



State of the Appraisal Institute

January 14, 2026

Region II

Elections



Updates

- 2026 President Elect – Ashley Johnson, MAI, SRA
- 2026 Vice President – Smedmore M. Bernard, Jr. MAI
- AI Elections Process Project Team and Survey

- CEO Update

Financial Position



Cash and Reserves

	<u>October 2025</u>	<u>October 2024</u>	<u>\$</u>	<u>%</u>
Cash	3,523,976	2,896,315	627,661	21.7%
Reserves	13,256,218	12,400,000	856,218	6.9%
Reserve Ratio (Unrestricted # of months)	3.8	3.9		

Reserve Ratio - Unrestricted

(National Reserve Balance less Current Year Spending from Reserves less Authorized Future Spending from Reserves plus or minus Prior Year Operating Surplus/Deficit)divided by Total Operating Expenses.)

The Reserve Ratio Unrestricted measures AI's ability to pay for expenses out of Reserves if not another dollar of revenue is received and all authorized initiatives from Reserves were fully funded.

Chapter and Region Total Revenue and Expense

	10/31/2025		10/31/2024	
	Chapters	Regions	Chapters	Regions
Revenues	5,017,912	332,554	5,889,000	420,000
Expenses	5,307,920	421,244	5,591,000	403,000
Surplus/(Deficit)	(290,008)	(88,690)	298,000	17,000

Chapter and Region Cash & Investments

	10/31/2025		10/31/2024	
	Chapters	Regions	Chapters	Regions
Cash	3,845,880	545,663	4,309,000	478,000
Investments	4,557,932	375,281	4,306,000	435,000
Total	8,403,812	920,944	8,615,000	913,000

PAREA

	<u>October 2025</u>	<u>October 2024</u>	<u>Change</u>	<u>Change</u>
			<u>\$</u>	<u>%</u>
Revenues	439,205	181,048	258,157	142.6%
Expenses	721,263	798,266	(77,003)	-9.6%
Surplus/(Deficit)	(282,058)	(617,218)	335,160	
Deferred Registrations *	965,516	402,298		
Deferred registrations collected in 2025	864,908			
Deferred registrations collected prior to 2025	100,608			

* PAREA registration \$ are deferred and revenue is recorded monthly as PAREA modules are completed. Deferred balance represents registrations (revenue) not yet recognized/recorded for participants currently in process and those who have not yet begun.

Advocacy



AI PAC

- **AI PAC Chapter/Region Challenge:**
three-month, competitive fundraising initiative to boost member engagement, grow AI PAC contributions, and strengthen AI's collective advocacy voice.
- **Dual Leaderboards & Recognition:**
Regions ranked by aggregate chapter performance; all 65 Chapters ranked by dollars raised towards their goal and participation rate, with recognition at Nashville.



AI PAC

- **Incentives & Visibility:** Public recognition in *Appraisal Now*, social media, and at the AI Annual Conference, plus plaques, certificates, ribbons, and the traveling “PAC Cup.”
- **Oversight & Accountability:** Progress updates every 2–4 weeks, awards at the Annual Conference, and GRC Liaison oversight using chapter-specific tracking to ensure transparency and results.

Appraisal Modernization Act

- **Appraisal Industry Improvement Act:** Restores FHA eligibility for licensed appraisers (via exam), adjusts AMC registry fees, adds trainees to the ASC Registry at no cost, expands ASC oversight (VA, HUD, USDA), and authorizes workforce-development grants to non-profits such as AI.
- **Status & Outlook:** The Final NDAA did not include ROAD to Housing bills. Congress still views housing as a major priority. AIIA is more likely to pass than AMA (due to criticism from banks), but both have a chance. AMA is seen as a Dem priority vs. Bipartisan.

Why this matters

- **Fewer Headaches, Clearer ROVs:** A standardized process means less confusion, better communication, and fewer unnecessary disputes.
- **More Work Opportunities:** Licensed appraisers regain access to FHA assignments and broader federal lending programs.
- **A Stronger Future for the Profession:** Better oversight, trainee support, and workforce funding help protect the profession and grow the next generation.

