

# Philadelphia Metro. Chapter

## MESSAGE FROM THE PRESIDENT

By Susanne Curran, MAI, AI-GRS

Welcome September!

I am happy to report that the state of the Philadelphia Chapter as of September 2022 continues to be highly active, with members coming out to our in-person education, attending social, and participating in important local and national appraisal events/issues.



### ***Region VI Third Quarter Meeting***

Vice President Tim Crann and I attended the Appraisal Institute Regions II and VI Meetings in Las Vegas on August 1.

Chapter Presidents were asked to give a state of the Chapter report on challenges and success. I reported on our return to in-person events this year, as well as our increased taking of photos at events for posting on our Chapter website at <https://aiphilametro.org/> and also on our Chapter LinkedIn Group "Philadelphia Chapter Appraisal Institute" at:

<https://www.linkedin.com/groups/8302754/> Please join and check our Chapter LinkedIn Group for news and updates on chapter education

### ***Appraisal Institute Annual Conference in Las Vegas on August 2 and 3, 2022***

In addition to myself, Chapter VP Tim Crann, SRA, board member and University Relations Committee Chair Ed Falkowski, MAI, SRA, and 2023 Chapter Secretary Walt Krzywicki, MAI, AI-GRS attended the conference. We were joined by and networked with members from the other chapters in Region VI. Our regional group was paired with Region II for our Regional Reception dinner at the CaboWabo restaurant across the street from the hotel. Attending the Reception dinner were Debra Miller, Executive Director of the Metro NJ Chapter, Richard Wolf Region VI Chair, Mike Mignogna, Region VI Immediate Past Chair, and Appraisal Institute President Elect Craig Steinley.

### ***June 22- Annual Chapter Picnic Recap***

The highlight of this Board/Member Meeting was the presentation of a newly-designated MAI, Megan Lewis, who received her MAI Certificate from her father, Mike Barth, MAI.

## Newsletter Highlights

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Upcoming Education & Events

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Education News

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2022 LDAC

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Appraisal Bias



## **National AI Board of Directors News**

I am grateful that our Chapter is extremely well represented by our Past President and AI Region VI Immediate Past Chair of Region VI Michael Acquaro-Mignogna, MAI, AI-GRS, who presently serves on the AI Board of Directors and the AI Audit Committee.

I would like to give a big thank you to Mike who stepped forward to volunteer as a candidate for Appraisal Institute 2023 Vice President and received widespread local and national support. Thank you very much to everyone who took time to write and send letters of support, which were shared with the voting members of the AI Board. While the AI Board ultimately voted to elect Paula Konikoff, MAI, JD for 2023 VP, (in my opinion, this had to be a VERY close vote), I want to sincerely thank Mike and applaud him for his dedication of substantial volunteerism and travel time as a national Board of Directors member, his dedication in support of our Chapter for many years by attending Board and Member meetings, working with the state-wide PA Coalition of Professional Real Estate Appraisers (CPREA) effort; and in support of our AI Region VI. Way to Go Mike, we are lucky to have you, we consider you a “winner”, and thank you very much again for all your efforts!

Also, I would like to thank Richard Wolf, MAI, AI-GRS, presently serving as the Chair of Region VI, and also serves on the AI Board of Directors. Richard is also leading the steadily growing and very important national AI University Relations efforts. Richard ably supports and continually works to expand University Relations to coordinate AI education with college-level real estate valuation offerings for course credit hours, and to attract recent college graduates into our profession. This is a growing effort to expand AI Education into numerous college programs and recruit AI members as alumni “Ambassadors” to the colleges. Richard also takes time to travel and attend local events and meetings throughout Region VI, making presentations on current AI Board activities at numerous local Chapter and Regional meetings. Thank you very much Richard, for your leadership and continued efforts!

The Chapter Picnic event had an excellent turnout and featured the return of the “picnic spread” and a special addition of various delicious cakes including my favorite, carrot cake! Everyone had a great time. Thank you to everyone who attended. See more photos below.

Attending the Picnic Meeting and pictured below were eight of our Past Presidents and myself (left to right: Rich Wolf, Bob LaGreca, Mike Mignogna, Mike LaGreca, Paul Quinn, Gerry McNamara, (myself), Eileen Lynn and Maureen Mastroieni.)



