

JULY 2025

# Philadelphia Metro. Chapter

## MESSAGE FROM THE PRESIDENT

JUSTIN GOHN, MAI, SRA



### **Power to the People: On the Future of Appraising**

If you look in the right places you can see the future.

With the advent of artificial intelligence, the nature of how you work as an appraiser will slowly change in the coming 5-10 years. This will not be a discrete and disruptive change that suddenly happens. It will happen slowly and without warning—sort of like watching your child grow—suddenly, he's standing there in front of you, half a head taller. You will barely notice it as intelligence becomes infused in every layer of the software stack that you use as a real estate appraiser.

But what is most important is that artificial intelligence will empower you and give you more autonomy.

Right now, you pay expensive fees for your report-writing software, your comp database, your project management system, and your CRM. There is an entire industry of appraisal-related software companies with a GDP the size of a small state.

But these software companies are about to get completely kneecapped by artificial intelligence models.

In the future you will be able to speak the software you need into existence: "Create a comps database that automatically populates comps in my appraisal report when I ask." And Poof, out of thin air it will appear.

You can already (today) create simple software programs that will help you be more productive by asking a large language model (LLM) to do it for you.

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## Newsletter Highlights

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Newspapers weren't replaced by another traditional media company. They were replaced by an army of infinite online influencers on Twitter and other social media platforms.

In the same manner, all of these software companies collecting monthly fees from real estate appraisers won't be replaced by another company with a better logo and a marginally better product. They will be replaced by you and me. With the help of an LLM, you will be able to conjure what you need from your imagination.

But AI models aren't just coming for software companies. They are also coming for data companies like CoStar.

In the same way you'll summon software on demand, you'll also invoke comprehensive property data on demand—AI agents working on your behalf, mining the digital universe to build intelligence that rivals CoStar, for free.

No, artificial intelligence is not coming for your job. AI models are great at data grunt work, but humans excel at higher-level cognitive tasks, such as long-horizon planning and creativity.

Like I said at the beginning of this message, if you look in the right places you can see the future. For you and me, that future puts the power back where it belongs—in our hands.

## Education Report

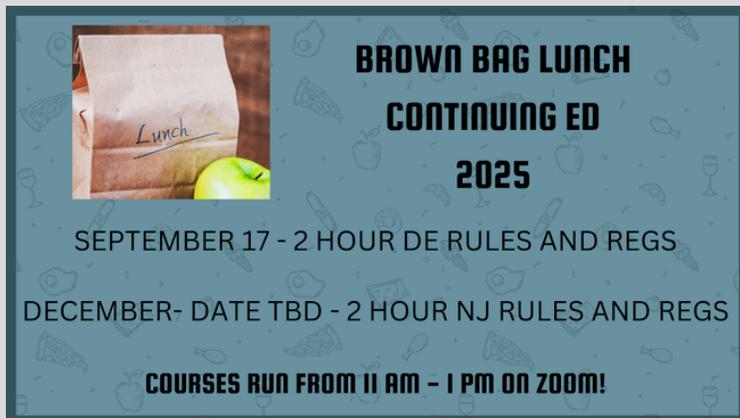
What a great Spring for education in Philadelphia! We offered qualifying education, designation education, USPAP and 6 CE seminars including all of the required law courses for recertification. This year, we even offered CE in June to catch those who like to wait until the last minute. We get you!

Our most exciting program of the year, our 11<sup>th</sup> Annual Real Estate Trends was held in May with over 70 attendees and a very impressive list of speakers/panelists. We would like to shout out one more thank you to all of them:

- Kali Aloisi, Outreach Economist- Federal Reserve Bank Philadelphia
- Paul Schwedelson- Philadelphia Business Journal
- Michael Markman, President – BET Investments
- Mo Rushdy – Managing Partner Riverwards Group
- Cesar Devers, Principal Product Manager, Newmark; Co-Founder Bowery Valuation
- Brenda Nguyen, Associate Director Market Research, CoStar Group
- David Dolan, Senior Managing Director, Newmark
- Dave Jacobs, Principal, Ackman-Ziff
- Christopher Bigos, Head of Capital Markets, Fulton Bank

Each year, the Education Committee looks for interesting and timely topics. Please reach out to the Chapter if there are topics or speakers you would like to see for 2026. We are already planning!

