

Q4 NEWSLETTER

4th Quarter 2024

*Colorado Chapter of
the Appraisal Institute*

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Reflections and Thanks!

by JP Nisley, MAI, R/W-AC

Hello Colorado Chapter Members!

As we conclude 2024, I would like to extend my heartfelt gratitude to all our members and chapter leaders who dedicated their time, energy, and expertise throughout the year. It has been a privilege to collaborate with our officers, board of directors, regional representatives, and committee members.

This year, the Colorado Chapter provided an impressive 127 Continuing Education Hours! Our goal was to offer relevant, timely, and engaging education tailored to the diverse needs of the many appraisal disciplines. I am thrilled with how our team rose to the challenge. Courses were delivered in-person

www.colo-ai.org

Message from the President (cont.)

(across the state), virtually, and hybrid, reinforcing our commitment to accessibility. I firmly believe that the Colorado Chapter stands as one of the premier education providers nationwide, thanks to the collective efforts of our dedicated members.

Here at the Colorado Chapter, we can walk and chew gum at the same time. Below are some of our 2024 highlights:

- **Enhanced Member Benefits for Residential Practitioners:** We increased our support for residential practitioners through multiple low-cost educational offerings. The Residential Topics and Solutions team also hosted a social event at the IC Brewhouse. They also brought in our new PAREA members and provided them a platform to connect and stay motivated throughout their journey. The Colorado Chapter also sponsored, and took part in, the national conference of the National Association of Appraisers alongside the Appraisal Institute President and CEO.
- **Candidate Guidance Committee Initiatives:** We hosted a Comprehensive Exam Study Session for candidates nearing the final steps of their designations, providing them with invaluable support.
- **Networking Opportunities:** A TopGolf Social event created an enjoyable space for members to network and strengthen professional connections.
- **Business Growth and Development:** We invited a financial advisor to deliver a free seminar titled “The Appraiser’s Guide to Financial Security: Strategies to Protect Your Business & Secure Your Future.” Being an appraiser involves so much more than just the valuation. We want our members to thrive in their profession.
- **Breckenridge Social Event:** The Breckenridge event team organized a fantastic group dinner and trivia night at Sauce on the Maggie, creating memorable experiences for attendees.
- **Corporate Sponsorships:** Support from twelve different companies enabled us to keep event costs as low as possible, despite rising venue and catering expenses.
- **Government Relations Advocacy:** Our government relations team, in collaboration with the Colorado Coalition of Appraisers, made significant progress toward a Statute of Repose bill on appraiser liability. These efforts have fostered collaboration among all Colorado appraisal organizations. (Stay tuned for more on this front!)
- **Representation on National Issues:** Our regional representatives, directors, and officers have been tireless in advocating for our members on critical national issues, including addressing unfounded bias claims, challenging the expansion of valuation waivers, and tackling various concerns impacting the Appraisal Institute and the profession at large.

- **Visits from National Officers:** We were honored to host 2024 National President Sandra Adomatis, SRA, and Incoming 2025 President Paula Konikoff, JD, MAI, AI-GRS, further strengthening our connection with National leadership.

These accomplishments demonstrate what is possible when a talented and passionate group of professionals works together. I would be remiss not to acknowledge the exceptional contributions of our Executive Director, Ellie, whose hard work was instrumental in our success.

I am delighted to say that the Colorado Chapter of the Appraisal Institute increased our total membership by 4.9%. Further, we increased our designated membership by 9.3%!

As we look ahead, I am excited about the opportunities the new year brings. I am delighted to welcome Brett Wilkerson, MAI, as our incoming 2025 President and am eager to see what our organization will achieve under his leadership.

It has been an honor to serve as your President. Thank you all for making 2024 a remarkable year!

Warm regards,
JP Nisley, MAI, R/W-AC

Thank You to ALL the 2024 Chapter and Education Sponsors!