More pictures of the picnic are featured on the last page of this newsletter!

### **Chapter Elections- 2023 Board and Officers Elected**

Thank you to the volunteers for the 2023 Chapter Nominating Committee: Bob Myers, MAI (immediate Past President); Mark Kenney, MAI; Paul Leis, MAI; Cathy Donley, MAI, AI-GRS and Baker Bell, MAI, AI-GRS.

Congratulations to the newly elected Directors and Secretary  
David Johnston, MAI- Director  
Maureen Fox, MAI- Director  
Dave Curran, MAI, AI-GRS - Director  
Walt Krzywicki, MAI, AI-GRS - Chapter Secretary

### **Conclusion and Request: Invite Professional Associates in Related Disciplines to Our Events!**

Please invite professionals from other disciplines to our Chapter Events! We would like to strengthen our relationships with other professional membership organizations in Region VI which have members who interact with our appraisal and consulting work. Please stay tuned for future announcements for joint meetings or activities that we can arrange with other organizations.

I am delighted be working with the Officers, the Board, the Executive Director, and Chapter Members on issues affecting our profession and our members and hope to continue to assist with that in the future. Thank you all for this opportunity to serve our Chapter. Please contact me with your thoughts and ideas to benefit our Chapter members.

Thank you very much,  
Susanne  
2156303310  
curranappraisal@gmail.com

## Upcoming Education & Events

Mark your calendars for these upcoming Chapter Education Offerings and Events! Full details will be available on the Chapter website and distributed through email.

**October 7, 2022** - Real Estate Trends: Session B - Seasons, 52, King of Prussia

**October 19, 2022**- USPAP, Manufacturers' Golf and Country Club, Fort Washington

**December 5-9, 2022**- Advanced Income, Giant Community Center, Willow Grove

**December 7, 2022** - Holiday Party and Installation of Officers, LIVE Casino, Philadelphia

## Education Update



Salesperson/Broker Credit is BACK!!

Both USPAP and Real Estate Trends: Session B are approved for CE Credit from the PA Real Estate Commission. Be sure to sign up for these triple dip classes if you hold a salesperson/broker's license.

This year we have been able to offer three General Appraisal Classes and two Designation Education classes. This is an increase from years past. We have had increased enrollments and due to this demand, we were able to work with the group enrolled in GA Income 1 and offer them GA Income 2 and Advanced Income all within this calendar year to help them meet their requirements with the information fresh in their minds.

Real Estate Trends: Session B has been rescheduled for October 7, 2022 at Seasons 52 in King of Prussia. We are looking forward to our stellar speakers and a decadent lunch after the session.

Topics for Session B include:

Economic Update

Kali Aloisi, Philadelphia Federal Reserve

Developers' Update

Matt McClure, Esq. – Partner, Ballard Spahr and Team Leader of Zoning and Land Use Team

Mo Rushdy – Managing Partner, Riverwards Group

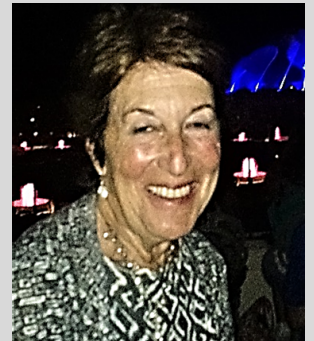
Ryan Spak – Principal/Founder, Spak Group

Residential Value Change

Kevin Gillen, Ph.D. – Senior Research Fellow Lindy Institute for Urban Innovation



## Gail Lubeck, MAI Memorial Scholarship



We are continuing to accept applications for the Gail Lubeck, MAI Memorial Scholarship for Commercial Women Appraisers.

The newest Scholarship recipients are Rachel Dalton of our Philadelphia Chapter, and Katie Bainbridge and Maria Nucci of the Southern NJ Chapter. . Presently, we have 11 women in the program and continue to advertise to females interested in starting their appraisal education and female AI Affiliates and Candidates.