We still have Qualifying and Designation Education coming this fall. Please help us spread the word as we continue our commitment to IN PERSON education to help appraisers build their networks!



**BROWN BAG LUNCH**  
**CONTINUING ED**  
**2025**

SEPTEMBER 17 - 2 HOUR DE RULES AND REGS  
DECEMBER- DATE TBD - 2 HOUR NJ RULES AND REGS

**COURSES RUN FROM 11 AM - 1 PM ON ZOOM!**

The graphic features a brown paper lunch bag with the word "Lunch" written on it and a green apple next to it. The background is a light blue with faint icons of various food items like a pizza, a burger, a drink, and a fork.

## Upcoming Education and Events

**September 9** - Appraiser's Guide to the New URAR @ Sandy Run Country Club, Oreland

**September 17** - 2 Hour DE Rules and Regulations @ Zoom

**September 29 - October 4** - General Appraiser Report Writing and Case Studies @ Giant Community Center, Willow Grove

**October 20-24** - Advanced Income @ Giant Community Center, Willow Grove

**December - Date TBD** - 2 Hour NJ Rules and Regulations @ Zoom

**December 8** - Annual Holiday Party and Installation of Officers @ Liberty Bell Beergarden, Parx Casino. Registration information coming in September.

**Appraisal Institute**

**Appraiser's Guide to the New URAR**

**September 9, 2025 | 9:00am - 5:00pm (EST)**

Sandy Run Country Club  
200 East Valley Green Rd.  
Oreland, PA 19075

This course, developed by Freddie Mac and Fannie Mae, offers an in-depth exploration of the new dynamic Uniform Residential Appraisal Report (URAR) applicable to all residential property types.

\*Continental breakfast and full luncheon included!!

**R. Scott Hartman, SRA**

## Young Appraisal Professionals: A New Program with Strong Momentum

The Philadelphia Metro Chapter's Young Appraisal Professionals (YAP) initiative is gaining momentum! The goal is simple: provide a relaxed, informal space where early-career appraisers can share experiences, tackle appraisal challenges, and build real connections. These events strengthen our profession by fostering a supportive community of peers who can learn and grow together.

Led by Nathaniel Ford, Brendan Wewer, Joe Arnold, and Dean Miller, this new program was created to introduce new entrants to the profession, bridge the experience gap, and build a stronger network of appraisers across all levels of early practice.

Since launching with our inaugural event on August 24th, 2024, we followed up with a student-focused session with Temple University students on January 30th, and another successful event on April 24th with Drexel students (thanks to Ed Falkowski).

Stay tuned for future events and opportunities to get involved with YAP!

## University Relations Update

The University Relations committee, headed up by Katelyn Drosnock, MAI and Joanna Witte, MAI have been active this spring to continue our relationships with local university partners.

The committee has been able to speak with Temple and Drexel students this spring with the help of our members, David Wilk, MAI, and Ed Falkowski, MAI, SRA who also serve as professors at these universities, respectively.

Our Chapter continued our participation with Lehigh University's Goodman Center for Real Estate's largest event of the year, the Collin's Family Practicum Competition. This is the capstone course for students in the Real Estate Minor, showcasing the talent and dedication of Lehigh's largest-ever graduating class in the program.

While the competition itself was held in NYC, our URC used their contacts to connect the school with appraisal professionals in the city. We also had local members including David Curran, MAI who worked with the students in various capacities on their lead up to the final competition!

As new and existing students return in the fall, URC will continue to connect with these students and educate them on the appraisal profession!



