



**Appraisal
Institute™**

*Professionals Providing
Real Estate Solutions*

Great Lakes Chapter Newsletter

May 2023

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Officers and Directors 2023

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Charles E. Larson, MAI

Francisco Segura, MAI

Brian M. Sinclair, MAI

John P. Snyder IV, SRA

Brett M. Suszek, MAI, AI-GRS

Past President

Sharon B. Harbin, MAI, SRA,
AI-GRS

Seminar & Chapter Meeting

On Thursday, May 11, we will be having the seven-hour USPAP Update and Michigan Laws & Rules. On Friday, May 12, we'll present a four-hour Chapter Developed Seminar, Great Lakes Chapter West Michigan Economic Summit 2023. At lunch we'll have our Second Quarter Chapter Meeting. Registration information is located on [page 2](#).

Welcome New Members

Aaron Edwards — Practicing Affiliate — Belleville

Joel Korth — Practicing Affiliate — Fenton

David Andrew Lauer — Affiliate — Beverly Hills

PAREA: Practical Applications of Real Estate Appraisal

Providing an alternative to the traditional supervisor and trainee model for residential appraisers.

Become a mentor to participants enrolled in the Appraisal Institute Practical Applications of Real Estate Appraisal (AI PAREA) on a contract basis. AI PAREA is an online program covering appraisal theory and methodology in real-world simulations, with mentoring from expert appraisers.

Mentors raise the problem-solving abilities of participants by increasing their confidence in their acquired skills. Mentors will not only advise and guide participants through the AI PAREA experience, but will also be catalysts for enriching participants' career development.

Potential mentors should be accessible, as availability is the hallmark of a great mentor. Mentors should be authentic and genuinely interested in developing the next generation of appraisers. They are called to be objective, recognizing that real growth comes from receiving honest feedback. Essential to the long-term development of participants is that mentors will challenge participants and provide help and praise. Mentors to the AI PAREA program must also be dedicated to continual learning. Mentors need to be open to new ideas, and recognize that different scenarios may require creative solutions that may be unfamiliar or atypical for their own markets. Finally, mentors should possess strong core values. It is expected that mentors will be admired and respected for their experiences, how they carry themselves, and how they treat others. More information can be found at: appraisalinstitute.org/parea/

SEVEN-HOUR NATIONAL USPAP UPDATE and MICHIGAN LAWS & RULES

Instructor: Micheal Lohmeier, MAI, SRA

Thursday, May 11, 2023
8 a.m.-5 p.m.

Holiday Inn Grand Rapids Airport
3063 Lake Eastbrook Blvd. SE
Kentwood, MI 49512

Link to register for USPAP: ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=BF7BEE9B-4ACA-4DDC-A7EB-09363421024B&goback=0

Link to register for Michigan Law: ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=AE35780C-305F-4ECF-82A7-78B34D8899FC&goback=0

GREAT LAKES CHAPTER WEST MICHIGAN ECONOMIC SUMMIT 2023 & SECOND QUARTER CHAPTER MEETING LUNCH

Special Speaker: Paul Isely, Ph.D.

Residential Broker Panel: Kris Keegstra, Kaarla Huitsing, Bruce Bylsma

Commercial Broker Panel: Joe Rizqallah, Brent Bowen, Jason Makowski

Friday, May 12, 2023
10:30 a.m.- 2:30 p.m.

Holiday Inn Grand Rapids Airport
3063 Lake Eastbrook Blvd. SE
Kentwood, MI 49512

This program was developed and administered by the Great Lakes Chapter. Attendees are eligible to receive four hours of continuing education for the State of Michigan Appraisal License and 20 credits for the Appraisal Institute.

To guarantee your spot, please register at the address below:

ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=8CDCE3C5-8895-464B-B291-57D49C7A6509&goback=0

President's Remarks

Happy Spring Great Lakes Chapter!

I hope this newsletter finds you and yours doing well. Since our last newsletter and the 1st Quarter Chapter meeting, the trees have bloomed and the grass is greening up — always a welcome change after a long winter. Personally, as the days get a little longer, I start thinking of places to go and projects to do — as I'm sure many of you can relate. Between seasons — I naturally think of change. As Heraclitus once said, "change is the only constant in life" and our industry is uniquely focused on change, isn't it? From changes in value, to changes in highest and best use, or changes in preferences/technology which impact the utility of real property. In the broad sense, we observe, measure and report on change daily.



At the Region III Q1 Meeting in San Antonio, TX - AI announced that our national website is being overhauled with an expected roll-out of early 4Q. You can stay current with happenings at AI-national by visiting appraisalinstitute.org/news/

Sharon Harbin (past president), Pete Arbour (vice president) and I will be in Washington DC from May 17-19, sharing ideas with and learning from other chapter leaders across the country. We will also be lobbying our respective Representatives and Senators on issues directly affecting our industry and members. One issue we will be throwing our support behind is the re-introduced PAL Act, HR 2771(govtrack.us/congress/bills/118/hr2771)

This proposed Amendment has bi-partisan support and will ease regulatory burdens on appraisers by creating a new mechanism for completing or processing appraisal license applications by authorizing the Appraisal Subcommittee to work with state appraiser regulatory agencies to create a central portal for appraisers to submit and manage their state license and certification applications/renewals through. This tool is envisioned to streamline tedious application processes facing many appraisers today such as the completion of background checks and submission of education records.