Scholarship funds are still available! If you know of a female MAI Candidate or Practicing Affiliate working toward the SCGREA or a brand new appraisal trainee looking to start her AI education toward commercial appraisal (located within Region 6), please contact Susanne Curran at curranappraisal@gmail.com.

# University Relations

By Ed Falkowski, MAI, SRA

If there is such a thing as a 35th gear, the Philadelphia University Relations Committee (URC) is in it!

As is our annual tradition, we have speaking engagements lined up with some of our long-lasting University relationships: Lehigh (9/12 and 11/8), Temple (11/16), Drexel (where I teach during the Fall Semester beginning on 9/22) and pending engagements with Penn State University and the University of Delaware. We are also in the process of reaching out to Saint Joe's University to rekindle that relationship. In addition, thanks to the tireless efforts of Richard Wolf, we have expanded our outreach in Region VI and have brought in more Universities where we have coordinated University Ambassadors/speakers in order to spread the word about the valuation business!

Do you know of a Philadelphia-area University which either has a real estate club, teaching real property valuation or has a real estate major/minor? Do you have a connection there or a link to a faculty member who would become a connection? Please let me know!

As if this wasn't enough, Richard has also spearheaded a "Real Estate Career Connections Night" at the Pyramid Club in Philadelphia on October 26th. The event is from 6-8 and he has already successfully garnered seven sponsors for the event! The goal is to link Philadelphia-area University students with prospective employers in order to potentially link them with an internship or, ultimately, full time employment. If you are interested in sponsoring or would like more information about attending, please let Richard know! Are you looking to hire in the near term? You need to be here! Check out the flyer on the last page to see all of our generous sponsors.

## LDAC 2022

Tim Crann, SRA

As some of you may know, myself, Walt Krzywicki, Carlo Batts and Mark Tekirian represented the Philadelphia Chapter at LDAC back in May.

What is LDAC?

LDAC 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.

LDAC also establishes an "appraiser-presence" in Congress and demonstrates that the Appraisal Institute is made up of professionals who recognize the importance of being actively involved in the political process.

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. It is interesting to note that the Capstone Program is a direct result of this "exchange of ideas" that occurs at LDAC.

There were four discussion group main ideas and this information and exchange of ideas are then brought back to the National Board for consideration.

1 - Technology: Many in attendance thought AI should provide more annual education and seminars on technological updates pertaining to our fields.

2 - Member Services: Possibly partnering with other RE organizations such as IREM and NAR to further expose them to our profession.

3 - Diversity, Equity, Inclusion: Hiring a Diversity Director at the National Level. Continuing to work with HBCU's to provide education for new members and increase diversity.

4 - Recruitment: Continue with University involvement; PAREA roll out (see below); Doing a better job at "marketing the brand/advertise".

We did spend one afternoon meeting with representatives for our lawmakers on Capitol Hill. Below are the talking points we emphasized.

The appraisal process has come under study and review by government agencies, including the Biden Administration's Property Appraisal and Valuation Equity Task Force ("PAVE").

Although some of the results as to bias in appraisal are preliminary and others have produced contradictory conclusions, these findings have greatly educated all stakeholders to better understand the appraisal process and how it fits into a larger ecosystem of mortgage finance and risk management. To directly address the issues that have been identified, the Appraisal Institute has conducted our own introspective review and launched several collaborative initiatives.

### Prioritizing Diversity, Equity, and Inclusion

Diversity in Appraisal: The Appraisal Institute has helped lead the Appraiser Diversity Initiative (ADI), an industry collaboration with Fannie Mae, Freddie Mac and the National Urban League that promotes the appraisal profession to diverse communities.

Decreasing Barriers: Entry into the profession is something the Appraisal Institute is focused on through the development of a Practical Applications of Real Estate Appraisal (PAREA) program. PAREA will provide an alternative to the traditional supervisory appraiser-trainee model for gaining experience in real estate appraisal. Through PAREA, experience is cultivated in a simulated environment, using case studies and leveraging technology.

Education: The Appraisal Institute has been active in developing education and supporting valuation bias and fair housing training requirements for appraisers at the federal and state levels.

### Appraisal Institute Concerns

- Appraisers “Making” the Market: Appraisers don't set the market, they reflect it. They're a disinterested third party whose focus is on neutrality by providing credible and well-supported opinions of value. The market is driven by buyers and sellers.