Holiday To Do List

- Bake Cookies
- Wrap Gifts
- Sign up for
Installation
Banquet and
Education

**Join us for a celebration of
2024, education, and
Installation of a new board!**

**Deadline to register is January
3rd! Don't Delay, CLICK HERE
TO GET REGISTERED TODAY!**

**Check out the classes
already scheduled for
2025!**

**More classes being added
soon! Check the website for
the latest class list!
Click here to see a full list**

UPCOMING EVENTS

2025

JAN 10

**INSTALLATION BANQUET
AND EDUCATION**
EDUCATION 2PM - 5PM
INSTALLATION AND DINNER 5PM - 8PM

FEB 24-25

**THE APPRAISER AS THE
EXPERT WITNESS**
8AM - 4PM IN PERSON AT CDOT

MAR 04

**IMPACTS OF SHORT TERM RENTALS
ON REAL PROPERTY VALUE**
8AM - 4PM ZOOM

MAY 09

**POTPOURRI SPRING
CONFERENCE**
SAVE THE DATE! LINK COMING SOON!

JUL 21-23

**LITIGATION APPRAISING:
SPECIALIZED TOPICS**
8AM - 4PM IN PERSON AT CSU SPUR

CHECK BACK OFTEN FOR
ADDITIONAL CLASSES! NEW CLASSES
ARE ALWAYS BEING ADDED TO THE
SCHEDULE



Colorado Chapter

Congratulations on Your Designation in the 4th Quarter!



Erik Dahl, MAI

Received his MAI



Shaun Pettine, MAI

Received her MAI



**Valerie Bartell,
MAI, AI-GRS**

Received her MAI



Colorado Chapter

BUILDING STRENGTH WITH OTHERS

BY R. Scott Woods, MAI, AI-GRS
Guest Editor



Well, this is it – my retirement is now official with the termination of my state appraisal license and my membership in the Appraisal Institute at the end of this year. These are not easy steps, but I find each day moves me further and further away from my previous work life as a real estate appraiser for so many years. Time for me to move totally on.

With my retirement, I am optimistic about the future of our profession even in this somewhat crazy time with some headwinds facing our industry. I'm optimistic because appraisers have such a great resource in the Colorado Chapter of the Appraisal Institute.

Associating with others magnifies our strengths. Chapter meetings and classes are a great to find ways to do things better, get inspired through examples of others, seek advice, give advice, find a new friend, or just offer a friendly smile or handshake to someone new.

In my own life, I think my fellow Chapter members would be surprised how much they have inspired me over the years as they have served as mentors, collaborators, and friends in good times and bad. All will be missed.

Scott Woods is a recently retired MAI, AI-GRS and remembers looking in awe at the first appraisal order that came over a newly acquired FAX machine in days long ago. He focused on commercial appraisals and spent his last decade as a chief appraiser in the crazy bank merger times. Of note, Scott graduated from Glenwood Springs High School - which is also where Bret Poole, MAI, AI-GRS graduated from a quite a few years later. No other GSHS graduates are known to have followed their paths.

I would be remiss if I did not mention that our Chapter's leadership consistently demonstrates an amazing commitment to collaboration combined with an unbelievable talent for getting things done. Their focus on empowering members through inclusivity and growth gets better every year. I strongly encourage you to get involved in the leadership of our Chapter. You will not regret it.

Thanks again to all of the incredible people who make up our Colorado Appraisal Institute Chapter – our profession's future is bright due to the good work of all involved.

Respectfully,
Scott Woods

Appraisal Institute

Online Continuing Education Available
Now!

Learn at your own pace any time, anywhere!
Top - notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy convenient, and a great way to get the education you want.

[ONLINE EDUCATION](#)

A Lively Event in Kansas City

BY Maggie Moxley, SRA, AI-RRS



The regional meeting in Kansas City was a lively event, occurring just days after the firing of former CEO Cindy Chance. Chapter members expressed pointed views on the CEO firing, both in support of and against the action. The appraisal bias campaign initiated by the NFHA was another lively topic widely discussed.

The morning session began with a presentation from the national leadership team which highlighted the support available to and planned for the local chapters. The focus for 2025 is to strengthen the organization in the light of recent personnel changes by increasing the membership base, growing the ranks of designated members, providing excellent education and supporting appraiser advocacy.