2026 Outlook

- Vision

To shape federal and state policies that support a credible, modern, and well-functioning appraisal system by engaging policymakers, regulatory agencies, standards-setting bodies, and chapters nationwide—protecting the integrity of the appraisal profession, strengthening public trust in valuation, and delivering meaningful value to Appraisal Institute members by ensuring their voices influence the laws, standards, and policies that govern the profession.

- Advancing Congressional priorities: PAL Act, Appraisal Modernization Act and Appraisal Industry Improvement Act
- State advocacy: statutes of limitations, remove regulatory overlays, PAREA regulatory framework
- Legislative Day to be held in conjunction with LDAC

Membership





MEMBERSHIP FACT SHEET 2025

AI MEMBERS BY CATEGORY



Membership Overview

Total Members:
Approximately 13,000

Global Reach:
Members in nearly 50 countries

Membership Composition:
Designated Members,
Candidates for Designation, Associate Members,
Affiliate Members & Student Affiliates

2025 Retired Member Status Update

Over 2,400 retired Designated Members were offered a transition to a \$50 annual fee. Approximately 2,000 declined or did not respond and were removed from the 2025 membership roster.

New AI Membership

In 2025, AI welcomed individuals from all 50 states, the District of Columbia and Puerto Rico. AI also admitted members from ten different countries into the Appraisal Institute.

DESIGNATED MEMBERS BY STATUS

7,300+



Practicing

440+



Practicing
Semi-Retired

150+



Non
Practicing
(Under 60)

690+



Non
Practicing
Retired

■ Members by Designations

Practicing Designated Members (7,800 total members)

General (commercial primary designation – i.e. MAI, SRPA, AI-GRS) **6,327 (81%)**

Residential (residential primary designation – i.e. SRA, RM, AI-RRS) **1,467 (19%)**

Non-Practicing Designated Members (850 total members)

General (commercial primary designation – i.e. MAI, SRPA, AI-GRS) **721 (85%)**

Residential (residential primary designation – i.e. SRA, RM, AI-RRS) **130 (15%)**

Note: Appraisal Institute has 21 different possible designation combinations.

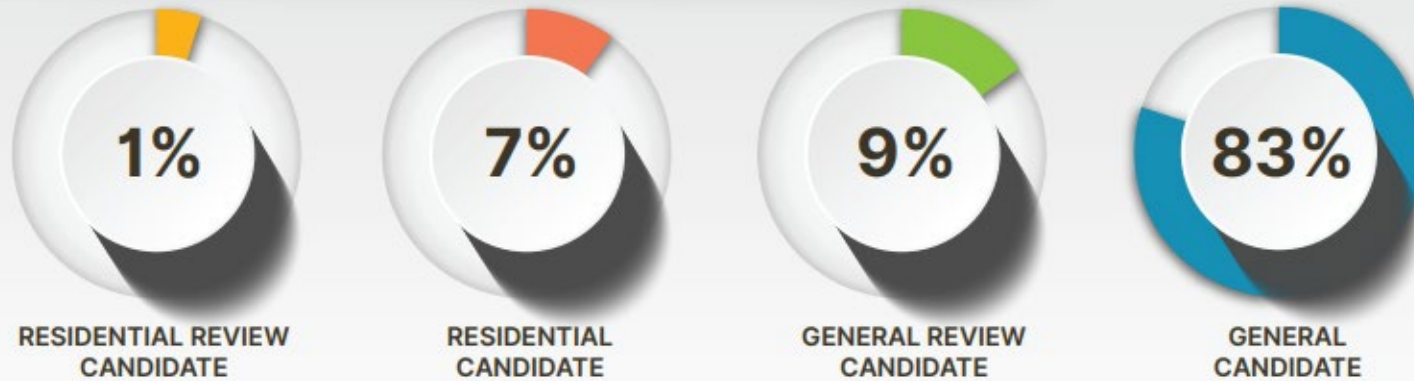
■ About Our Designated Members

- **8%** of valuation professionals in the United States hold an AI designation.
- **44** Designated Members hold all four currently offered AI designations.
- Over **1,000** Designated Members have been designated for 40 or more years.

