

# Virginia Commonwealth Chapter of the Appraisal Institute

## Q2 June 2025

### A Message from the Chapter President

Dear VCCAI Members,

It is hard to believe that we are almost to 'halftime' of 2025. VCCAI is proud of what we have been able to offer its' members this year to date.

On April 10th, Woody Fincham, SRA, AI-RRS taught the required 3 hour Virginia Bias Course via Zoom, where over 80+ attendees joined via zoom. As a member benefit to you, we were able to offer this class for free to chapter members of VCCAI. Year to date, VCCAI has offered 26 hours of education, with 226 students attending our offerings, netting a profit of approximately \$8,000 for our chapter. Please reach out to Lisa Weiss (Executive Director), Nicole Allen (Education Chair) or myself regarding your education / CE needs and if we can serve you better in this regard.

We hope you will sign up and join us for our next educational offering on September 18th at the Center in the Square in Roanoke from 3:00 PM to 6:00 PM. This is a 3 hour Continuing Education opportunity, titled Top 15 Takeaways from your Colleague's Legal Misfortunes, presented and created by Peter Christensen. Immediately following this seminar, we will have our 3Q chapter meeting followed by happy hour at the 6th and Sky Rooftop Bar (the first drink is included with registration). Read the Friday chapter emails to register!

VCCAI sent three participants to LDAC (Leadership Development & Advisory Council) again this year in Washington D.C. May 14th - 16th: Wesley Woods, MAI (3rd year), Eric West, MAI (2nd year) and Nicole Allen, MAI, AI-GRS (2nd year). Lynn Kelsey, MAI, AI-GRS, Immediate Past President of VCCAI, also attended Legislative Day. This was an excellent opportunity for our chapter leaders to connect with other Appraisal Institute leaders from across the country and have the opportunity to meet with politicians on Capital Hill.

On Monday May 19th, a special emergency meeting was called by the VCCAI Board of Directors to discuss the concerns our board had regarding multiple issues/lawsuits involving AI National. Our concerns and demands to action were unanimous among our board. Our letter to the National Board of Directors

was sent the evening of May 19th, and also sent to you on May 20, 2025 to inform you of the board's decisions. On May 21, 2025, the National Board of Directors held a meeting and ultimately decided that Craig Steinley, Vice President, is no longer Vice President or member of the National Board of Directors.

Please do not forget our chapter and our region have scholarships available for those who are on the path to licensure and AI designations. Please reach out to Nancy Dove, MAI (Scholarship Committee Chair) or Lisa Weiss to apply for the available scholarships!

I hope to see you all in September in Roanoke. Have a great summer!

Sincerely,

Greg Mackey, MAI, AI-GRS  
2025 VCCAI President



### Congratulations Denton Woodward, SRA

On May 12, Denton Woodward earned his SRA designation. After running a Richmond-based IT firm for over twenty years, Woodward decided that he didn't want to stare at code all day long for the rest of his life, and started taking appraisal classes in 2019. Upon completion of those classes, he placed an advertisement in the VCCAI newsletter (really! Check out the [Jobs Board in the 2019 4Q newsletter](#)), convinced a grizzled veteran MAI to take a risk on him, and... five years later, has earned his license, certification, and now his SRA. Woodward is a graduate of the College of William and Mary and resides in Hanover County, where he operates a dog boarding business as a side hustle. Most importantly, he wishes his wife would return soon from her current six-month hike on the Appalachian Trail. Congratulations, Denton Woodward, SRA!



On February 27, the chapter participated in Virginia Commonwealth University's Kornblau Real Estate Career Expo. Students were able to gain invaluable insights into diverse career opportunities within the real estate industry—far beyond the traditional paths they may have considered. These experiences working alongside industry partners are instrumental in attracting top talent and preparing the next generation of real estate leaders. Heather Placer Mull, MAI, SRA, noted “This was a great event and I think that it was definitely one of the best events as a chapter because it really engaged our target audience for new members: the students.” Special thanks to Heather, Nick Stafford and Nicole Allen, MAI, AI-GRS for representing the chapter!



