



A Message from the Chapter President

Dear VCCAI Members,



As we approach the end of 2025, I want to thank each of you for your continued involvement and support of the Virginia Commonwealth Chapter of the Appraisal Institute. It has been a busy and meaningful year for our chapter, and it has been a privilege to serve as your President.

This year, we continued to prioritize high-quality education and connection among our members. In September, we hosted the Appraiser's Guide to the New URAR in Charlottesville (and via Zoom), taught by Woody Fincham, SRA, AI-RRS. We also welcomed Peter Christensen for Top 15 Takeaways from your Colleague's Legal Misfortunes in Roanoke, followed by our 3Q chapter meeting and a well-attended happy hour at the 6th and Sky Rooftop Bar. These events not only provided timely, practical content, but also gave us a chance to strengthen our professional relationships—which, as many of our Member Spotlight participants have said, is one of the greatest benefits of being part of VCCAI.

In October, VCCAI leadership participated in the 4Q Joint Region Meeting in San Diego. Michael Knight, MAI and I attended in person, with Nicole Allen, MAI, AI-GRS joining virtually. This meeting was an important opportunity to hear from National leadership, discuss the past year, and continue to advocate for the interests and concerns of our chapter. We remain committed to representing your voices at the regional and national levels and welcome your thoughts, questions, and feedback at any time.

In less than two weeks on December 11th is our 4Q Meeting and Installation of 2026 Officers at The Boathouse @ Rockett's Landing in Richmond. This will be a wonderful opportunity to close out the year together, recognize our incoming leadership, and look forward to 2026. I hope you will join us in person for this special event.

In closing, thank you again to our Board of Directors, committee chairs, volunteers, and every member who attended a meeting, took a class, served on a committee, or simply stayed engaged with our chapter this year. Your participation is what makes VCCAI a strong, vibrant professional community.

I look forward to seeing you on December 11th and to all that lies ahead for our chapter in 2026.

Sincerely,

Greg Mackey, MAI, AI-GRS
2025 VCCAI President

The Virginia Commonwealth Chapter of the Appraisal Institute invites you to attend the most festive & informative gathering of the year!

ANNUAL INSTALLATION DINNER MEETING THURSDAY, DECEMBER 11TH, 2025

THE BOATHOUSE AT ROCKETTS LANDING, RIVER VIEW ROOM
4708 E. OLD MAIN STREET, RICHMOND, VA 23231

- 5-6 PM: COCKTAIL HOUR (INCLUDES 1 DRINK TICKET PER PERSON; CASH BAR THEREAFTER)
- 6-7 PM: DINNER BUFFET
- 7-8 PM: PRESENTATION OF CHAPTER AWARDS

CLICK THE LINK
BELOW TO REGISTER
[TINYURL.COM/467UD4UN](https://tinyurl.com/467UD4UN)

KEYNOTE SPEAKERS & INSTALLATION OF OFFICERS AND DIRECTORS

- PRESIDENT: MICHAEL KNIGHT, MAI
- VICE PRESIDENT: NICOLE ALLEN, MAI, AI-GRS
- SECRETARY/TREASURER: LUKE HIGGINBOTHAM
- PAST PRESIDENT: GREG MACKEY, MAI, AI-GRS
- DIRECTORS: MATTHEW BALL, MAI; MARK BOYKIN, MAI, SRA; TODD OHLERICH, MAI; HARRY PEERY, ERIC WEST, MAI; WESLEY WOODS, MAI

RESERVATIONS MUST BE MADE BY DECEMBER 4TH.
QUESTIONS? CALL 856-415-0281

AS A MEMBER BENEFIT, DINNER IS FREE FOR OUR MEMBERS & ONE GUEST. ADDITIONAL GUESTS ARE \$80.

(IF YOU HAVE MORE THAN ONE GUEST, CONTACT LISA TO ARRANGE PAYMENT.)

ALL CHAPTER NEWS AND INFO CAN BE FOUND ON THE CHAPTER WEBSITE:
[WWW.APPRAISALINSTITUTE.ORG/CHAPTERS/VIRGINIA-COMMONWEALTH](https://www.appraisalinstitute.org/chapters/virginia-commonwealth)

Questions or Need help enrolling? Email: LisaMay.Weiss@appraisalinstitute.org Call: 856.415.0281

Register here:

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=0A3890DD-9693-4633-B675-30625DFDB719

UPCOMING EDUCATION

2026-27 7-Hour National USPAP® Continuing Education Course

**February 4, 2026 8:45AM - 4:15PM (EST)
7 CE hours (30min lunch)**

Mark V. Smeltzer, Sr., MAI, SRA, AI-GRS, AI-RRS

This required 7-hour continuing education course, copyrighted by The Appraisal Foundation, focuses on USPAP requirements for ethical behavior and competent performance by appraisers. The course will help you gain competency in USPAP, and it will help those subject to state licensing or certification and continuing education requirements imposed by professional organizations, client groups, or employers gain competency as well.

