



Delaware Chapter 2025 Education Scholarship

Delaware Chapter members, in good standing with the Appraisal Institute, can apply for funding from this scholarship fund by submitting an application. This scholarship fund is available for this year only, based on recent profits with chapter educational offerings. Continuance of this fund will be reconsidered on an annual basis. For the application, email Lisamay.weiss@appraisalinstitute.org

Delaware Law, Rules & Regulations

On Wednesday, September 17, forty people attended our 2 hour CE offering *Delaware Law, Rules & Regulations*. The seminar, developed and instructed by Jay White, MAI, fulfilled the mandatory state license renewal requirement for those who practice real estate appraisal in the state of Delaware. There was an overview of qualifying education and reciprocity requirements. The function of the appraisal council and the disciplinary process was discussed.

Membership with the Delaware Chapter has a LOT to offer!

- Scholarship funds are available to ANY chapter member for ANY Appraisal Institute educational offering! Apply, and the board will act based on current requests and finances—it's easy!
- Going for a designation? We'll help-- WE WANT YOU DESIGNATED!
- Mandatory Delaware Law seminars are FREE for Delaware Chapter members! (In 2025, the chapter also paid for Delaware Chapter members to take local offerings of the NJ and PA Law seminars!)
- Events—in person and on Zoom—offer chances for members to network.
- Weekly chapter email, keeping members informed on local, regional, and national information.
- Award-winning quarterly newsletter, filled with great information related to our profession.

Membership in the National Organization:

- Distinction in the marketplace: Appraisal Institute membership demonstrates pursuit of knowledge and excellence.
- Discounts on education: Appraisal Institute members receive discounted pricing on all education offerings.
- Find an Appraiser: The Appraisal Institute's Find an Appraiser tool helps the public find appraisers in their area.
- Scholarships: The national organization offers many scholarships in addition to those offered by our chapter.

The Delaware Chapter is lively and robust:

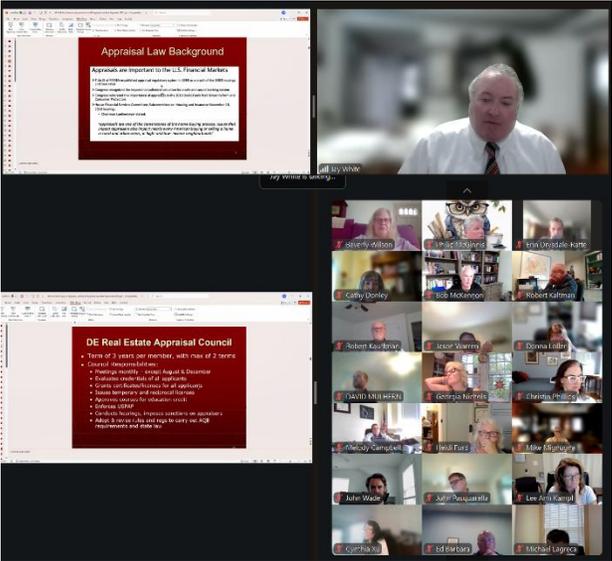
- Commitment to professional growth
- Willing to share knowledge
- Supporting the appraisal industry makes the Delaware Chapter alive and robust.

We're proud of our members... and look forward to welcoming new members!

Non-members: What are you waiting for? <https://www.appraisalinstitute.org/why-join>

New Chapter Website: <https://www.appraisalinstitute.org/chapters/delaware>

Appraisal Institute Delaware Chapter



New Chapter Website!

<https://www.appraisalinstitute.org/chapters/delaware>



Visit the site often and stay current on chapter affairs!

A Message from the Chapter President

Friends and Fellow Chapter Members,

It was a pleasure serving as the Delaware chapter president. While we may not have accomplished nearly all of the things as I had hoped, the chapter remains fiscally sound with new member prospects growing. We introduced a very professional membership flyer, as seen in the newsletter. We also have chapter scholarships available – just ask!



I was happy and proud to attend the Joint Regional Meeting and CLP in San Diego this fall. (See photo.) National events are always a great time to hear fresh ideas that are working for others across the country.

I'd like to thank Lisa Weiss for all of her tireless efforts keeping me and our chapter together. I look forward to helping the incoming president!

Ben Bauer, MAI, 2025 Chapter President
(Pictured: Ben and Sandy Adomatis, SRA, 2024 Appraisal Institute President)

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.

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



UPCOMING EDUCATION

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

February 20, 2026 8:45AM - 4:15PM (EST)
7 CE hours (30min lunch)

Brian Flynn, MAI, AI-GRS

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.

<https://www.appraisalinstitute.org/education/search/2026-27-7-hour-national-uspap-continuing-education-course/525532>

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.



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.



Inside the Annual Conference: What To 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.



