

# Schedule

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## SECTION 1

### Introduction

Registration  
Introduction and Classroom Rules

### Part 1: An Introduction to Artificial Intelligence

#### **Preview: Objectives**

Overview, They Are All Linked

#### **Introduction: The Challenge in Talking About the Future**

The Big Picture  
The Technological Revolution Is Here  
A Fundamental Truth  
Random Stats, Big Data

#### **The Progression: Starting at the Beginning**

Setting the Stage

#### **What Is Artificial Intelligence**

Textbook Definition, Layman's Terms  
Your Viewpoint  
Science Fiction Prepares Us for the Future  
A Cornucopia of Viewpoints: Bill Gates, Max Tegmark  
Elon Musk, Stephen Hawking  
Two Key Elements

#### **The Progression: A New Tool Set**

Four Building Blocks

#### **Where Is Artificial Intelligence Leading Us: The Tale of Two Teslas**

What Do You Think About When You Hear the Name Tesla  
Nikola Tesla Quote  
Nikola Tesla's Legacy  
The "Other" Tesla: Elon Musk's Perspective  
Two Perspectives: A Matter of Balance  
The Potential and The Concern

## **SECTION 1, cont.**

### **Part 2: AI: Today, Tomorrow, and the Future**

#### **Preview: Objectives**

#### **Artificial Intelligence: Today**

Changes: Data, Technology, Professions

AI Is All Around Us: Siri, Alexa, Self-driving Cars,  
Chatbox, ChatGPT

#### **Artificial Intelligence: Today, Tomorrow, Next Week, Next Month**

#### **Artificial Intelligence: Tomorrow (Augmented Reality)**

#### **Artificial Intelligence: Next Month**

Intelligent Agents

A Digital You: Avatars. Speed Interviewing

Build Your Own Artificial Intelligence (Google and Amazon)

AI Everywhere (Healthcare, brewing beer, fishing, safety)

#### **Artificial Intelligence: The Future**

Trends Today

Technological Revolution Is Here

By 2025—Almost All Online Interactions Will Involve AI

#### **AI Versus Generative AI**

What Is the Difference?

AI Is Broader, Uses Machine Learning

AI Understands Complex Concepts

AI Recognizes Patterns and Interprets Natural Language

Generative AI Is a Subset of AI

Generative AI focuses on generating new content

Generative AI Employs Advanced Algorithms

Generative AI Creates Outputs

## **SECTION 1, cont.**

### **Part 3: Practical Uses for Artificial Intelligence**

#### **Preview: Objectives**

#### **What Can AI Do?**

- AI in Art: Canvas
- AI in Medicine
- AI in Agriculture: Robotics in Agriculture
- Analyzing Satellite Imagery
- In-Field Monitoring
- Predictive Analytics, IoT in Agriculture
- AI Applied to Ag Big Data

#### **The Farmer's Alexa**

- Robotic Lens: Zoom Into Flower
- Images Flow to an Algorithm
- The Bottom Line

#### **AI Isn't Perfect**

- AI and a Cool Feature of PPT
- Some Suggestions That Didn't Work
- More Suggestions That Didn't Work

BREAK

### **Part 4: Challenges of Artificial Intelligence**

#### **Preview: Objectives**

#### **Challenges**

- The Role of AI
- Google Fires Engineer
- LSU Issues Statement
- ChatGPT Zero: How AI Is Being Used to Detect Plagiarism?
- AI: Is a Nuclear Catastrophe Possible

#### **We Are Caught Between Good and Evil**

- What Will the Future Hold?
- Godfather of AI Quits Google

#### **Let's Stay Positive**

## **SECTION 1, cont.**

### **Part 5: Artificial Intelligence and the Professions**

#### **Preview: Objectives**

#### **The Future: Connecting AI to the Professions**

World Economic Forum Quote

Establishing Context

We Are Living in an Inflection Point

Professionals and the Great Bargain

Gatekeepers to Specialized Knowledge

We Are Living in an Inflection Point, cont.