- Automated Valuation Models: Technological change is occurring in real estate and mortgage finance, as well as within appraisal. AVMs can be tools in valuation processes, but they should be used carefully. One thing to be noted is that a good portion of the research that has been conducted on valuation equity has evaluated AVM – not appraisal data.

- Federal Valuation Agency: Creating a new federal agency is not the right answer. Transparency and accountability are important, but these goals should be balanced with maintaining industry independence. The proposed increased regulation, review and audit of appraiser files resulting from a complaint of undervaluation due to bias does not reference due process.

### Appraisal Policy Recommendations

- Appraisal Appeals: One portion of the PAVE Action Plan we strongly support is the issuance of guidance and new policies to improve the processes by which a valuation may be reconsidered if the initial value is lower than expected. We believe the Veterans' Administration's (VA) “Tidewater Initiative” would serve as a strong model for the industry to implement within any industry guidance relating to consumer Appeals of Appraisals. The Tidewater is actually a notice of value that occurs prior to an ROV process. It protects appraiser independence, while giving stakeholders an opportunity to provide relevant information to the appraiser to consider prior to completing the appraisal.

- PAL Act Information Sharing: The PAVE Action Plan also includes many recommendations for interagency coordination and action, including information sharing between agencies. We have long advocated for states to coordinate the licensing functions through a common platform, or portal, like the Nationwide Mortgage Licensing System for mortgage originators. This proposal has been introduced as the Portal for Appraisal Licensing Act (HR 5756).

The PAL Act addresses the concerns of appraisers who often work in many states and are faced with increasing regulatory obligations, including state-by-state background checks for renewals, reciprocity licenses and temporary practice permits in many situations.

If there are any comments or suggestions, please reach out and we can bring those concerns to the appropriate contacts.

## **Appraisal Bias Topic, National and Local in Scope**

**Susanne Curran, MAI, AI-GRS**

The topic of Bias in Real Estate Home Appraisals began to grow in the public consciousness in approximately 2000 based on publication of some stories about alleged bias in valuations. The Appraisal Institute became involved in this topic in approximately 2020. This topic was discussed in speeches made by the AI President and some Board of Directors members at the 2022 national Conference in Las Vegas. Also, there was an AI Government Relations conference session put on by Bill Garber and Scott DiBiasio, the top AI Staff on this topic. The Brookings Institution, Forbes Magazine and other media sources published reports or memos on Housing Appraisal Bias that few if any appraisal organizations would take on with a response. Ultimately the Appraisal Institute leadership decided to respond to comments and become involved in the conversation alleging Bias, essentially standing alone in answering or addressing allegations of bias. In response to these allegations, AI revised its Bias language early in 2022 within its Code of Professional Ethics (CPE). The Appraisal Foundation has released the Third Exposure Draft of the USPAP Volume, due to be revised for a 2024 edition. This Exposure Draft has extensive new language proposed for inclusion in the Ethics Rule regarding Bias. Proposed for deletion is the standard language which has been in USPAP regarding bias for a long period of time, most likely dated from the national Fair Housing Act Legislation and the Equal Credit Opportunity Act.

### **Philadelphia City Council Housing Bias in Appraisal Report – Released July 27, 2022**

The topic of potential or actual bias in housing appraisal reports began to gain attention on a national scale approximately 20 years ago but did not gain wide attention until the last three or four years. This local City of Philadelphia report released July 27, 2022, is the first “local”, “municipal”- level housing bias study released in the US. We are fortunate that a member of the Housing Bias Task Force that met multiple times earlier this year to develop the recommendations therein, include Carlo Batts, MAI, our Chapter Treasurer. We therefore benefit from having primary, first-hand knowledge of the process and emphasis involved in developing this local Philadelphia study.



Immediately upon becoming aware of this report and obtaining it, I contacted Bill Garber of the national AI Government Relations department and spoke with him at length. He was aware that the study was being developed. Also, out of discussions with expert staff members in person at the National Conference a week later came information on the Federal PAVE (Property Appraisal and Valuation Equity) program of 14 federal agencies working together to end housing bias in appraisals. The agency group is chaired by HUD and the White House Domestic Policy Council.