Chapter Executive Director Lisa Weiss was featured in a recent issue of *Valuation* magazine. It can be found on the national website using this link:

[57966/](#) Valuation magazine is a quarterly publication of the Appraisal Institute. It provides key

## Did You Know About...

<https://www.facebook.com/virginiacommonwealthchapters>

Our LinkedIn Page: [Search for Virginia Commonwealth Chapter of the Appraisal Institute \(VCCA\)](#)



**Q3 Chapter Meeting with 3 hours of CE!**

**September 18**   **Center in the Square, Roanoke**

Dinner/happy hour @ Sixth & Sky

Instructed by Peter Christensen

This seminar is approved for CE credit with the DPOR.

<https://www.appraisalinstitute.org/education/search/top-15-takeaways-from-your-colleagues-legal-misfortunes-c-so-nj/524837>

Attorney Peter Christensen will offer 15 takeaways & lessons from legal situations & cases involving appraisers. Here are some of the takeaways offered:

- How does USPAP relate to a professional negligence claim?
- What's the most important language in an appraisal report – in relation to an appraiser's potential liability?
- What legal problems have copying and pasting information from Wikipedia into appraisal reports caused appraisers?
- How does the Gramm Leach Bliley Act really apply to appraisers?

The primary learning objectives of the course:

1. Understand the elements of a professional negligence claim regarding valuation services.
2. Understand the role that USPAP serves in forming a key part of the “standard of case” in a professional negligence claim.
3. Understand how the USPAP concepts of intended use and user language relate to the elements of a claim for professional negligence.
4. Know how to evaluate your clients and assignments for risk.
5. Know that borrowers are the most common claimants against appraisers.
6. Know that square footage errors are the single-most common actual mistakes for which appraisers are sued.
7. Understand how to use additional language in reports directed at claims by borrowers (and sellers and other “unintended users”).



8. Understand the basic application and prohibitions of the federal Fair Housing Act and other non-discrimination laws.
9. Recognize that implicit bias may affect all persons, including appraisers, in their judgments.
10. Understand a basic strategy to overcome implicit bias.
11. Know what kinds of references and wording should never be in appraisal reports because of potential issues concerning discrimination.
12. Understand subpoenas and be familiar with the exception to USPAP confidentiality in relation to subpoenas.
13. Learn the importance of “appraising” clients and assignments for risk.
14. Appreciate the special risks posed by conservation easement assignments.
15. Understand how to properly handle a potential legal threat.
16. Appreciate the importance of using plain English and photos regarding special problems or conditions in appraisal reports for the purpose of reducing liability risk.

Peter Christensen is an attorney whose practice is focused on legal and regulatory issues concerning real estate valuation. He is the author of Risk Management for Real Estate Appraisers and Appraisal Firms, published by the Appraisal Institute in 2019.

### SAVE THE DATE:

Installation Event at Boathouse @ Rocketts Landing  
December 11



### Master the New URAR: Essential Seminar for Appraisers

**The biggest shift in residential appraisal reporting in 20 years is here. Are you prepared?** The Appraisal Institute is excited to introduce the Appraiser's Guide to the New URAR, a comprehensive course designed by Fannie Mae and Freddie Mac to help you master the redesigned Uniform Residential Appraisal Report (URAR) and stay at the forefront of your profession.

#### Why This Course Matters More Than Ever

- **Major Industry Shift** – Fannie Mae and Freddie Mac are implementing significant structural and data field changes through the Uniform Appraisal Dataset (UAD) redesign. Understanding these updates is critical for appraisers.
- **Stay Compliant & Competitive** – Ensure your reports align with mortgage lending requirements, helping you avoid costly errors and maintain a competitive edge.
- **Real-World Application** – Learn from expert instructors who will guide you through case studies, best practices, and proven strategies

to enhance your appraisal accuracy and effectiveness.

#### Who Should Attend? This course is ideal for:

- Residential appraisers who complete mortgage lending assignments.
- Appraisers looking to stay ahead of industry changes and maintain compliance.
- Professionals new to residential appraisal who want a strong foundation in the new URAR.

#### What You'll Learn

- **Decode the New URAR** – Gain a clear understanding of every new field and structural change to adapt quickly and efficiently.
- **Avoid Common Pitfalls** – Learn how to sidestep reporting errors and enhance accuracy in your appraisals.
- **Position Yourself for the Future** – Discover how these changes will shape the appraisal industry and how you can leverage new opportunities in the evolving mortgage lending landscape.