Transformation of the Professions

#### **AI and Other Professions: How AI Is Being Used**

Lawyers, Wealth Management, Accountants, Teachers,

Journalists, Researchers, Consultants

AI for Legal Professionals

#### **Future of the Professions: What Should Professionals Do?**

Be Aware of the Changes, Understand the Creative  
Destruction

Recognize the Opportunity for Reinvention

Recognize the Role Appraisers Could Play as Valuation  
Professionals

## **SECTION 1, cont.**

### **Part 6: Connecting Artificial Intelligence to Real Estate**

#### **Preview: Objectives**

#### **AI and Real Estate: Historic Investment in AI Across Industries**

#### **Keeping Up with Innovation**

#### **AI and Real Estate: Focus on Brokers**

Matches Buyers to Properties

Recommendation Engines

AI and Real Estate: Marketing

Augmented Agents

#### **AI and Real Estate: The Trends**

Securitized, Dynamic, Flexible, Transparent, Real Time

## **SECTION 1, cont.**

### **Part 7: Artificial Intelligence and Valuation**

#### **Preview: Objectives**

#### **AI and the Appraisal Profession: The Tools of the Future**

Where Do We Go to Get Them? Who Will Develop Them?

#### **Trends in Technology**

#### **Trends to Watch For**

#### **AI and the Appraisal Profession: Cloud Computing**

Potential, All about Analytics  
Analyze Everything in Real Time

#### **AI and the Appraisal Profession: Big Data**

Consider Quality, Detail, Depth of Data  
How Is Data Analyzed?

#### **AI and the Appraisal Profession: Risks and Opportunities**

Two RICS White Papers: “Global Trends in Data Capture” and “The Impact of Emerging Technologies”

#### **AI and the Appraisal Profession: A Closer Look at Real Time**

Taking All Relevant Data and Determining Value Quickly

#### **AI and the Appraisal Profession: Large Amounts of Data**

AI Can Automate Steps, Challenges of Quality and Depth of Data, Unique Value Added to Data by Subject Matter Experts

#### **Looking at Appraisal Skillsets**

What Is Missing? Using AI to Augment Appraisal Skillsets, Machine Learning/Intelligent Assistants

#### **Appraisal Skillsets: Where Is AI Being Used in Valuation**

Loan Underwriting, Mobile Photo Capture, Photo Analysis, BPO Analysis, Appraisal Management Platforms, Business Intelligence, Generative AI, AI Ties Into Everything

## SECTION 1, cont.

### Part 8: Artificial Intelligence and AVMs

#### **Preview: Objectives**

#### **The Most Prevalent Uses**

AVM Technology: Photo ID, Filling in Data Blanks,  
Machine Learning Applied to Style and Condition  
Replicating Human Ideas of What Is Important in  
a Home

#### **The State of AVMs Today**

Better Data, Machine Learning, AI, Hyper-accurate  
Modeling

#### **The State of AVMs: The (Very) Near Future**

The Ability to Deal with Qualitative Valuation Elements

#### **Accuracy Will Increase and AVM Valuation Testing**

##### **Methods Will Improve**

Pedro Domingos: Author of *The Master Algorithm*  
Appraisers Working with AVM Technology

#### **AVM Standards and the Future**

Appraisal Organizations Could Have an Impact

#### **AVM Development in Commercial Real Estate (CRE)**

Practical Applications of Commercial AVMs: Expected to  
Be More Prevalent in the Future  
Possible Future of Augmented Appraisals

## **SECTION 1, cont.**

### **Part 9: Looking to the Future: Scenarios to Consider**

#### **Preview: Objectives**

#### **A Change in Appraisal Skillsets: Using AI to Increase Business**

Augmented Analysis

Real Time, Predictive Valuation

Mobile Technology

Take Advantage of Augmented Reality

#### **CoStar Go and Siri Example**

Automating Search Relevance and Filtering Methods

Ranking Most Comparable Sales and Displaying Top Six Sales

#### **The Most Likely Scenario**

AI-Augmented Appraisers, Expert Systems, Enabling Opportunity

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## **SECTION 1, cont.**

### **Part 10: Practical Artificial Intelligence: ChatGPT**

#### **Preview: Objectives**

It's Time to Talk ChatGPT

#### **Starting with The Basics: Chatbots**

Computer Programs That Simulate Human Conversation

#### **ChatGPT vis-a-vis Chatbots**

ChatGPT Is But One of Many Bots

#### **Introduction: Generative AI**

What Is Generative AI?