Website: <https://pave.hud.gov/about>

PAVE Action Plan: <https://pave.hud.gov/actionplan>

Some of the points in this plan look at appraisal education, sales comparison approach method, changes in education and focus on standard definitions in appraisal literature. Several states including New York, have instituted a CE requirement of 7 hours of fair housing appraisal training.

There is currently a recommendation on possibly holding one or more listening sessions with those interested in talking with appraisers. The Chapter is collecting input on doing this on the local level in Philadelphia. AI national also has been involved in setting up listening sessions/engagement sessions in local areas around the US jointly with local chapters of the national Urban League organizations. I was told at the AI Conference that so many of these sessions have been booked that organizing one in our area may be in sometime in Spring 2023.

The incoming Appraisal Institute Vice President as of the end of 2022 is Sandra Adomatis SRA. Sandra has sent out a statement by the Appraisal Institute that is reproduced here:

Appraisal Bias: Taking Action, Leading the Conversation

As AI membership, and likely all appraisers, are aware, the past couple of years have found us facing the issue of appraisal bias. Even the words are difficult to hear and against what appraisers stand for in our work. Yet, this challenging issue also provides an excellent opportunity to educate the public about the role of the appraiser, a chance to look at how we can take additional steps to help consumers and focus on making our profession more diverse and inclusive now and in the future. Here are some of the ways the Appraisal Institute is addressing the issues.

Collaboration

- AI is collaborating with other valuation-focused organizations such as The Appraisal Foundation, American Society of Appraisers, American Society of Farm Managers and Rural Appraisers, International Association of Assessing Officers, National Society of Real Estate Appraisers and MBREA | The Association for Valuation Professionals.

- Through collaboration, we have hosted webinars to share the value appraisers bring to real estate transactions and clarify how we fit into the broader home appraisal ecosystem.

Media

- AI's president is often interviewed, sharing salient points during lengthy Q&A. Unfortunately, only a few important points are covered and sometimes they are taken out of context.

- AI is nurturing relationships with current media contacts, establishing new connections, and telling our story as often as possible.

- AI has enjoyed coverage in many high-profile national and local media outlets, including Bloomberg, The Washington Post, NBC.com, HousingWire, National Mortgage News and National Public Radio.

- AI chapters and members are urged to send media inquiries to our national Director of Communications, Brent Roberts, [broberts@appraisalinsitute.org](mailto:broberts@appraisalinsitute.org).

Legislators and Regulators

- AI's representatives have testified before Congress.

- AI has provided input to the Biden administration's Property Appraisal and Valuation Equity Task Force (PAVE).

- AI has provided input to advance model state legislation on valuation bias and fair housing.

- AI has driven numerous discussions that focus on protecting consumers AND advocating for appraisers.

- AI is giving a consistent and balanced public message, earning us a seat at the table.

- AI's consistent message allows legislators and regulators to find our message firm in advocating for appraisers, yet open to conversations on solving complex challenges.

- Questions about the efforts in Washington and in state capitals should be directed to Bill Garber, director of government and external relations, [bgarber@appraisalinstitute.org](mailto:bgarber@appraisalinstitute.org).

Appraiser Diversity Initiative

- AI has a leading role in the ADI, which is a partnership with Fannie Mae, Freddie Mac and the National Urban League.

- AI received a \$3 million commitment from Chase Bank to fund scholarships for diverse aspiring appraisers. These scholarship recipients are taking our education and buying our books.

- The ADI program is providing opportunities to aspiring appraisers and exposing new appraisers to the AI Body of Knowledge and the profession's best education.

- To learn more about this program go to: <https://www.appraisalinstitute.org/the-appraisal-profession/appraiser-diversity-initiative/>.

**PAREA**

- The AI Board of Directors has invested in the future of appraisal experience opportunities by developing a Practical Application of Real Estate Appraisal program. AI was awarded a \$500,000 grant from TAF to supplement this investment.

- This program will attract aspiring appraisers and give AI a first touch for education and mentors that guide them to successful completion.

- To date, more than 30 states have accepted the PAREA program as an alternative to the experience requirement. This eliminates the challenge of finding a supervisor.