This course has been designed for 7 hours of continuing education credits. CE credit hours and state approvals vary—please check the Appraisal Institute's course page for up-to-date schedule and approval information and confirm with your state appraiser regulatory agency. Don't miss this opportunity to strengthen your expertise and secure your future in residential appraisal. Reserve your spot in the Appraiser's Guide to the New URAR today!

<https://www.appraisalinstitute.org/education/search/appraisers-guide-to-new-urar>

### Featured AI Benefit



PropertyReach, Appraisal Institute's newest benefits partner, is offering Appraisal Institute members exclusive access to a powerful real estate data platform at a 40% discount.

This all-in-one solution provides:

- Comprehensive property data on 158+ million properties nationwide
- Detailed property characteristics, permits, liens, and MLS data
- Mortgage details and homeowner contact information
- Powerful list-building tools for business growth

Benefits for Appraisers:

- Save time with consolidated, multi-sourced data
- Reduce costs with affordable MLS access and more

- Enhance accuracy with up-to-date, verified information
- Grow your business with targeted prospecting tools

[View a short guided tour here.](#)



On March 25, the chapter hosted the new seminar *Artificial Intelligence, Blockchain, and the Metaverse: Implications for Valuation* on Zoom. The instructor was Doug Potts, MAI, AI-GRS. There were a whopping 38 participants that registered through the VCCAI chapter! This seminar introduced both residential & commercial appraisers to artificial intelligence (AI) and its applications in the appraisal industry. Through examples & case studies, participants could develop a working knowledge of tools such as ChatGPT, a cutting-edge generative AI model.

## National Nominating Committee Nominates Byron Miller as 2026 AI Vice President

Byron Miller, SRA, AI-RRS, was nominated for 2026 Appraisal Institute vice president by the AI National Nominating Committee at its May 7 meeting in Chicago. National Nominating Committee Chair Sandy Adomatis, SRA, submitted the committee's nomination to the AI Board of Directors. Board members may file petitions for additional nominees in accordance with the Appraisal Institute Bylaws. The AI Board of Directors is expected to elect the 2026 vice president at its August 14-15 meeting. The 2026 vice president will serve as the Appraisal Institute's 2027 president-elect, 2028 president and 2029 immediate past president, in addition to chairing the Finance Committee in 2026 and the National Nominating Committee in 2029. [Learn more about Byron Miller, SRA, AI-RRS.](#)

## LDAC

The Appraisal Institute's Leadership Development and Advisory Council ("LDAC") convened from May 14-16 in Washington, D.C. This is a group of dedicated appraisers who come together once a year in Washington, D.C., to formulate solutions to problems and challenges faced by the appraisal profession. Through a series of roundtable discussions, LDAC provides a forum where ideas and opinions on targeted topics of concern to the appraisal profession are exchanged. This year, LDAC brought together around 120 of the best and

brightest in the real estate valuation profession to discuss issues pertinent to the profession, lobby Congress and get to meet other leaders throughout the country. VCCAI members that attended this year were Nicole Allen, MAI, AI-GRS, Eric West, MAI, and Wesley Woods, MAI.



## New Book

### A Guide to Appraising Religious Properties

With attendance and donations in sharp decline, the landscape of religious properties faces unprecedented challenges. Clients navigating these shifts require your specialized expertise, and that's where this essential guide comes in. Author Bradley R. Carter, MAI, sheds light on:

- Appraisers' critical role of appraisers in guiding lenders, property owners, and brokers through these unique properties
- Expert insights and real-world case studies
- Property analysis, land valuation, cost approach, and sales comparison approach

This book is a roadmap to understanding and mastering the valuation of religious properties in a rapidly changing landscape.