Locally, we are working through some of the technical obstacles to updating our website and getting a consolidated social media presence established and there will be more to come on that front in subsequent newsletters.

I hope to see you at a Chapter event — just a reminder that we have live USPAP and MI Law courses on Thursday, May 11, and our West MI Economic Summit on Friday, May 12, (along with our next Chapter meeting) in Grand Rapids. Dr. Paul Isley will update members on the state of the West Michigan economy and local commercial and residential brokers will provide emerging trends and observations from their respective spheres of practice.

If you are considering serving the Chapter, or serving in a National capacity, please reach out to myself or any board member. The Chapter is always looking for future leaders and it is a great opportunity to grow professionally and have an impact in the direction of the Chapter as we move forward, together. If you have any questions, or comments, feel free to reach out to me directly at rlentz@bbgres.com.

Sincerely,
Rob Lentz, MAI
2023 Chapter President

FEATURED MEMBER

Kelvin Gray

Kelvin Gray was born and raised in Covert Township. The southwest Michigan township was so small that his graduating class had only 40 graduates. As Covert's primary industry is growing blueberries, Gray grew up picking berries in the summer to earn money for his school clothes. The spirit of this small, unique towns has shaped who Gray is today. In 1995, he headed for Michigan State University, where he earned a B.S. in applied engineering sciences, which he parlayed into a construction career.

Working as a superintendent, Gray built Meijer stores from the ground up, and was responsible for several store remodels. He then decided to enter real estate, and became a licensed agent. At the same time, Gray started Mitten Homes, LLC, hoping to invest in real estate, and purchased his first property in 2010. Shortly after that, he leaped into a new challenge and decided to become a stay-at-home dad, caring for his young son. Ten years and another son later, Gray knew it was time to throw his hat back into the real estate arena. He chose the appraisal field to understand property valuation and real estate markets more intimately, rounding out his knowledge and experience in the industry. Gray has a limited appraiser license and is actively seeking a supervisor for an apprentice position.



Appraisal Institute Featured Benefit

The newly-released 2023 Self-Storage Almanac features the most up-to-date data, statistics and analysis including:

- Occupancy Rates
- Market Supply and Demand
- Property Valuation
- Capitalization Rates
- Financing
- Facility Data by State
- Market Share

Appraisal Institute professionals receive a special \$75 discount with coupon code APPALM23

ministoragemessenger.com/products/2023-self-storage-almanac/

Great Lakes Chapter Winter Economic Summit 2023 & First Quarter Chapter Meeting



Located in the Historic Business District in Holly, the Holly Vault combines eclectic design elements and Old World charm, for a one-of-a-kind experience. Members of the Great Lakes Chapter had the opportunity to tour the venue.



President Rob Lentz, MAI, introduces the owners of The Holly Vault, Vincenzo Iafano and Cari Cucksey.

March Chapter Meeting



Shaun Topin, MAI; AJ Allen, MAI; and Jared Bennett, MAI.



AJ Allen, MAI, winner of the drawing.



Michael Keenan, MAI, winner of the second drawing.



Pete Arbour, MAI; Tim Cronan, MAI; and Don Wieme, MAI, SRA.

March Chapter Meeting (cont.)



Pete Arbour, MAI, gives the vice president's report.



Tim Hodge, Ph.D., gave a great presentation.



The Great Lakes Chapter's First Quarter Meeting had a great turnout.

To: Great Lakes Chapter Membership

Your Nominating Committee herewith submits a slate of nominees for 2024, including directors and chapter representatives to the Region III Committee.

BOARD NOMINEES:

President	Peter F. Arbour, MAI
Vice President	Andrew E. Sill, MAI
Treasurer	Kenneth R. Siegle, MAI
Secretary	Joseph R. Calvaneso, MAI

NOMINEES FOR DIRECTORS:

Linda M. Frankel, SRA	Marc S. Denton, SRA
Christopher S. Grajek, MAI, AI-GRS	Donna J. List, SRA
Francisco Segura, MAI	Kaylee Anne Marcum, MAI, SRA
Brian M. Sinclair, MAI	Rachel Massey, SRA, AI-RRS
Brett M. Suszek, MAI, AI-GRS	James R. Navarre, IV, MAI

NOMINEES FOR REGION III REPRESENTATIVES:

Andrew E. Sill, MAI	Michael F. Clifford, MAI
Kaylee Anne Marcum, MAI, SRA	Andrew Sponsky, MAI

Note: The chapter president is automatically a member of the regional representatives and is required to attend regional meetings.

NOMINEES FOR REGION III ALTERNATE REPRESENTITIVES — (ALL ONE YEAR TERMS)

Jared Garcia, MAI	Ricardo Stewart
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NOTE:

In the absence of additional nominations by May 12, 2023, the uncontested nominees will be declared elected. Additional nominations may be made by a timely filing of a petition signed by at least five percent of the total membership (27 signatures). The nominee must meet the qualifications for office. Statement of Nominee form (available from the chapter office) must be completed by the nominee and submitted with the petition.