To register for the in-person event at CoStar in Richmond:

<https://www.appraisalinstitute.org/education/search/2026-27-7-hour-national-uspap-continuing-education-course/525509>

Zoom Registration:

<https://www.appraisalinstitute.org/education/search/2026-27-7-hour-national-uspap-continuing-education-course/525508>

USPAP NOTE: There is one MAJOR change in regards to the new USPAP course: All materials will need to be purchased by the student directly from the Appraisal Foundation. For years, our national office has supplied the student manual – that is no longer the case.

<https://appraisalfoundation.org/pages/store>

Also – when ordering materials, BE CAREFUL! There is no bundle for the 2 NEW books you need on their website. Make sure you order the 2 shown below (if you already have the standards book.) The old versions are still available for sale, and it's pretty easy to order incorrectly.



Artificial Intelligence and the Appraiser

**Thursday, January 22, 2026 Zoom
3pm-5pm (2 CE hours) REGISTRATION COMING SOON!**

Developed and Presented by Justin Gohn, MAI, SRA, and Chandra Mast.

Step into the future of real estate with this seminar's tactical playbook on integrating AI tools into every facet of the appraisal process. This sharp, high-impact session unveils how a "personal army of bots" can juggle your inbox, scrape federal bids, analyze market sentiment & whip up full-fledged regression models. Whether you're digging into area comps or mapping out a SWOT analysis with five photos & a dream, this is AI for the boots-on-the-ground appraiser. No fluff—just a fast, scalable system for taking back your time & supercharging your business.

IMPORTANT NOTE: The 7 hour AQB mandated fair housing/bias seminar is on demand only (online). CHECK STATE APPROVAL BEFORE SIGNING UP! There are currently NO PLANS for national to develop an in-person class. If you still have a voucher for a free online seminar from paying your dues in full early in 2025, you can use that on the bias course. To use that voucher, you must register by 12/31/25, but you can take the course after that as long as you have registered for the course officially by year end.

I contacted the Virginia Board in regards to the changing requirements. Here is the information as received from them: **Regarding the upcoming increased education requirement for Fair Housing/Bias:** If an individuals license expires 1/31/26 they would need to have completed the new 7-hour requirement as it will be in effect. This change will affect all licenses expiring after the first of the year.

The chapter is bringing you the VALUATION OF CONSERVATION EASEMENTS course on March 24-27, 2026. Watch for more information as soon as we can bring it to you – but get excited for it NOW!

Stay Alert: Protect Yourself from Phishing Emails

Recently, an outside group attempted to send messages that mimicked an official Appraisal Institute dues notice. While our systems remain secure, we want to remind members to stay vigilant when reviewing emails that appear to come from the Appraisal Institute or any other organization.

Here are a few best practices reinforced in a [Security Bulletin](#) in our Customer Service section to help you identify legitimate emails:

- Check the sender's address carefully. Official Appraisal Institute messages come from addresses ending in @appraisalinstitute.org. Be cautious of misspellings or look-alike domains.
- Hover before you click. Before clicking a link, hover over it to verify that it directs to an

official Appraisal Institute domain or another trusted site.

- Avoid sharing personal or financial information by email. The Appraisal Institute will never ask for sensitive data such as passwords or credit card details via email.
- Watch for urgency or threats. Scammers often use phrases like “immediate action required” to pressure recipients into responding quickly.
- When in doubt, verify. If something feels off, contact the Appraisal Institute directly through our [Customer Service page](#). Do not reply to the suspicious email.

Your attentiveness helps protect both you and our professional community. Thank you for helping keep Appraisal Institute communications safe and secure.

National is offering a special incentive to members who renew in full by January 6, 2026. Members who pay their renewal in full by this date will receive an exclusive discount on our new cutting-edge professional growth program on artificial intelligence, entitled [AI on AI](#). Refer to your renewal email for more information.



Annual Conference: What Appraisers Can Expect

The 2026 Appraisal Institute Annual Conference, set for April 14–15 in Nashville, features three distinct tracks — Residential, Commercial, and Business & Professional Development — giving attendees the flexibility to focus on technical learning, market insights, or career growth.

This article spotlights the Residential track, which combines essential policy updates with forward-looking sessions on business strategy, technology, and leadership — giving appraisers the tools to elevate both their expertise and their enterprise.

