

Hampton Roads Chapter of the Appraisal Institute

Q1 March 2026 Newsletter

Hampton University Career Fair



On February 12, Chapter President Rob Wright, MAI, and Vice President Woody Fincham, SRA, AI-RRS, attended the Hampton University Spring 2026 Career & Internship Fair. This event gave college students the opportunity to explore many disciplines and career paths. It was a fantastic event! They made contact with over 40 eager college students, who will now be receiving more information from us about the profession!



President's Message

My fellow colleagues,

It is an honor to serve as your Chapter President for 2026. For starters, I'd like to express my gratitude to our Past President, Jeff McCormick, MAI, as well as the many others who have volunteered their service in this position before me. I would be remiss if I didn't thank our Executive Director, Lisa Weiss, for keeping this chapter engaged and operating smoothly. For those unaware, Lisa is behind the scenes coordinating education opportunities and keeping us updated on national and regional events, among many other things.

We have been off to a fast start in 2026. The first chapter meeting was held on January 22 following a two-

hour Zoom presentation on Artificial Intelligence. On February 19th, the chapter held a 2-hour CE working lunch/port overview at Virginia International Gateway, with great presentations by Joe Ruddy and Chris Gullickson. More on those can be found later in this newsletter.

We will have some upcoming education opportunities to include a Zoom offering of Business Practices and Ethics on May 19. We are also planning an on-site, hands on training on "Using the iPad and Mobile Appraising" sometime this Spring. Please be on the lookout for Friday emails from Lisa Weiss with more details to come. For our residential appraisers, the new URAR form becomes mandatory for all GSE appraisals on November 2, 2026. While I do not have personal experience with this form, it is my understanding that there is a learning curve in utilizing it. We are hoping to be able to offer a 7-hour seminar on the Appraiser's Guide to the New URAR. Please stay tuned.

Betsy Hughes, SRA, AI-RRS recently stepped away from her position as Education Chair after years of honorable service & dedication. We owe her a debt of gratitude for the time she spent coordinating education opportunities for us. With that said, we are trying to fill the position of Education Chair. If you are interested or know someone interested, please contact me and/or Lisa Weiss. My email is rwright@valbridge.com. If you are interest in serving on the 2027 Board of Directors for this chapter, please reach out.

The Leadership Development and Advisory Council (LDAC) will be held in Washington, D.C. from May 20 to May 22. The chapter is thrilled to send Corinna Payne, SRA, for her second year. She will be joined by first year participant Stephanie Forloines. We thank them both for attending!

This year I hope to continue efforts to pique the interest of college students in our field as valuation professionals. To that end, I joined our Vice President, Woody Fincham, SRA, AI-RRS, RAA, ASA on February 12th in attending the 2026 Hampton University Career Fair. There, we had the pleasure of meeting a number of bright students and speaking with them about the appraisal profession as a career, as well as the Appraisal Institute as an organization. Many expressed interest in internship opportunities. If you are interested in mentoring a student, please email Lisa Weiss (LisaMay.Weiss@appraisalinstitute.org).

If you have particular education topics that you'd like for our chapter to explore or have suggestions for new locations for lunch/dinner meetings, please feel free to email me or any of our board members. I look forward to seeing you all at future chapter events.

Thanks,
Rob Wright, MAI

Q1 In Person Event: New Location, Great Topic!



On February 19, the chapter hosted a fantastic lunch event at the Virginia International Gateway in Portsmouth. [Port Overview: What Appraisers Should Know](#) was presented by Chris Gullickson, Director, Development Engagement, Virginia Port Authority, and Joe Ruddy, Chief Operating Officer, Virginia International Terminals. (shown above).



The Port of Virginia stands as America's most modern gateway—an essential economic engine for Hampton Roads, the Commonwealth of Virginia, and the broader Mid-Atlantic region. During this seminar, participants gained a firsthand, comprehensive overview of key port initiatives and strategic priorities and how they relate to their profession.



Fannie Mae Announcement (SEL-2025-10) Accessory dwelling units and manufactured homes updates

Fannie Mae expanded their accessory dwelling unit (ADU) criteria to meet the growing demand for flexible and affordable housing solutions. Expanded eligibility updates to the [Selling Guide UAD 3.6 Policy Supplement](#) include:

- Multi-unit properties: Allows two- to three-unit properties to include ADUs, provided the number of dwelling units in the primary structure plus the ADUs does not exceed four.
- Multiple ADUs on single-unit properties: Extends eligibility to one-unit properties with up to three ADUs.
- One ADU for standard manufactured housing: Extends eligibility to single-unit manufactured homes (single- or multisection) as the primary dwelling with a single ADU classified as real property.
- Multiple ADUs for MH Advantage®: Extends eligibility to (single- or multi-section) MH Advantage as the primary dwelling, to include ADUs provided the number of dwelling units plus the ADUs (which must all be classified as real property) does not exceed four.