Candidates For Designation

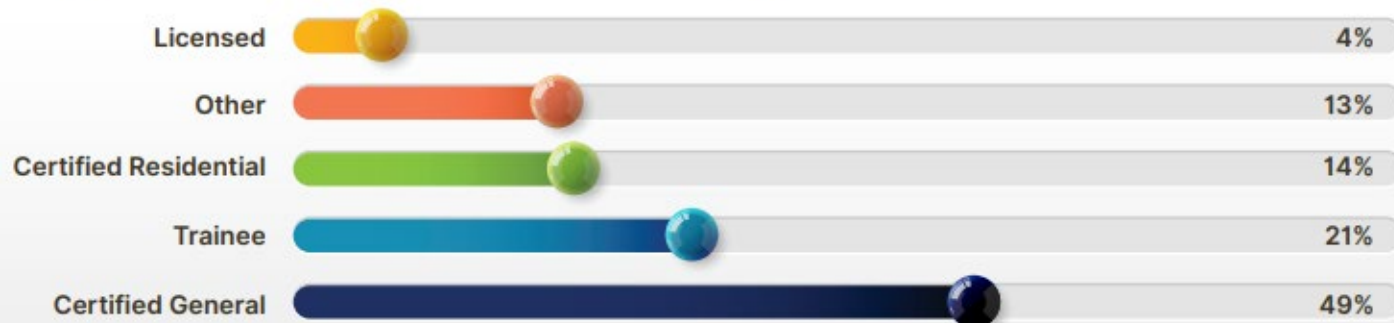
The Appraisal Institute concluded 2025 with over 650 Candidates for Designation. In addition, over 130 Designated Members are seeking additional AI designations.

CANDIDATES FOR DESIGNATION BY DESIGNATION PATH



ASSOCIATE MEMBERS

The Appraisal Institute concluded 2025 with nearly 3,000 Associate Members.



Education



2025 Education Recap

Content Development & Delivery

New URAR Companion Seminars

- Post-premiere editing complete; 3 additional seminars in progress
 - Cost Approach and Site Value in the New URAR (4 hours)
 - Analyzing Defects, Damages, and Deficiencies in the New URAR (3 hours)
 - Income Approach in the New URAR (4 hours)
- **Valuation Bias Course & 7-Hour USPAP** approved by AQB; premiered end of 2025
- **“AI on AI” Series** launched Oct 2025 with 319 registrants (1/3 non-members)
- **Practical Applications in Appraising Green Commercial Properties** (December 2025)
- 2026 USPAP 15-hour
- Cleared backlog of **24** course proposals from late 2023–2024

STATE OF EDUCATION: What to Expect in 2026

More Support • More Access • More Opportunity

In 2026, AI Education is focused on:

- Increasing access to high-demand education
- Strengthening instructor support and training
- Improving delivery tools and technology
- Creating more opportunities for chapters to expand education revenue

Priorities Today: Q1 2026

(What's Happening Now)

PAREA Growth (Residential Pipeline)

- Improving onboarding and participant support to increase success and completion
- Strengthening outreach and conversion strategies to grow enrollment
- Continuing improvements to technology and the participant experience

Instructor Training & Support

- Improving instructor processes and communication
- Identifying instructor coverage gaps and building deeper benches for advanced courses
- Enhancing instructor training and readiness to support consistent delivery

Priorities Today: Q1 2026 (Cont.)