- AI Board of Directors committed \$2 million to seeing this program completed. This is a commitment to growing the residential appraiser population and potentially AI membership.

- Learn more about PAREA: <https://www.appraisalinstitute.org/service/faq/#572>

AI's Bias Research Solutions Project Team

- AI's Bias Research Solutions Project Team was created to review several studies that address the topic of appraisal bias.

- During the past 1 ½ years, the Project Team has carefully analyzed studies published by government sponsored enterprises, university researchers and others, and have developed initial findings.

- The Project Team hopes to publish its final report in the next couple of months.

- Once the Project Team's report is finalized, it will be shared with the national Board of Directors, as well as AI's membership.

- National leadership also will be prepared to address the studies, if asked, by the media, legislators or other interested parties.

### Going Forward

- The Appraisal Institute continues to be a voice for professional appraisers and an active thought leader in education, guidance and policy.

- AI must be a part of the ongoing conversations with the media, legislators and regulators.

- AI must work with other organizations to protect the future of the profession.

- AI must encourage new, and diverse, individuals to join our organization.

- AI must stand with other organizations in defense of appraisers.

- AI must continue to acknowledge and seek opportunities for growth and change.

Appraisers are a proud, dedicated, hard-working group of professionals, and together, no challenge is too big. Is AI a great organization now? Yes! Could we be even better in the future? Absolutely!

Please stay tuned on this topic, and if you have any comments, questions or suggestions, please let me know.

## Region VI Designated Women Appraisers - Professional and Social Network

August 2022, a group of our region's Designated Women Appraisers got together for socializing and networking at the beautiful Longwood Gardens in Kennett Square. This was the first gathering since before COVID-19.



Pictured from left are past Delaware Chapter President Margie Harrill, Linda Stephens, Carol Rush, 2022 President Susanne Curran, Maria Nucci, Cathy Donley, Past Philadelphia Chapter President Maureen Mastroieni, current Phila Board Member Teresa Hoberg, and Past Philadelphia Chapter President Eileen Lynn.

### Candidate Guidance

Did you know we have a Candidate Guidance Committee?? If you are a Candidate or looking to enter the Candidate track, our committee is available to help guide you!

Justin Gohn serves as the Candidate Guidance Chair for 2023 and can be contacted at [justin@justingohn.com](mailto:justin@justingohn.com).

## 2022 Officers and Directors of the Phila. Metro. Chapter

### President

Susanne Curran, MAI, AI-GRS

### Vice President

Tim Crann, SRA

### Treasurer

Carlo Batts, MAI

### Secretary

Justin Gohn, MAI, SRA

### Directors

Edward Falkowski, MAI, SRA

Heidi Ford, SRA, AI-RRS

Rick Hideck, MAI

Teresa Hoberg, MAI

Alan Kaplan, MAI

Joseph Sisson, MAI

David Wilk, MAI

Mark Kenney, MAI

Mark Tekirian, MAI

### Regional Representatives:

Tim Crann, SRA

Susanne Curran, MAI, AI-GRS

Bob Myers, MAI

Carlo Batts, MAI



Rick Hideck, David  
Johnston



Walt Krzywicki, Mike Mignogna,  
Eileen Lynn



Tim Crann, Dave Arnoldi, Mike  
Barth, Megan Lewis, Maureen  
Fox



Charlene Wright, Skip,  
Maureen Mastroieni



Jerry McNamara, Ed Falkowski

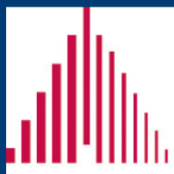


Paul Quinn, Richard Wolf



Bart Brigidi, Jerry McNamara





**Appraisal  
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# Real Estate Appraisal Career Connection Night

October 26, 2022

Pyramid Club, Philadelphia

6-8 pm

**Students -- this event is  
specifically designed for  
you!**

- ✓ Are you seeking a summer internship or permanent employment?
- ✓ Meet industry leaders in the Delaware Valley
- ✓ If you are seeking employment outside this area, the national firms can connect you to locations throughout the country

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Questions or to Register: Contact  
Tiffany Lewis at  
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