#### **ChatGPT: Natural Language Processing**

Large Language Models

#### **Using ChatGPT: The Basics**

#### **Using Prompts: The Basics**

Asking ChatGPT to Answer a Silly Question, Find Information, Write Something, Summarize Data, Review Text

#### **ChatGPT: The Input; ChatGPT: The Result**

#### **ChatGPT: What, How, Discuss, Explain**

Asking ChatGPT to Help with Research

#### **Writing Meaningful and Effective Prompts**

ChatGPT: Accuracy, Some Concerns about Usage  
Asking ChatGPT to Discuss Its Limitations  
ChatGPT: The Concept of Hallucinations, Takeaways

#### **Uses of Generative AI for Real Estate**

#### **Uses of Generative AI for Appraisal**

#### **Conclusions on Generative AI**

Generative AI and Knowledge Workers

## **SECTION 1, cont.**

### **Part 11: Practical Uses of ChatGPT**

#### **Preview: Objectives**

#### **ChatGPT Prompts**

Command Prompts, Adding Spice,

#### **ChatGPT: Can It Write in Your Style?**

#### **How Does ChatGPT Work?**

Responsibility for Artificial Intelligence

#### **ChatGPT: Prompt Universe**

What to Do When ChatGPT Forgets to Fully Answer

ChatGPT Prompts: General Business, Business,  
Educational, Food and Health, Business Marketing

#### **Looking at Appraisal Use Cases**

Using ChatGPT to Define Neighborhood Boundaries,  
Ask About the Market, Predict the Future, Help with  
a Description, Obtain Macro Market Data

#### **11.1 Interactive Exercise**

Generative AI and Images

Generating an Image with Generative AI

#### **Generative AI: Risks and Concerns**

USPAP Considerations

#### **Takeaways**

USPAP Advisory Opinion 37

#### **A Quick Jaunt Into the GPT 4.0 Model**

#### **Bing Chat: Easy to Find**

Battle of the Bots: ChatGPT vs. Bing Chat

Asking about the Current Housing Market: It's Easy to  
Follow Up

Creating a Picture

Which One to Use?

Things to Think About

## **SECTION 1, cont.**

### **Part 12: Artificial Intelligence: Evolution or Revolution**

#### **Preview: Objectives**

#### **Using AI to Increase Business: How Can AI Help Appraisers?**

Regression Analysis, Non-linear Modeling, More Data, Similarity Comparisons

#### **Steps to Take: Know What Is Happening with AI,**

#### **Steps to Take: AI Research**

#### **Transformational Aspects of AI**

#### **JLL Report: What Will Have the Biggest Impact?**

AI Is Driving Real Estate Transformation

#### **AI and Innovation**

Trends in AI Investment

Trends in Generative AI

Trends in Real Estate with AI

Real Estate and Generative AI

Adopters of Generative AI Are Seeing Returns

#### **What Do the 500 Companies Providing AI Services Do?**

#### **Conclusions**

Regulations, Regulations

#### **A Favorite Quote From Snow Crash**

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## SECTION 2

### Part 13: Disintermediation in the Marketplace: The Rise of Blockchain

#### **Preview: Objectives**

#### **What Is Happening in the Marketplace: The Backstory**

Disintermediation

Decentralization

#### **Changing Business Models**

Compare/Contrast

Disintermediation: Different Landscape

#### **Effects of Disintermediation on the Financial Services**

##### **Industry: A Collapse**

#### **History and Functions of Money**

Three Fundamental Functions

#### **Effects on Financial Services: What Is Digital Transformation**

Imbalance in Wealth

Digital Is Cheaper

#### **Effects on Financial Services: Disintermediation with Blockchain**

What Is Blockchain?

Banks and Non-banks Are Moving Swiftly

## SECTION 2, cont.

### Part 14: Blockchain, Bitcoin, and Cryptocurrency

#### **Preview: Objectives**

#### **What Is Happening in the Financial Sector: Topics to Discuss**

#### **What Is Bitcoin?**

Bitcoin Is Encrypted Digital Currency, Who Invented Bitcoin and Blockchain?

#### **Financial Collapse: Is Bitcoin a Reaction and a Solution?**

#### **Relationship Between Blockchain and Bitcoin**

How Did Blockchain Begin?

What Does Blockchain Do?

How Blockchain Works: The Simple Explanation

Immediate Uses of Blockchain: Recording Ownership, Land Title

#### **Blockchain: The Internet of Value**

#### **Who Can Use Blockchain?**

Advantages of Blockchain: What Makes It Secure?  
Distributed Ledgers, Cost Effective and Timesaving

#### **What Is Ethereum: Relationship to Blockchain**

Perfect for Smart Contracts

What Are Its Advantages?