<https://www.appraisalinstitute.org/insights-and-resources/resources/books/book-a-guide-to-appraising-religious-properties>



**Don't forget to check the Virginia DPOR website for news on a regular basis. There's a lot of information/news on their site:**

<https://www.dpor.virginia.gov/Boards/Appraisers>

## 2025 Award Nominations

### *Nominate a deserving colleague by July 31*

The Appraisal Institute would like to recognize some of the brightest, most committed and deserving AI members. If you believe you know an AI member who fits the criteria below for the J. Scott Robinson

Lifetime Achievement Award, Outstanding Service Award, William S. Harps DEI Award, or the Women's Initiative SPOTLIGHT Award, please [nominate](#) that person. Submissions for these Awards must be completed by July 31, 2025.

#### **J. Scott Robinson Lifetime Achievement Award**

The J. Scott Robinson Lifetime Achievement Award is presented to an AI member who best demonstrates high ethical standards; contributed to the Appraisal Institute at the chapter, regional, national and/or international level(s); provided service to his or her community; and contributed to the appraisal profession.

#### **Outstanding Service Award**

The Outstanding Service Award is presented to an AI member who has contributed ideas, service hours and dedication to ensure a specific program or effort is implemented at either the chapter, region, national and/or international level(s).

#### **William S. Harps DEI Award**

The William S. Harps DEI Award recognizes an AI member who exemplifies the value of diversity, equity, and inclusion within the valuation profession and has contributed to making the profession reflective of all the communities we serve.

#### **Women's Initiative SPOTLIGHT Award**

The Women's Initiative SPOTLIGHT Award recognizes an AI member or other individual associated with the Appraisal Institute who has made an important contribution to fostering the growth of women in the valuation profession.

To nominate an AI member for an award or to find out more information on all awards, click below.

[https://www.appraisalinstitute.org/get-involved/awards-and-recognition?utm\\_source=procomms\\_call\\_for\\_2025\\_a\\_ward\\_nominations\\_20250522&utm\\_campaign=professionalcommunications&utm\\_medium=email](https://www.appraisalinstitute.org/get-involved/awards-and-recognition?utm_source=procomms_call_for_2025_a_ward_nominations_20250522&utm_campaign=professionalcommunications&utm_medium=email)



On May 13, the national officers and some select staff offered a recap from the Q2 national board of directors meeting that was held in the prior week. Keep reading your emails as more news from the national office is announced.

#### **In Person QE in Louisville**

The following is the 2025 Bluegrass Chapter Education Calendar; this is a good opportunity to take courses that are not often offered in person. Visit the

[national website to register](#). Courses are held at the Country Inn and Suites (Louisville), instructed by Rick Carlile, MAI, SRA.

June 9-13      Advanced Income Capitalization  
July 28-31    Gen. Market Analysis & Highest & Best Use  
Aug. 11-15    Adv. Market Analysis & Highest & Best Use  
Sept. 22-27    Advanced Concepts & Case Studies  
Oct. 13 - 16   Gen. Appraiser Site Valuation & Cost Appr.



On April 10, the chapter hosted Fair Housing and Bias on Zoom. This seminar, approved to meet the VA and MD requirement for license renewal, was created and presented by Woody Fincham, SRA, AI-RRS. The VCCAI offered it at no cost to chapter members across the state. We had a whopping 83 people enrolled in this offering! After the 3 hour seminar, the Q2 chapter meeting was held on Zoom.

#### **News From National ...**

##### **On-Line Education**

Learn at your own pace  
anytime, 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. Check out the current course listing now!

<https://appraisalinstitute.org/education/search>

Online      Education      click-through  
URL: <https://appraisalinstitute.org/education>

##### **Appraiser Development Initiative**

The Appraiser Diversity Initiative is the premier nationwide program designed to attract new entrants to the real estate appraisal field while fostering diversity in the profession. Working through the National Urban League's Regional Entrepreneurship Centers, the Appraiser Diversity Initiative is designed to reach diverse, talented candidates and educate them about the appraisal profession; provide resources for interested candidates to help them get on a path to success; and offer guidance from appraisers employed by Fannie Mae and Freddie Mac.

<https://www.appraisalinstitute.org/advocacy/appraiser-development-initiative>

##### **Chapter Service Hours & Outside Education**

Instructions on how you can enter outside Continuing Education and service hours can now be found here:



<https://appraisalinstitute.org/why-join/join-pdfs/how-to-self-report-ce> Chapter service falls under Service to the Appraisal Institute for Designated members & Associate members wishing to receive AI CE points for that service. AI professionals will need to submit those hours themselves by logging in to their AI account.

