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**Newsletter**  
researched, written,  
and designed by:

Laurel A. Keller,  
MAI,  
PR Committee  
Chair

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## PRESIDENT'S MESSAGE

It's been a productive first quarter here at the OCAI! We developed 2 hour continuing education webinars on local Retail and Residential Market Conditions and presented them in March and hosted several virtual classes including the AI's Rapid Response, Bifurcated Appraisals, and Rural Appraisals seminars. We also hosted several great virtual roundtables and discussed amongst ourselves many fascinating topics, including residential and office market conditions, property tax appraising and how COVID has affected market conditions.

We are planning to have a second virtual Property Tax Webinar, with a new all-star panel, on July 22nd – please join us to learn about the changes in the legislature and the "COVID Complaint". Our panel of expert attorneys will include Todd Sleggs, Kieran Jennings, Lauren Johnson, and Dave DiMuzio. Continuing education credits are available for this program, including continuing legal education credit.

Our Next-Gen and Networking Project Team will build on our successful Virtual Candidates Cocktail Hour and offer more opportunities for candidates to network. Our last cocktail hour in February featured John Urubek, MAI, AI-GRS with his insights about the comprehensive exam. We plan to continue our virtual Appraiser's Roundtable, a recurring virtual lunchtime informal Zoom Meeting, offering discussions on different property types, opportunities for trainees and practicing affiliates to meet with each other and designated professionals, and opportunities for networking among ourselves. These Zoom Meetings will happen on a frequent recurring basis so we can touch base with each other, network, brainstorm or just connect!

We are slowly returning to the non-virtual world and are in the planning stages for an in person 2021 Economic Seminar this December. There will most likely be an option for virtual attendance and watch from afar, but we hope you are ready to attend in person! We are also planning in person education for the fall including *Inconsistency: It's Hiding in Plain Sight in Your Appraisal*, *General Appraiser Income Approach, Part I*, and *Practical Applications in Appraising Green Commercial Properties*.

If you are interested in getting more involved in the chapter or would like more information about events or education, please email me at [EBraman@cpbco.com](mailto:EBraman@cpbco.com).

I look forward to networking with you this year!

Emily Braman, MAI, SRA, AI-GRS  
2021 President—Ohio Chapter Appraisal Institute



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**SUCCESS**



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**AMY K. KUHN, MAI MEMORIAL SCHOLARSHIP**

In early 2016, the Ohio real estate community lost a trailblazer when Amy Katherine Kuhn, MAI passed away at the age of 66. Amy graduated from Ohio State University and worked as an assistant vice president with Chemical Bank Mortgage Co. and vice president of Huntington National Bank. Amy was one of the first female Ohioans to achieve an Appraisal Institute designation, having received her SRA designation in 1982 and her MAI in April 1983. Amy started her own appraisal company after leaving Huntington Bank. She obtained her law degree from Capital University Law School in 1993 and was admitted to the Ohio Bar in 1994. She served as special assistant to the Mayor of Columbus and deputy director of community development for the State of Ohio where she worked with the governor and administered over \$600 million in grants.

Throughout her career, Amy was involved in organizations such as Methodist Elder Care, the Ohio Statewide Development Corporation, Nationwide Children's Hospital, the Worthington United Methodist Church, the Altrusa Club of Columbus, the YWCA, and the YWCA Housing Corporation.

In honor of Amy's accomplishments, the Ohio Chapter of the Appraisal Institute (OCAI) has created the Amy K. Kuhn, MAI Memorial Scholarship to encourage more women to pursue their Appraisal Institute designations.

Each calendar year, a \$1,500 scholarship will be awarded to one female OCAI Chapter Professional to pay for classes toward the pursuit of the MAI or SRA designations or state licensing (general or residential) certification. The scholarship cannot be used for the Capstone Program, continuing education or travel expenses. While the recipient can use the scholarship toward education offered outside of Ohio, the recipient must be an Ohio resident. The scholarship must be used in the calendar year following the date of award or it will be forfeited. To encourage more women to be involved in Chapter leadership and committees, the recipient must attend one OCAI chapter business meeting and one OCAI board of directors' meeting, and must participate on at least one OCAI chapter committee in the calendar year subsequent to the scholarship award.

The OCAI's Scholarship Committee, with the input and advice of the OCAI Board of Directors, will choose the award recipient. Award decisions cannot be appealed to national Appraisal Institute representatives. The OCAI reserves the right to withhold recommendations for scholarships in any given year and the right to seek additional information from the applicant. Application material will not be returned.

**Application form  
AMY K. KUHN, MAI MEMORIAL SCHOLARSHIP**

Applications for 2022 Awards must be received by 5 p.m. on October 1, 2021

Name \_\_\_\_\_

Position \_\_\_\_\_

Firm Name \_\_\_\_\_

Business Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email \_\_\_\_\_

I am currently pursuing:    MAI Designation    SRA Designation  
                                  General Certification    Residential Certification

I am a/an:    MAI    SRA    SRPA    SREA    RM    AI-GRS    AI-RRS

I have obtained my college degree(s) from the following university/college(s):

Degree \_\_\_\_\_ University \_\_\_\_\_

Degree \_\_\_\_\_ University \_\_\_\_\_

Degree \_\_\_\_\_ University \_\_\_\_\_

Within the last 12 months, I have participated in the following Appraisal Institute events  
(including chapter meetings, service on chapter committees, etc.)