Properties with multiple ADUs must still be classified as either single-unit or two- to three-unit principal residences.

Manufactured Homes expanded eligibility reflects a significant step toward expanding financing access and modernizing appraisal standards for diverse manufactured housing configurations.

The revisions include:

- Single- and Multi-section: Updates to definitions
- Manufactured Home: Extends eligibility to two- to four-unit properties.
- Multi-story Manufactured Homes: Extends eligibility to multi-story manufactured homes.

Effective: These changes are effective Mar. 31, 2026, and are only available to lenders utilizing UAD 3.6 policy.

WIN Conference



NCAI is excited to host its first-ever WIN Conference on Thursday, March 12th at the Canopy Realtors Building in Charlotte, NC. This full-day event will bring together real estate professionals for engaging sessions and networking opportunities across all sectors, including development, brokerage, appraisal, and investment. Attendees will hear from a dynamic lineup of expert speakers addressing current real estate trends, the impact of artificial intelligence on the industry, and the ways real estate shapes communities and the world around us.

<https://www.appraisalinstitute.org/education/search/2026-win-conference-c-nc/526036>

Annual Conference – April 14-15

Join us as we return to the stage after a brief hiatus, bringing together valuation professionals in the vibrant and musically enriched city of Nashville. This year's conference theme celebrates harmony, innovation, and revitalized connections within the appraisal community.

Learn through hands-on demos of today's most relevant valuation tools and technology, network with hundreds of appraisers from across the country, gain insights from industry leaders shaping the future of appraisal, participate in interactive sessions, quizzes, and competitions, explore business strategies to strengthen your practice, and earn continuing education credit while advancing your expertise. <https://www.appraisalinstitute.org/2026-annual-conference>



Public Consultation Open: IVS Exposure Draft

Public comments are now being accepted on the International Valuation Standards (IVS) Exposure Draft, which proposes updates to the International Valuation Standards. The consultation is open until April 30, 2026, and feedback is invited from appraisers and valuers, standards users, regulators, academics, professional bodies, and other stakeholders with an interest in IVS. Responses will inform the next edition of IVS, scheduled for publication in January 2027. Comments can be submitted through the online consultation survey, with all responses considered as part of the standard-setting process. <https://ivsc.org/consultations/ivs-exposure-draft-for-consultation-2026/>

Why “Diversifying Your Clients” Feels Riskier Than It Should

From the Appraisal Institute

Most residential appraisers understand, at least intellectually, that relying on a narrow set of clients isn't ideal, even if it appears to provide steady revenue. They've heard it before: “Don't put all your eggs in one basket.”

And yet, many appraisers don't act on it. Not because they disagree — but because diversification, as it's usually discussed, feels risky. The unspoken concern sounds something like this: “I can't afford to disrupt what's currently paying the bills.”

That concern is reasonable. Appraisal businesses are rarely consistent. So appraisers do what professionals are wired to do: they protect what works.

The problem is that protection can quietly turn into dependence.

Stability Isn't the Same as Safety

A steady stream of lender work can feel stable, but stability isn't the same as resilience. Resilience comes from having options. Many residential appraisers discover that their income was never as secure as it felt. Changes such as a shift in loan volume or a policy change can expose just how concentrated their business really is. When that happens,

the conversation about “finding new clients” becomes reactive instead of strategic.

The Mistake Most Professionals Make

When diversification is discussed, it's usually framed as replacement:

- Replace lender work with attorney work
- Replace volume with higher-fee assignments
- Replace old clients with new ones

That framing creates fear because it suggests you must give something up before you try something new. But there is a better way to think about growth — one that aligns much more closely with how professionals manage risk.

Protect First. Expand Second.

A smarter approach starts by protecting existing income, not challenging it. Ask yourself: “What part of my business must remain untouched while I explore?” This is where the concept of ring-fencing income becomes powerful. Ring-fencing means drawing a clear boundary around the revenue that keeps your business stable—and refusing to put it at risk while you test new opportunities.

What Ring-Fencing Looks Like in Practice

Ring-fencing might mean:

- Keeping your most reliable clients fully intact
- Allocating a small portion of your capacity to exploring new client types
- Testing conversations with attorneys, investors, or other non-lender users without depending on them for immediate income

You are not risking the business, you are running controlled experiments.