But this year, the conference goes further. The new Business & Professional Development track marks a major evolution — helping appraisers strengthen the skills that drive long-term success: leadership, communication, marketing, and entrepreneurship. In “Leadership and Opportunity: Creating Change in the

Profession and at the Appraisal Institute,” attendees will learn how to get involved in governance, education, and publishing — and how those experiences advance both careers and the profession. [Beyond Continuing Education: Building Professional and Business Growth](#)

Sessions such as “Lessons in Building Achievable, Repeatable Business Success” and “Working Smarter to Unlock Your Potential” guide appraisers through business planning, client management, and team building. Professional Coaching Sessions will offer a hands-on look at how small group coaching can elevate productivity and goal-setting.

Meanwhile, “Expanding Your Influence: Mastering LinkedIn, GenAI, and the New Find an Appraiser” and “Building Your Brand and Expanding Your Network the Right Way on Social Media” deliver strategies for visibility and digital outreach.

This focus on professional growth — rarely seen at this scale in appraisal education — helps attendees strengthen both the business and human sides of their work.

[Grounded in the Essentials: Staying Current in the Lending Space](#)

Residential appraisers still rely on a solid foundation of technical and regulatory knowledge, and the conference delivers exactly that. Sessions like “Need-to-Know Appraisal Updates from the GSEs” and “Responding with Confidence: ROVs and Repurchase Requests for Residential Appraisers” will cover the UAD/URAR redesign, GSE policy shifts, and lender expectations.

Complementary sessions such as “Coverage Crunch: Valuation Impacts of Insurance Availability and Costs” and “Housing Affordability & Market Volatility” connect market and environmental trends to valuation practice.

These sessions form the bedrock of the conference experience — ensuring attendees leave equipped to stay compliant, credible, and competitive.

[Expanding the Opportunity Set: Building Beyond the URAR](#)

The 2026 conference highlights new markets and client relationships that build business resilience.

“Beyond the 1004: New Appraisal Opportunities and Revenue Streams in Residential Appraisal” and “Beyond the Lender Scope: Private-Party, Tax Appeal, and Pre-Listing Valuations” explore diversification opportunities such as estate, divorce, and litigation assignments.

“Efficacy in the Courtroom: Residential Case Studies on Effective Expert Witness Testimony” will demonstrate how to communicate valuation conclusions under pressure, while “What Appraisal Clients Want You to Know” offers direct insight from

residential chief appraisers on emerging client priorities.

Leveraging Innovation Responsibly

Technology is reshaping the profession – and this year’s sessions help appraisers adapt with confidence.

In “AI and Tech on the Ground” and “GenAI in the Report: Meeting End-User Expectations with Clarity and Compliance,” experts show how data tools and generative AI are changing fieldwork and reporting.

Meanwhile, “Using GenAI Ethically” and “The Best of GenAI: Success Stories and Tips From AI on AI” focus on disclosure, compliance, and responsible innovation – helping appraisers embrace new tools while upholding professional standards.

A Conference That Builds More Than CE Credit

The Appraisal Institute Annual Conference remains the profession’s trusted source for education and CE credit – but in 2026, it also delivers something more: a holistic approach to professional success.

<https://www.appraisalinstitute.org/2026-annual-conference>



On October 7-8, nearly 200 Appraisal Institute members gathered in San Diego, California for two days of skill building and networking to start Q4 strong. Events included the joint region meeting and Chapter Leadership Program. The joint regional meeting was also broadcasted on zoom, where dozens more participated from afar.



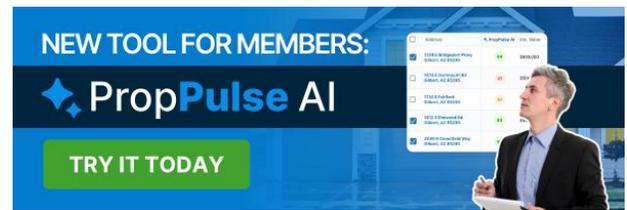
Featured AI Benefits

Appraisal Institute Members can save up to 35% off Avis PAY NOW rates when making a reservation with Avis Worldwide Discount (AWD) number A922300. Complete your reservation and receive instant



online & email confirmation of your travel plans.

<https://www.avis.com/en/association/A922300>



Appraisal Institute members now have access to PropPulse AI through PropertyReach. This AI-powered tool predicts which properties are most likely to sell, helping you pinpoint potential clients, identify market trends and save hours of research time. Members receive an exclusive 40% discount on all PropertyReach plans. [Click here to learn more.](#)

Interesting Articles

Being a business owner means growing right alongside your business

Eight key skills every leader should focus on – from emotional intelligence and curiosity to digital literacy & creative problem-solving.

https://www.forbes.com/sites/allbusiness/2024/02/12/8-leadership-skills-every-small-business-owner-should-cultivate/?mkt_tok=MTY2LVNVTS03NDQAAAGdab-oShu350eCBdr08ba-qNF96SvunOhTuZ0sZnWqARRGub2sOI510dGHlkNymoywpDDknn4bERMp7luUEgJCe6XhIBrollPm_-Fvs9AmA07R1Q