Questions regarding this can be directed to Sharon Harbin, MAI, SRA, AI-GRS at 313-838-0020 or harbgroup@aol.com

2024 Nominating Committee:

Sharon B. Harbin, MAI, SRA, AI-GRS	Immediate Past President, Chair
Beth L. Graham	
Daniel L. Johnson, SRA	
Michael Monahan, MAI	
Jack L. Parr, SRA	

Calendar of Events 2023 — Great Lakes Chapter AI (810) 364-5640

We are still working on the complete 2023 calendar.

May 11, 2023	7 Hour National USPAP Update 2022-23 Instructor: Micheal Lohmeier, MAI, SRA 7 Hours CEC	Holiday Inn Grand Rapids
May 11, 2023	Michigan Laws and Rules Instructor: Micheal Lohmeier, MAI, SRA 2 Hours CEC	Holiday Inn Grand Rapids
May 12, 2023	West Michigan Economic Summit 2023 Special Speaker: Paul Isley, Ph.D. Commercial Panel: Brent Browen, Joe Rizqalla, Jason Makowski Residential Panel: Kris Keegstra, Karla Huitsing, Bruce Bylsma 4 Hours CEC	Holiday Inn Grand Rapids
May 12, 2023	Chapter Meeting (Noon)	Grand Rapids
May 19, 2023	Inconsistency: It's Hiding in Plain Sight in Your Residential Appraisal Instructor: Lisa Meinczinger, SRA, AI-RRS 7 Hours CEC	Hyatt Place Flint
May 24, 2023	Michigan Investment Property Review, "Stats, Trends and Major Sales and Leases" Instructor: David Rice, MAI 6 Hours CEC	Holiday Inn Grand Rapids
June 8, 2023	7 Hour National USPAP Update 2022-23 Instructor: Micheal Lohmeier, MAI, SRA 7 Hours CEC	Hyatt Place Flint
June 8, 2023	Michigan Laws and Rules Instructor: Micheal Lohmeier, MAI, SRA 2 Hours CEC	Hyatt Place Flint
June 9, 2023	Business Practices and Ethics Instructor: Micheal Lohmeier, MAI, SRA 6 Hours CEC	Hyatt Place Flint
August 23, 2023	Downtown Detroit Event	Detroit
September 13, 2023	Annual Golf Outing	Shepherd's Hollow Clarkston
September 26, 2023	Great Lakes Chapter 2023 Fall Summit Special Speakers: Brian Sinclair, MAI – MDOT Brent Forsberg – Real Estate Sales, Investing & Developing 4 Hours CEC	Okemos Conference Center Okemos

Calendar of Events 2023 — Great Lakes Chapter AI

September 26, 2023	Chapter Meeting	Okemos Conference Center Okemos
September 2023	Inconsistency: It's Hiding in Plain Sight in Your (Commercial) Appraisal	Livonia Marriott Livonia
October 2023	Complex Litigation Appraisal Case Studies 7 Hours	Embassy Suites by Hilton Auburn Hills
October 2023	Rural Valuation Basics 7 Hours	Okemos Conference Center, Okemos
December 1, 2023	Chapter Meeting Installation of 2024 Officers	Livonia Marriott Livonia

ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIEducationSearch

Watch for additional classes to be added throughout the year. Dates, times, and locations are subject to change.



FHA Publishes Updates

On January 18, the Federal Housing Administration (FHA) published its latest version of the Single Family Housing Policy Handbook 4000.1 (Handbook 4000.1). This update includes enhancements and revisions to existing guidelines and various technical edits. In many cases, this newly added language augments and enhances existing policy. The updates also consider feedback received from industry stakeholders. Update 13 includes language to clarify instruction, adds new guidance and information in Sections I, II, III, and IV and Appendix 3.0., and incorporates previously published Mortgagee Letters (MLs). Handbook 4000.1 updates are effective as follows

- The Handbook 4000.1 Transmittal reflects the addition of specific ML guidance, which is effective as previously announced in the corresponding ML.
- Changes identified in Section II.A of Handbook 4000.1 may be implemented immediately but must be implemented for mortgages with case numbers assigned on or after April 18, 2023.

All other changes may be implemented immediately but no later than April 18, 2023. Stakeholders are encouraged to review the changes outlined in the Handbook 4000.1 Transmittal. Additionally, a separate redline version of Handbook 4000.1 has been posted on the Handbook 4000.1 Information Page. The online version of Handbook 4000.1 is currently being updated and will be available soon.

Changes to Candidate for Designation Program

Effective January 1, 2023, any education needed to earn an AI designation (a.k.a. designation education) will no longer be a component but instead a prerequisite to the Candidate for Designation program. As such, individuals seeking AI Designated membership who are not already Candidates for Designation must complete all required education to be eligible to enter the Candidate for Designation program. AI Admissions recommends that these individuals join AI as a Practicing Affiliate, complete all required education, then become a Candidate for Designation. appraisalinstitute.org/assets/1/7/FYI_Candidate_for_Designation_Program.pdf