Many questions were asked regarding Chance's departure. Some attendees voiced disbelief and skepticism about the decision-making process while others appeared to agree with the outcome. A general discussion around budget numbers and reserve balances was presented. According to the AI-CFO, since the beginning of the year, the reserve balances have dropped below a "safe" level for an organization the size of the AI. Action was taken to remedy the downward trend in reserves. Overall though, privacy concerns limited the ability of the national representatives to share specific details regarding the firing of Cindy Chance, which again invited a lively conversation. As of the departure of Cindy Chance, there are 46 open positions at AI national. The leadership team is committed to filling the most critical roles first and then will begin

assessing whether the remaining positions are required. The national leadership team re-iterated that no additional employee reductions are planned. A new search firm will be engaged to identify candidates for the open CEO position. In summary, the national chapter appeared to attribute many of the current organizational challenges to Chance's brief tenure, a perspective that did not align with many in attendance.

Scott Dibiaso, Director of Government Affairs, discussed the national organization's approach to the NFHA bias campaign. Mr. Dibiaso explained that the national organization does not want to make the situation worse by acting overly aggressive, particularly considering that the incoming president is likely to make changes at HUD which likely will impact the grant funding given the NFHA. On November 8, 2024, the AI issued an op-ed article to the *Virginian Pilot* expressing concern over the NFHA campaign. The letter concluded with the suggestion that their (HUD and the NFHA) "vast resources would be better spent educating consumers on the importance of hiring qualified real estate appraisers and collaborating with industry professionals, rather than undermining a data-driven profession that has always prioritized consumer interests and the public trust."

A Lively Event in Kansas City (cont.)



In addition to the letter, the national organization applied for grant money from the same available pool of funds from which NFHA received money. Should funds be awarded to the AI, the plan is to use them to launch an education-focused campaign highlighting the benefits of an independent appraisal. Notwithstanding these efforts, many members expressed their frustration with the approach and requested a more aggressive response.

Breakout Sessions: Continuing the Discussion

The afternoon breakout sessions provided an opportunity for local chapters to discuss current topics in a smaller setting. Similar to the morning session, both concerns and compliments were heard. Many attendees emphasized frustrations over poor communication and a perceived disregard for chapter needs, particularly around education and collaboration. A key theme was the need to share educational resources across regions to reduce costs and expand offerings. The Colorado chapter, in particular, is leading interregional initiatives and plans to collaborate with other chapters to provide joint offerings to lower costs.

National representatives including the current President, Sandra Adomatis, and incoming president Paula Konikoff, joined the breakout sessions to address member questions. Most of the same issues were raised again through member-specific questions and addressed in much the same manner as the morning session.

In the afternoon, Scott DiBasio provided a more detailed overview of the AI advocacy efforts, which include the AI's opposition to the expansion of the appraisal-waiver program announced by the FHFA, the NFHA bias campaign, and transparency around appraiser fees within HUD disclosure process. Several challenging questions arose, particularly regarding the chapter's perceived lack of a strong response to the NFHA bias campaign by national. Suggestions included website optimization, letter-writing initiatives, and a proactive national campaign. National representatives continued to provide explanations for their restrained approach.

Lingering Frustrations and Leadership Disconnect

Several challenging questions arose, particularly regarding the chapter's perceived lack of a strong response to the NFHA bias campaign by national. Suggestions included website optimization, letter-writing initiatives, and a proactive national campaign. However, national representatives offered explanations for their restrained approach, though dissatisfaction remained.

Recurring frustrations included:

- Lack of transparency surrounding Cindy Chance's firing.
- Communication breakdowns and conflicting information from national leadership.
- Inadequate phone systems that routed calls to non-functional numbers, a problem the interim CEO promised to address through IT updates.