(What's Happening Now)

Education Delivery Improvements

- Building a dashboard to better understand enrollment, attendance, and satisfaction trends
- Strengthening course delivery standards and support for chapters
- Transitioning synchronous delivery from **GoToTraining to Zoom**

National Course Premiere + OWL Pilot

- Feb 4: new URAR companion course premiere in South Carolina
- Beta-testing the OWL as a tool to help chapters and instructors deliver stronger hybrid programs
- Capturing best practices for broader chapter rollout

Priorities Today: Q1 2026 (Cont.)

(What's Happening Now)

New Program Development

- Excel Mastery, Diminution of Value, Senior Living Homes, Capstone updates
- Evaluating a full overhaul of the BP&E course

2026 Chapter Impact Initiatives

How This Will Support Chapters & Drive Revenue

Expanded Hybrid Support (OWL Rollout Model)

- Using the OWL pilot to build best practices for hybrid success
- Exploring expansion to small-to-mid-size chapters to increase access and revenue
- Supporting more consistent delivery and stronger learner experience

New Class Times & Delivery Options

- **Piloting night and weekend QE/DE classes** to expand access and attendance
- Exploring long-term models to enable chapters to **own and deliver these offerings**

Better Visibility + Decision Support

- Using dashboards to understand which courses are most successful (enrollment, ratings, and profitability)
- Sharing insights with chapters to support course selection, scheduling, and delivery decisions

INSTRUCTORS:

Support, Training & Stronger Pipelines

What chapters should expect

- Instructor portal improvements (more streamlined and easier to use)
- Better visibility into instructor readiness and course coverage
- Stronger benches for advanced courses to increase chapter scheduling options
- Enhanced instructor training and consistent delivery standards

What chapters can do

- Share where you experience instructor shortages or high-demand courses
- If asked by National, participate in delivery pilots and test new delivery models
- Encourage instructor engagement and training participation

Practical Applications of Real Estate Appraisal





Program Outcomes & Success

- 214 Total Participants (188 as of 10/31)
- 66 AI PAREA Graduates (56 as of 10/31)
- 47 State Appraisal Credentials Earned (36 as of 10/31)
- **100% Pass Rate**

2026 Scholarships & Pipeline Growth

- 54 LR | 9 CR
- 14 scholars enrolled so far
- Continued enrollment underway

Participant Feedback

Hi Sarah, I'm wishing you a very wonderful year ahead. Wanted to share that I'll begin the CR program this month and was awarded the scholarship as well. I'm so grateful for your time and support in the beginning of my career. I would never be in this place without your guidance and direction. Thank you again!

Carol, I cannot tell you "Thank You!" enough. I really, really struggled in the beginning of PAREA, and you were so patient with me. I am really glad I got partnered with you initially. You are so easy to talk to and relaxed; it made me feel not so overwhelmed. So glad I got to meet you!

Hi Briana, I am so excited to begin the CR PAREA journey and doubly excited that you will be my mentor again. THANK YOU!!!! So grateful and excited to begin again and solidify the next steps for the career...along with my sincere appreciation of your time and expertise.

Participant Feedback

*I'm excited to share that I recently received my Texas Licensed Residential Real Estate Appraiser credential. I took my exam on November 24, 2025, and **passed on my first attempt**.*

*During the final phases of PAREA, **I proactively built and nurtured relationships with local Houston appraisers**. Through those efforts, I found a company that welcomed me to join their team, where I am now working as a licensed residential appraiser under the supervision of a certified appraiser.*

At PAREA gave me a strong foundation for understanding the appraisal process, USPAP guidelines, and—most importantly—the value of learning from experienced appraisers. Before the exam, I dedicated many hours to studying to ensure I felt confident going in, and PAREA played a key role in helping me achieve this milestone.

