Oct. 1
AIERF College Scholarship	Awarded on the basis of academic excellence, this scholarship helps finance the educational endeavors of undergraduate or graduate students concentrating, or with demonstrated interest, in real estate appraisal and/or valuation.	April 1
AIERF Minorities and Women College Scholarship	Minorities and women students pursuing academic degrees, or with demonstrated interest, in real estate appraisal and/or valuation.	April 1

These scholarships are funded by the Appraisal Institute Education and Relief Foundation (AIERF). Please email AIERF@appraisalinstitute.org for application, terms and conditions.

2023 Sponsorship OPPORTUNITIES



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Colorado Chapter



Become a AI-CO sponsor Today!

The AI-Co Annual Sponsorship Program was created to support and enrich our chapter while offering appraisal professionals and organizations an opportunity to participate in, and get more out of our chapter activities and services. The program is an excellent way to gain year-round visibility while championing the industry in Colorado. All sponsorships run the entire 2023 calendar year (January 1 through December 31).

INCREASE COMPANY VISIBILITY
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ANNUAL SPONSORSHIPS

	Gold \$2000	Silver \$1000	Supporter \$500	Friends of AI \$250
Recognition on the CO-AI website	Logo	Logo	Logo	
Recognition on event & educational promotions at each in-person event & educational offering	Logo	Logo	Logo	
Recognition on quarterly newsletters	Logo	Logo	Logo	Logo
E-blast Promotions	4 per year	2 per year	1 per year	
Social media posts on Chapter's LinkedIn and Facebook	2 per year	1 per year		
Complimentary registration to chapter generated programs	2 per year	1 per year		
Distribution of company literature and/or promotional items at 3 chapter generated programs	✓			



CHECKOUT THE WEBSITE TO REGISTER FOR THE CLASSES

MARCH 28 - USPAP 7 Hour Update - ZOOM
Instructor: Josh Walitt, SRA, AI-RRS
Time: 8:30am-4:30pm, 1 hour lunch break

APRIL 6 - Historic Preservation (Facade) Easements Appraisal
Techniques and Valuation Issues - IN PERSON CDOT
Instructor: Eric Haims, MAI, AI-GRS
Time: 8:00am-4:00pm, 1 hour lunch break

APRIL 18-21 - General Sales Comparison Approach - IN PERSON
CDOT
Instructor: Benjamin Davidson, MAI, SRA, AI-GRS, AI-RRS
Time: 8am-4:30pm, Tuesday-Friday

WATCH FOR THESE CLASSES TO BE ADVERTISED SOON!

APRIL - Colorado Infrastructure Update
AUGUST - CE in Denver, CO
SEPTEMBER - CE in Breckenridge, CO
NOVEMBER - CE on Zoom

F1CE VALUE

Listen to the latest with hosts:

Warren Boizot
SRA, AI-RRS

Tonia Vailas
MAI, AI-GRS

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