A Simple Framework for Exploring a New Channel

Here is a practical way to begin without disrupting your core business:

- Identify your primary revenue channel and commit to not changing anything about it for at least six months.
- Perform a brief self-audit, including your current skills, experience, and interests, and choose one new market to explore.
- Select a target group, such as real estate investors.
- Define how their needs differ from lender clients.
- Monitor local trends and activity within that group.
- Meet prospects intentionally — for example, by attending local real estate auctions—and prepare a short, targeted elevator pitch that speaks directly to their needs.

It is important to recognize that advisory or consultative assignments often require different skills than standardized appraisals. Exploring new client channels may involve strengthening fundamentals beyond form-based reporting, such as cost analysis, highest and best use, and feasibility concepts. Appraisers often begin building that capacity through:

- Targeted education, such as national Appraisal Institute courses focused on the cost approach, highest and best use analysis, and broader valuation fundamentals
- Local chapter involvement, which can provide insight into market trends, emerging property uses, and how non-lender clients think about value

- Peer collaboration, offering exposure to different workflows and expectations outside traditional assignments

This approach allows you to learn, adjust, and build credibility while your existing business continues to pay the bills.

The Real Opportunity

Diversifying your client base is about reducing dependence so that no single client, policy shift, or market cycle can dictate your income. When appraisers approach expansion strategically — protecting what they have while testing what’s possible — they discover that growth doesn’t have to feel dangerous. It can feel methodical, controlled, and ultimately empowering.

Education Calendar

Business Practices and Ethics 6 CE hours

Tuesday, May 19, 2026 Zoom

Instructed by Woody Fincham, SRA, AI-RRS

This important course provides information about standards and ethics requirements for valuers in general and, more specifically, for valuers who belong to the Appraisal Institute. Through discussion questions and examples, you’ll identify behavior and actions that illustrate violations of the Code of Professional Ethics, and you’ll learn how referrals can be made. You’ll get an introduction to the Appraisal Institute Guide Notes to the Standards of Professional Practice and see how the Guide Notes can be used to resolve everyday appraisal practice problems. Finally, you’ll learn about common errors in appraisal reports and review reports, and they respond to questions about challenges that arise in appraisal practice such as requests for updates and requests to change or add intended users. The content emphasizes:



- Business practices issues, such as how to respond to seemingly unreasonable requests, how to address client pressure, and how to approach a complex assignment
- Which standards apply to Appraisal Institute Designated Members, Candidates for Designation, and Associate Members, and when they apply
- The key principles of the Standards of Valuation Practice
- How to identify and avoid behavior that violates the Standards of Valuation Practice
- The correct way to use the Appraisal Institute designations, emblems, and logo
- Understanding of the Appraisal Institute enforcement process

REGISTRATION:

<https://www.appraisalinstitute.org/education/search/business-practices-and-ethics/525944>

USPAP: 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.

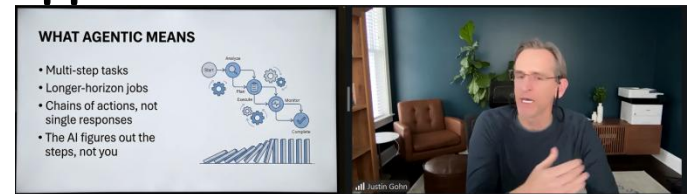
<https://appraisalfoundation.org/pages/store>

ASK LISA WEISS ANY QUESTIONS – YOU DON’T WANT TO BE UNPREPARED FOR CLASS!

From the DPOR Website

EFFECTIVE JANUARY 1, 2026 To satisfy entry-level requirements, an aspiring appraiser must complete valuation bias and fair housing laws training consisting of seven (7) hours of instruction, plus a one (1) hour examination. For credential renewal, appraisers are required to complete a valuation bias and fair housing laws course of at least seven (7) hours. Every two calendar years thereafter, the renewal requirement may be satisfied with a course of no fewer than four (4) hours. An appraiser who successfully completed a seven (7) hour valuation bias and fair housing laws course (plus a one (1) hour examination) as part of their qualifying education is deemed to have met the initial renewal requirement.

Artificial Intelligence and the Appraiser



On Thursday, January 22, the chapter offered 2 CE hours on Zoom. This event was developed and presented by Justin Gohn, MAI, SRA, and Chandra Mast. Participants stepped 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 unveiled 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 was AI for the boots-on-the-ground appraiser. No fluff—just a fast, scalable system for taking back your time & supercharging your business.