*Thanks to PAREA, I am now moving forward with **my next goal of earning my Certified Appraiser license** in the state of Texas. I will be enrolling in the Spring 2026 semester to begin fulfilling my state-required college credits.*

*Balancing work, life, and the time commitment required for **PAREA was a long journey, but it was absolutely worth it**. I would like to sincerely thank my mentor, Briana Criqui, as well as you, Chelsey, for all of the guidance and support you both provided throughout this process.*

SRA Designated Member Advantage Campaign



SRA Designated Member Advantage

Residential Appraiser Committee Research

Geotargeting Users of Appraisal Services at industry conferences & LinkedIn ad for comparability

- Attorneys, Lenders, Credit Unions, Government agencies
- Deployed in April & May
 - American Bar Association Real Property Trusts and Estates Spring Conference
 - Real Estate Bar Association of Massachusetts Spring 2025 Conference
 - NAR Midyear Legislative Conference
- Q3/Q4 - launched mortgage lender ad targeting participants at Top 10 industry conferences
- Find an Appraiser Metrics
 - 5641 real estate attorney and mortgage professional conversions

Upcoming Meetings

Annual Conference (and Joint Region Meeting)

- April 13-15, Nashville, TN
 - Joint Region Meeting – April 13

Leadership Development and Advisory Council and Legislative Day

- May 20-22, Washington, DC
 - Legislative Day – May 20

Chapter Leadership Program

- October 22-23, Chicago, IL

2026 Annual Conference

Appraisal Institute

ANNUAL CONFERENCE

APRIL 14 - 15

RENAISSANCE NASHVILLE

NASHVILLE, TN

2026

BACK IN TUNE: STRIKING
A NEW CHORD IN VALUATION



2026 Annual Conference

Back in Tune: Striking a New Chord in Valuation

- April 13-17, Nashville, TN
 - April 13, Joint Region Meeting
 - April 14-15, Annual Conference
 - April 16-17, Board of Directors Meeting
- Targeting 600+ attendees and 100+ sponsors and exhibitors
- Three tracks – Residential, Commercial, Professional Growth – Up to 14 hrs CE



2026 Annual Conference

Back in Tune: Striking a New Chord in Valuation

Two headline keynote speakers:

Day 1

Verl Workman, Master Coach

The Human Edge in an AI World: How Appraisers Win Next by Doing What Machines Can't



2026 Annual Conference

Back in Tune: Striking a New Chord in Valuation

Two headline keynote speakers:

Day 2

Dr. Frank Luntz, Pollster & Communication Strategist

State of America 2026 - interactive discussion on the state of the country



2026 Annual Conference

ROCKPORT

VAL

realwired



University Valuation Case Challenge

- April 13-14 parallel with the Annual Conference
- National undergraduate appraisal competition at the 2026 Appraisal Institute Annual Conference, with up to 16 teams presenting highest and best use analyses
- Student teams judged by senior industry executives, with top teams advancing and gaining exposure to major employers

Publications



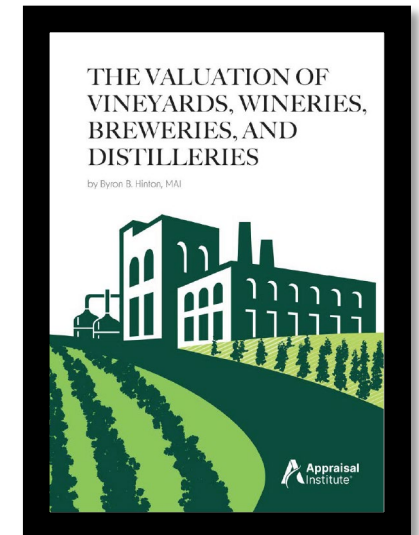
Publications Q1 2026 Priorities

- Executing “Texas Toast” event with the Austin chapter
- Launching *The Appraisal of Real Estate, 16th Edition* and *The Dictionary of Real Estate Appraisal, 8th Edition* at Annual Conference 2026
- Launching new AI Blog
- Releasing *Valuation* Issue 1 and *TAJ* Issue 1, 2026
- Integrating **artificial intelligence** into **Lum Library** user experience

Other Upcoming Titles

- *The Student Handbook to TARE 16*, Mark Ratterman
- *Case Studies in Commercial Appraising*, Brad Carter

Released November 2025!



Thank you!

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