## **A message from your Region VI Chair and Vice Chair:**

Happy Summer! We hope each and every one of you are thriving this year. Undoubtedly many of you have been following recent events involving the Appraisal Institute. We live in interesting times, where our first encounter with “news” is often through a second-hand social media account. Unfortunately, this commentary is often full of personal opinion and conjecture. While we understand the frustration you must feel, we respectfully request that you direct those frustrations toward us, rather than airing those frustrations on social media. Our designations and affiliations carry prestige, and we have all worked very hard to obtain our credentials. We need to display professionalism and decorum that our clients expect.

Many of you have asked for increased transparency. The organization is working to communicate facts as they become available. On a personal level, we are both committed to providing the transparency you are looking for. We now offer a quarterly post-board meeting with Region VI Chapter Presidents/Vice Presidents. In turn, we hope that the information we share is then passed to members at the chapter level. We are also available to attend chapter meetings via Zoom and we attempt to attend each chapter’s holiday party/installation event.

With respect to on-going legal matters, please remember that we are committed to ensuring outcomes for the best interest of the organization. That means we must allow the legal process to play out. Please follow the Appraisal Institute’s [FAQ](#) page for ongoing updates.

On our recent President/Vice President call, several people expressed frustration with the leadership process and not understanding how to get involved. The Region Nominating Committee recently made their recommendation for the next Region VI Third Regional Director. This occurred through a regional call to service and an interview process. The Third Regional Director is elected every other year, while a representative for the National Nominating Committee (which nominates candidates for National Vice-President to succeed to National President) occurs every year through a similar regional call to service. The NNC recently convened to nominate Byron Miller, SRA, AI-RRS as the 2026 Vice President, and will soon reconvene to address the recently vacated 2025 Vice President position. The 2025 Vice President will succeed into the roles of 2026 President-Elect, followed by 2027 President, and 2028 Immediate Past President.

In addition, please consider serving on other national committees/panels. Prior to our service on the Board of Directors, both of us have served on national committees and/or panels. The Leadership Resource Registry (LRR) has opened for 2026 Presidential appointments. To ensure consideration, please fully complete the LRR and also confirm that your profile is complete in your Appraisal Institute portal. You can access the [LRR here](#).

There are several positive things occurring at the organization. We have dedicated staff members who are working tirelessly to provide new education and publications, and we are continuing our advocacy work on your behalf. We recently had our first Legislative Day in conjunction with LDAC, with Region VI having a great turnout at the joint event. The Board of Directors has also developed a task force to review our policies and procedures throughout the organization to ensure a safe and respectful environment for members and staff. The task force consists of five non-officer board members elected by the board.

While we hope we have gained some trust from our chapter leaders and members, we can assure you of two things; 1) neither of us would continue to be involved if we did not believe in the mission, values, and direction of this organization, and 2) we are both working to ensure a positive future for the organization, its members, and the profession. We have had wonderful conversations with members throughout or Region, and we appreciate the opportunity to serve. Please continue to reach out and let us know how we can make the Appraisal Institute better for you.

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## 2025 Officers and Directors of the Phila. Metro. Chapter

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Justin Gohn, MAI, SRA

### Vice President

Walt Krzywicki, MAI, AI-GRS

### Treasurer

Maureen Fox, MAI

### Secretary

Rick Hideck, MAI

### Directors

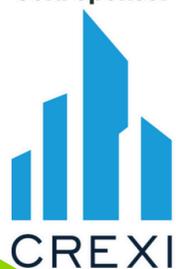
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Katelyn Drosnock, MAI  
David Johnston, MAI  
David Koczirka, MAI  
Timothy Ryan, MAI  
Daniel Schneider, MAI  
Curtis Silva, MAI  
Joanna Witte, MAI  
Brendan Wewer, MAI

### Regional Representatives:

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Maureen Fox, MAI  
Justin Gohn, MAI, SRA  
Walt Krzywicki, MAI, AI-GRS

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