Featured AI Benefits

Appraisal Institute Find an Appraiser
Appraisal Institute’s comprehensive real property valuation professional’s database lists all practicing AI members from all over the world. It has become an indispensable resource to those seeking real property valuation services, as well as a source of business for AI



members themselves. Update your member profile in your portal and make sure it's accurate.

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



News From National

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



Publications As many professional organizations continue to move their publications to digital-only formats, we remain keenly aware that our print publications are a highly valued touchpoint for members. Print continues to play an important role in how we deliver depth, credibility, and lasting value. At the same time, we're adapting to a modern communications landscape — aligning the right formats with the right purposes so we can remain strong, relevant, and enduring as an organization.

What's changing:

- In 2026, *Valuation* magazine will move to a semiannual print schedule (spring and fall issues). Print remains our space for depth, reflection, and enduring value.
- We are launching an AI Blog to become a space for speed, responsiveness, and ongoing conversation.

This shift is part of a broader effort to steward our resources responsibly while continuing to invest in mission-critical member benefits and communications for the long term. This change is not a step back from keeping you informed, connected, or supported. Please note that *The Appraisal Journal* will continue to be published in print on a quarterly schedule, returning to a consistent cadence. This evolution reflects our commitment to balancing tradition with innovation — preserving what members value most while positioning our publications and the Appraisal

Institute to remain sustainable and impactful for years to come.

Q1 Board Meeting Recap Slides Catch up on the key takeaways from the Q1 Board of Directors meeting by reviewing the slide deck from the February 10 recap session. This quick read highlights the Board's most important discussions and actions and offers valuable insight into priorities shaping the year ahead. Members are encouraged to take a look.

https://www.appraisalinstitute.org/getmedia/77d30838-342a-4565-bddd-65e564e00d47/highlights_1q_2026_bod.pdf?utm_source=ainewsletter_appraisal_now_20260217&utm_campaign=ainewsletter&utm_medium=email

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. All 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

<https://www.appraisalinstitute.org/education/trending-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

February 4-6	AI Board of Directors Q1 meeting
April 13	Joint Regional Meeting, Nashville
April 14-15	Annual Conference, Nashville
April 16-17	AI Board of Directors Q2 meeting
May 20-21	Legislative Day, Washington DC

May 20-22 LDAC, Washington, DC
August 13-14 AI Board of Directors Q3 meeting
October 22-23 Chapter Leadership Program
Nov. 12-13 AI Board of Directors Q4 mtg

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>

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.

Help Us Keep the Momentum Going: Support AI PAC Today!

The AI PAC Chapter Challenge is a friendly nationwide competition designed to bring Appraisal Institute Chapters, Regions, and members together in support of the Appraisal Institute Political Action Committee ("AI PAC"). Our goal is to raise \$125,000 for AI PAC, and the challenge will have two ways to win. Yes, chapters will compete, but regions will too. Appraisal Institute Chapters and Regions across the country are competing in two categories:

- Total Dollars Raised
- Participation Rate (% of members contributing)

The Challenge will run from January 1st – March 15th, and leaderboards will be updated every two weeks, with recognition for top chapters in AppraisalNow! The winning chapters and regions will be honored at the Annual Conference in Nashville in April 2026!

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

Interesting Articles!

[Data Center REIT CEO Says Real Estate “Not in an Oversupply State.”](#) CNBC

Data center executives dismiss bubble fears despite massive expansion. The Digital Realty CEO cites strong demand with 15-year contracts. JLL forecasts capacity to double by 2030, requiring a \$3 trillion investment. Some concerns exist about tenant creditworthiness, but sector fundamentals remain solid.

[The Great Zoning Crackdown on Data Centers](#), AOL

Kansas City joined a growing trend of restricting data center construction, eliminating "by-right" building status and requiring special permits. Despite a data center boom worth trillions, areas like Loudoun County, Virginia, are also adding restrictions amid backlash. Critics claim environmental harms are overstated; data centers are low-impact facilities that should be regulated like offices, not strangled by zoning barriers.



On December 10th, the chapter held the new USPAP course as a hybrid offering – it was available in person at the Real Estate Information Network office in Virginia Beach as well as on Zoom. We are thankful to have the opportunity to offer many of our events as a hybrid!



**Appraisal
Institute™**

**Hampton Roads
Chapter**

c/o Lisa Weiss, Executive Director

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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 & AI-RRS designations.

2026 OFFICERS AND DIRECTORS

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