Mom-and-pop landlords still dominate the single-family rental market

According to BatchData’s analysis, 89.6% of single-family rentals are owned by landlords who hold between 1 and 5 properties.

https://www.resiclubanalytics.com/p/mom-and-pop-landlords-still-dominate-the-single-family-rental-market-batchdata-finds?utm_source=www.resiclubanalytics.com&utm_medium=newletter&utm_campaign=mom-and-pop-landlords-still-dominate-the-single-family-rental-market-batchdata-finds_&_bhlid=5d1adf1f601efb1fed36df5535001654761b63c7

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 listings:

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

Online 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 aierf@appraisalinstitute.org or call 312-335-4133.

Appraisal Institute Upcoming Events

April 13: Joint Region Meeting – Nashville
 April 14-15: Annual Conference – Nashville
 May 20-22: LDAC – Washington DC

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
 (312) 335-4111

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.

2026 Capstone Program Schedule Now Available

The General Demonstration Report—Capstone Program is an option that general Candidates may choose to complete their demonstration of knowledge requirement for the MAI designation. Learn more about the program, the required prerequisites, and [register here](#).

Location	Registration Deadline	Materials Released	Webinar #1	Webinar #2	Classroom/Synchronous
Synchronous	January 15, 2026	January 16, 2026	February 6, 2026	March 3, 2026	March 23-29, 2026
Synchronous	April 2, 2026	April 3, 2026	April 24, 2026	May 19, 2026	June 8-14, 2026
Chicago, IL	June 4, 2026	June 5, 2026	June 26, 2026	July 21, 2026	August 10-16, 2026
Raleigh-Durham, NC	August 20, 2026	August 21, 2026	September 11, 2026	October 6, 2026	October 26-November 1, 2026
Synchronous	October 1, 2026	October 2, 2026	October 23, 2026	November 17, 2026	December 7-13, 2026

Support AI PAC Today! This is our profession's voice in Washington. It helps build relationships with key lawmakers, educate policymakers, and support those who champion credible, independent valuation. Now is the time to keep that momentum going. Every contribution—no matter the size—makes a difference. Members who contribute \$500 or more are recognized in the Presidential Club for their leadership and support.

<https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=cscdonationslist>

Trending Topic Thursday

Showcasing Approved UAD 3.6 Software Solutions

December 18 • 12:00 – 1:00 p.m. ET
<https://events.zoom.us/j/An9A9wDGZq-C60gOgibJHg5jdJj-UPwOyByWfmGgGEfRRmgtBmcj~AgbPOVXu598mRMVsVxPkDblmqkv0ahFg-AZ-XumW0lwlfyXShdda8JKlfmmiye14fDaTtnXdzwJ1vJT4fsrn-msilA>

New Chapter Website!

<https://www.appraisalinstitute.org/chapters/virginia-commonwealth>



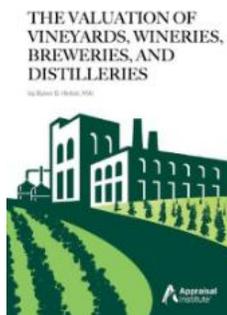
Our LinkedIn Page: Search for Virginia Commonwealth Chapter of the Appraisal Institute (VCCA)

New Release

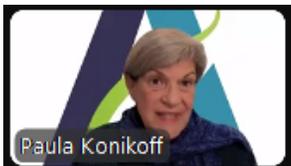
The Valuation of Vineyards, Wineries, Breweries, and Distilleries

Author: Byron B. Hinton, MAI

With useful guidance on applying the cost, sales comparison, and income capitalization approaches—plus invaluable data sources to help you support your analyses—this book is as practical as it is comprehensive. *The Valuation of Vineyards, Wineries, Breweries, and Distilleries* provides clarity and depth to help you deliver sophisticated valuations of these properties with confidence.



https://www.appraisalinstitute.org/mlp/the-valuation-of-vineyards-winerries-breweries-and-distilleries?utm_source=20251029_zd4155_vineyards-winerries-breweries-and-distilleries&utm_campaign=publications&utm_medium=email



Paula Konikoff



Sandy Adomatis

On November 18, the Appraisal Institute held a Board Recap and Q&A on Zoom. The purpose of this meeting was to discuss the state of affairs of the Appraisal Institute following the Fourth Quarter 2025 Board of Directors Meeting.



Michael Mignogna

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
 43 Crescent Hollow Drive,
 Sewell, NJ 08080
 856-415-0281



<https://www.appraisalinstitute.org/chapters/virginia-commonwealth>

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