Ramifications for Property

#### **Blockchain: Interesting and Esoteric Uses**

The Big Eight: Open Networked Business Models

Business Model: The Re-Intermediators

#### **Blockchain: Supply Chain**

Animating the IoT

The Platform Builders and Payments

The Consumer and Bigger, Better Data

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## SECTION 2, cont.

### Part 15: Uses of Blockchain in Real Estate

#### **Preview: Objectives**

#### **What Does Blockchain Bring to Real Estate Space**

#### **Blockchain and Real Estate**

Money Transfers, Property, Transactions, Title Ledgers  
Additional Property Data, Smart Contracts

#### **Blockchain: Benefits to Real Estate**

Speed, Transparency, and Liquidity

#### **Blockchain: Benefits to the Appraisal Profession**

Standardization and Authentication

#### **Practical Real Estate Applications of Blockchain**

#### **What Is Ethereum: What Are Its Advantages**

Challenges, Benefits

#### **Appraisal Data Retrieval: Issues at the Present Time**

#### **Blockchain in Real Estate: Who Is Using It Now**

Jones Lang LaSalle, Inc.

#### **Future Blockchain**

Accenture

#### **Blockchain Technology: Major Issues**

Scalability

#### **Blockchain: Challenges for Wider Implementation**

#### **Blockchain Everywhere: How Much Is Real—How Much Is Hype?**

Marc Andreessen Quote  
U.K. Government Office Quote  
Don Tapscott Quote

#### **Blockchain: World's Major Companies**

Blockchain: IBM  
Blockchain: Microsoft  
Blockchain: Facebook  
Blockchain: Amazon

#### **Blockchain: The Mainstream**

#### **Trends in Blockchain**

#### **Two Examples of NFTs**

#### **Business Meets Blockchain**

#### **Conclusions for the Future**

AI Everywhere, Machine Learning, Cloud, Every Device  
Connected

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## SECTION 3

### Part 16: Artificial Intelligence and the Metaverse

#### **Preview: Objectives**

#### **What Is the Metaverse? The Spatial Internet–Web 3.0**

The Metaverse: Lots of Content

#### **Moving to Web 3.0**

Spatial Dimension  
Accessing Internet  
Characteristics

#### **The Digital World**

Multidimensional World, Mainstream Mobile

#### **The Metaverse Is Here Today: Playing Games**

But Those Are Games! Here Is Google Earth!

#### **Take Me to 4 Privet Lane: The World of Harry Potter**

Harry Potter Film Site

#### **Futurist Viewpoint: Digital Twin**

#### **Buying Property in the Metaverse**

Quote from Bernard Marr, Futurist

#### **What Could We Do in the Metaverse?**

Leisure, Work, Training, Travel, Education

#### **Practical Uses: The Next 5 Years**

#### **Views of the Metaverse**

#### **The Book That Started It All: Snow Crash**

#### **In the Last Few Months: Valuation Review Article**

Web 3.0: It's Time to Level Up

#### **According to McKinsey and Company**

#### **What Are Big Players Doing with AI, Blockchain, and the Metaverse**

IBM, Microsoft, Amazon, Meta, Facebook, Oracle, Baidu, Meta, Tencent

#### **One Practical Manifestation at This time: Augmented Reality**

#### **Metaverse Use Cases: Digital Twins**

#### **Concerns and Trends**

#### **Where It All Comes Together: What Does AI Do?**

Connecting AI and Blockchain: The Emergence of the Metaverse

## **Part 17: Global Conclusions: What Should an Appraiser Do?**

### **Preview: Objectives**

### **Takeaways: Acquiring Knowledge and Preparing for the Future**

Next 1-2 Years: Use ChatGPT and Bing Chat, Keep Up to Speed on Technological Advances

### **Making the Right Moves: Look at the Big Picture**

What Can We Expect in the Future?

### **Building a Foundation: The Foundational Texts**

Additional Resources

### **Where Does A.I. Go From Here?**

Skills Appraisers Will Need to Prosper

### **A Viewpoint on the Future: Rupert Murdoch**

### **Which Tesla Viewpoint Is More Persuasive**

Questions and Comments