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-

[qNF96SvunOhTuZQsZnWqARRGub2sOI510dGHlkNymowpDDknn4bERMp7luUEgJCe6XhIBroilLPm_-Fvs9AmA07R1Q](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=newsletter&utm_campaign=mom-and-pop-landlords-still-dominate-the-single-family-rental-market-batchdata-finds&_bhlid=5d1adf1f601efb1fed36df5535001654761b63c7)

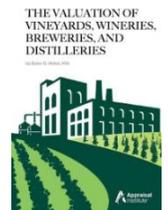
Mom-and-pop landlords still dominate the single-family rental market According to BatchData's analysis, 89.6% of single-family rentals are owned by landlords who hold between 1 and 5 properties. https://www.resiclubanalytics.com/p/mom-and-pop-landlords-still-dominate-the-single-family-rental-market-batchdata-finds?utm_source=www.resiclubanalytics.com&utm_medium=newsletter&utm_campaign=mom-and-pop-landlords-still-dominate-the-single-family-rental-market-batchdata-finds&_bhlid=5d1adf1f601efb1fed36df5535001654761b63c7

New Release

The Valuation of Vineyards, Wineries, Breweries, and Distilleries By 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-wineres-breweries-and-distilleries?utm_source=20251029_zd4155_vineyards-wineres-breweries-and-distilleries&utm_campaign=publications&utm_medium=email



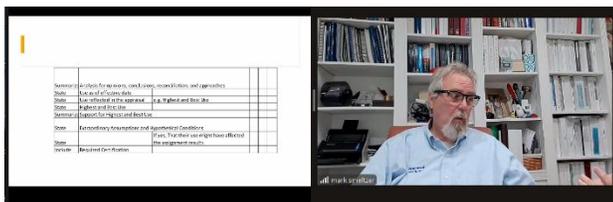
National is offering a special incentive to members who renew in full by January 6, 2026. Members who pay their renewal in full by this date will receive an exclusive discount on our new cutting-edge professional growth program on artificial intelligence, entitled **AI on AI**. Refer to your renewal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



Building a Workfile

On Thursday, September 25, the chapter offered the 7 hour seminar *Building a Workfile* to attendees on Zoom. It was instructed and developed by Mark V. Smeltzer, Sr., MAI, SRA, AI-GRS, AI-RRS. *Building a Workfile* was designed to provide an understanding of how to document and maintain their workfiles in support of appraisal and appraisal review assignments. The program covered the Record Keeping Rule of USPAP as well as pertinent Advisory Opinions and Frequently Asked Questions, AOs and FAQs, along with Standards 1, 2, 3 and 4 of USPAP. Attendees were shown how to document adherence to the requirements of the applicable USPAP Standards including completing checklists for both

development and reporting standards, which they will be able to include in their workfiles, along with the proper retention, and disposal of workfiles.

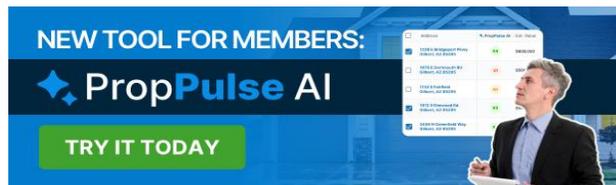


Featured AI Benefits

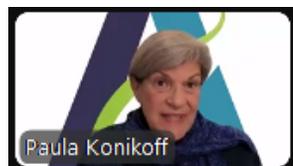
Appraisal Institute Members can save up to 35% off Avis PAY NOW rates when making a reservation with Avis Worldwide Discount (AWD) number A922300. Complete your reservation and receive instant online and email confirmation of your travel plans.



<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.](#)



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.



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 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 and Associate members wishing to receive AI Continuing Education 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 ai erf@appraisalinstitute.org or call 312-335-4133.

Appraisal Institute Upcoming Events

April 13, 2026: Joint Region Meeting – Nashville
April 14-15, 2026: Annual Conference – Nashville
May 20-22, 2026: 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>

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>

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 |

Are you currently working towards a designation? The chapter would like to assist you on your path towards this goal. Please email LisaMay.Weiss@appraisalinstitute.org to get the ball rolling — WE WANT YOU DESIGNATED!



c/o Lisa Weiss, Executive Director
43 Crescent Hollow Drive, Sewell, NJ 08080
856-415-0281

LisaMay.Weiss@appraisalinstitute.org
DelawareChapter@appraisalinstitute.org
<https://www.appraisalinstitute.org/chapters/delaware>

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

Benjamin Bauer, MAI, President
Todd Harrison, MAI, Past President
Kevin O'Malley, Vice President
Lissa Brutus, Treasurer
Kristina Clark, MAI, Secretary
Tom Reynolds, SRPA, Director
R. Braxton Dees, MAI, Director
Robert Klein, MAI, AI-GRS, Director

**2018, 2020 & 2021 Appraisal Institute
Chapter Newsletter Award recipient
(medium-sized chapter)**