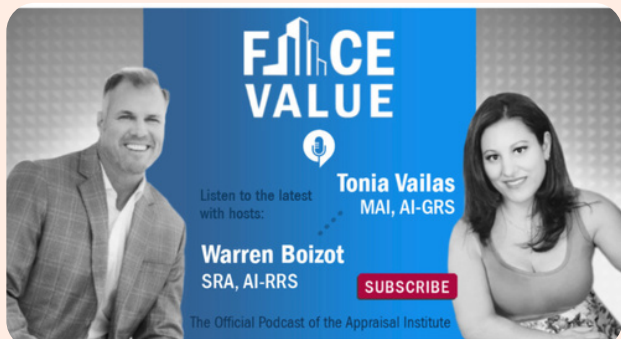
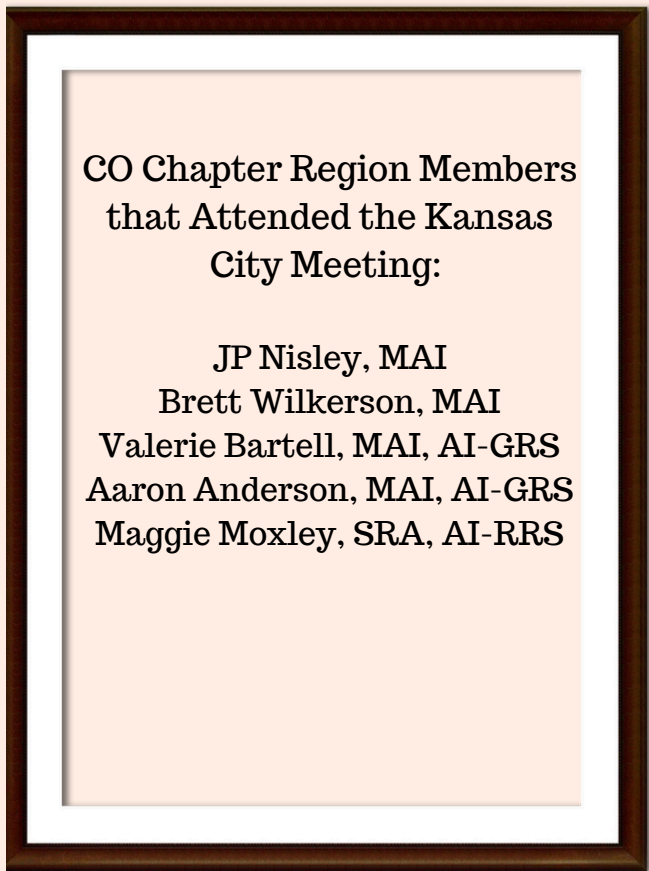


A Lively Event in Kansas City (cont.)

Many attendees felt the national leadership operates with a “top-down” mindset, expecting chapters to appreciate what is being done for them rather than listening to their needs. This disconnect has generated widespread discord and mistrust. Chapters called for a more collaborative approach where national leadership engages with and responds to regional concerns effectively.

Moving Forward

Despite the seemingly-contentious discussions, there were positive moments, including opportunities for collaboration, shared ideas for regional education, and advocacy updates. The event concluded with an outdoor afternoon in downtown Kansas City, enjoying beautiful weather and a Kansas City Royals game, followed by a steak dinner. The national institute’s rigid systems and perceived disconnect with chapter needs remain significant challenges. While well-intentioned, national leadership must adapt to better serve local chapters’ evolving needs, improve communication, and rebuild trust across the organization.



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.

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

Name	Who Should Apply	Deadline
AIERF AI Course Scholarship	Practicing Affiliates and Candidates for Designation who are active in real property valuation and need financial assistance to complete Appraisal Institute courses leading to state certification or the MAI, SRA, AI-GRS or AI-RRS designations.	Jan. 1 April 1 July 1 Oct. 1
AIERF Minorities and Women AI Course Scholarship	Minorities and women Practicing Affiliates and Candidates for Designation who are active in real property valuation and need financial assistance to complete Appraisal Institute courses leading to state certification or the MAI, SRA, AI-GRS or AI-RRS designations.	Jan. 1 April 1 July 1 Oct. 1
AIERF PAREA Scholarship	Aspiring appraisers currently enrolled or considering AI PAREA — the Appraisal Institute Practical Applications of Real Estate Appraisal program.	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, 2024
AIERF Minorities and Women College Scholarship	Awarded on the basis of academic excellence, this scholarship helps finance the educational endeavors of minority and women students pursuing undergraduate or graduate degrees, or with demonstrated interest, in real estate appraisal and/or valuation	April 1, 2024

These scholarships are funded by the Appraisal Institute Education and Relief Foundation (AIERF).

Please visit AIERF.org for application, terms and conditions.

2024 Year in Pictures!





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- Email Blast with Logo once a year
- Social Media Post once a year

\$1000

GOLD

- Logo on Website
- Email blast with logo once a year
- Social media post once a year
- Complimentary Education Registration to one Chapter CE event for one person
- Distribution of Company Promotional Items at 1 event per year

- **Custom Event Sponsors are available upon request. Sponsor a first drink or donuts for breakfast.**