**Webinars** If you are wondering where you can find Appraisal Institute recorded webinars, they are accessible from the Appraisal Institute website under the “Insights and Resources” section or by clicking here: <https://www.appraisalinstitute.org/education/training-topics>

**Scholarships** Appraisal Institute Education and Relief Foundation (AIERF) offers numerous scholarships for AI professionals pursuing either their designation or state certification. Additional information and submission requirements are available on the AIERF website. If you have any questions regarding the scholarships, please email [aiarf@appraisalinstitute.org](mailto:aiarf@appraisalinstitute.org) or call 312-335-4133.

#### **Appraisal Institute Upcoming Events**

July 15: Region V 3rd Q meeting (virtual)  
August 14-15: AI Board of Directors 3rd Q Meeting  
October 7: Joint Region meeting – San Diego  
October 8: CLP – San Diego  
November 13-14: AI Board of Directors 4th Q Meeting

#### **FREE Student Affiliate Membership!**

- No Annual Dues!
- Access to the prestigious Lum Library!
- Discounts on education & publications!
- Complimentary Subscriptions to the award-winning Valuation magazine and The Appraisal Journal!
- Access to many additional [AI Benefits!](#)

**Questions?** [admissions@appraisalinstitute.org](mailto:admissions@appraisalinstitute.org)  
**(312) 335-4111**

#### **Updates from the National Office**

##### **New Membership Support Links**

[Associate Member Policy Manual](#)

[Designated Member Statuses](#)

[Designated Member Readmission: An Overview](#)

[Candidate for Designation Policy Manual](#)

[Candidate Resources](#)

[AI Continuing Education Program Overview](#)

**Appraisal Institute Member Benefits** As an Appraisal Institute member, you belong to a welcoming community, with access to discounted best-in-class education and publications, exclusive offers on industry tools, and invaluable resources. Check out the link below for resources and discounts:

<https://www.appraisalinstitute.org/insights-and-resources/resources/ai-professional-benefits/additional-benefits>

#### **REGIONAL V SCHOLARSHIP MONEY AVAILABLE!**

The Region offers education scholarships for the MAI and SRA designation advanced level courses that are sponsored by Region V Chapters and the Capstone Program, which is sponsored by National. The scholarships do not apply toward online courses. The app is available through Lisa Weiss.

#### **What do Appraisers do?**

- Value all interests, benefits and rights inherent in the ownership of physical real estate
- Value everything from homes, apartment buildings, condominiums, office buildings and shopping centers to industrial sites, hotels, farms and historical districts
- Research, analyze and develop an opinion of value that is relied on by lenders, investors, property owners, buyers, accountants, attorneys and government entities



#### **Virginia Commonwealth Chapter of the Appraisal Institute**

*c/o Lisa Weiss, Exec. Director*  
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856-415-0281 [www.vccai.org](http://www.vccai.org)

The Appraisal Institute is the leading professional association of real estate appraisers. The Appraisal Institute's Code of Professional Ethics and Standards of Professional Practice comprise requirements for ethical and competent practice, and advance equal opportunity and nondiscrimination in the appraisal profession. The Appraisal Institute's work includes an array of professional education and advocacy programs, and stewardship of the highest level professional credentials in residential and commercial real estate appraisal. Organized in 1932, the Appraisal Institute conducts its activities in accordance with applicable federal, state and local laws. Individuals of the Appraisal Institute benefit from an array of professional education and advocacy programs, and may hold the prestigious MAI, SRPA, SRA, AI-GRS, and AI-RRS designations.

#### **2025 Chapter Officers and Directors**

President Greg Mackey, MAI, AI-GRS

Vice President Michael Knight, MAI

Treasurer/ Secretary Nicole Allen, MAI, AI-GRS

Director Eric West, MAI

Director Todd Ohlerich, MAI

Director Luke Higginbotham

Director Matthew Ball, MAI

Director Oluchukwu “Elvis” Odika MAI, SRA

Director Harry Peery

Past President Lynn Kelsey, MAI, AI-GRS