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page

If awarded an Amy Kuhn, MAI Memorial Scholarship, I plan to take the following Appraisal Institute course(s) in 2022: \*cannot be used for the Capstone Program, continuing education or travel expenses.

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Please attach the following to your scholarship application:

- A letter explaining why you are seeking an Amy Kuhn, MAI Memorial Scholarship (please limit to two pages).
- A copy of your resume
- A letter of recommendation
- A current transcript via your Appraisal Institute login page

By checking the following boxes and signing below, I verify that I am:

- An Ohio Chapter Professional  
 A State of Ohio resident  
 Female

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Signature

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Date**Remit Scholarship Application and Applicable Attachments to:**

Ohio Chapter of the Appraisal Institute  
Attn: Amy Kuhn, MAI Memorial Scholarship  
122 W. Murphy St., Suite 3  
Madison, NC 27025  
[nancy@aiohio.org](mailto:nancy@aiohio.org)

**Deadline for Submissions**  
**October 1, 2021 – 5:00 p.m.**

**RECENT MEETINGS, EVENTS, AND SEMINARS:****Market Conditions Amid the COVID-19 Pandemic – Retail** March 4, 2021

Speakers included several Real Estate Brokers in the Retail Market. Discussions included a wide range of topics such as COVID impact on the retail market (pre and post); the retail road to recovery; what will the landscape look like; and more. For speakers, this virtual seminar featured Richard Edelman, Liz Ptacek, Paul Miller, and John Mackris, MAI, as well as moderator, Emily Braman, MAI, SRA, AI-GRS.

**Market Conditions Amid the COVID-19 Pandemic – Residential** March 11, 2021

Speakers included several Real Estate Brokers in the Residential Market. Discussions included a wide range of topics, such as property component valuation, COVID-19 and its impact on residential value, changing real estate market conditions, and more. Speakers included Seth Task, Shaun Simpson, and John McIntyre, SRA, and moderator, Ernie Durbin, SRA, AI-RRS.

**Rapid Response: Market Analysis in Volatile Markets** March 18, 2021

COVID-19 has had significant impacts on the economy. Businesses have either cut back or temporarily closed, employees have been laid off, businesses are filing for bankruptcy, employees are working remotely, commercial activities, real estate and other non-residential activities are making plans for a recession. While the housing market is still strong, that could change overnight. The market is too dynamic now to rely on monthly, quarterly, or annual sales reports to support opinions on market health. This seminar depicted ways to locate contemporary data for your clients and showed how to rapidly and accurately read and report on market changes. Developed and instructed by Mark Rattermann, MAI, SRA of Indiana.

**Rural Area Appraisals: Freddie Mac Guidelines & Property Eligibility Requirements** April 22, 2021

Appraising rural properties can be challenging. A lack of comparable sales, uniqueness of homes, time between sales, and an expansive geography are factors appraisers must consider. This often means more time, research, and justification to determine an acceptable value for a property. To make this task less daunting, Freddie Mac identified common pain points and misconceptions among appraisers and lenders regarding collateral guidelines for rural properties. With the Appraisal Institute, they have developed a comprehensive rural appraisal training for practicing residential appraisers. Instructor was Lisa Meinczinger, SRA, AI-RRS of Indiana.

## RECENT MEETINGS, EVENTS, AND SEMINARS:

### Desktop Appraisals (Bifurcated, Hybrid) & Evaluations

May 12, 2021

As the world changes, so do processes and methods used in many businesses including the appraisal profession. While alternative appraisal services like bifurcated, hybrid, and desktop appraisals and evaluations aren't new, they are becoming more popular. Many appraisers are uncertain about the general requirements of each service, how appraisal standards might apply, and how these services might create liability. This seminar provided more clarity about the different services being requested and helped students decide if these services are for them. Jason Tillema, SRA, AI-RRS of Indiana was our instructor for this seminar.

### 2Q 2021 Chapter Business Meeting With Appraisers Roundtable

May 19, 2021

Ohio Chapter, AI Business Meeting with Appraiser Roundtable included reports from Officers, Committee Chairs, and discussions and actions where needed throughout the meeting.

Roundtable topics related to current residential market conditions. Chapter President Emily Braman, MAI, SRA, AI-GRS was the moderator for this chapter business meeting and appraisers roundtable.

### ANNOUNCEMENT!

The Deadline to complete the **Leadership Resource Registry** for service on a National Committee or Panel is August 2, 2021 at 5:00 pm CDT. To access the Registry, click [Here](#) and login to your AI account.



The Appraisal of Real Estate

Fifteenth Edition



## MEETINGS AND EVENTS: 2021 ANNUAL CONFERENCE

**The 2021 Appraisal Institute Annual Conference is on!**



Last year's conference was cancelled due to the coronavirus pandemic, but the 2021 Annual Conference will take place in Orlando, Florida, in August.

The 2021 Appraisal Institute Annual Conference will be held in-person Monday, August 9 to Tuesday, August 10, 2021 at the JW Marriott Orlando Grande Lakes. This event will offer a chance to connect and reconnect, to learn and to grow, to share solutions to common challenges and celebrate collective successes. We look forward to safely welcoming you to Orlando this summer!

### Keynote Speaker

Scott Halford, CSP, CPAE

Writer, Educator, Professional Speaker

Scott Halford is an internationally renowned keynote speaker and best-selling author. A champion and student of neuroscience, Scott weaves psychology, brain-based behavioral science, emotional intelligence, and critical thinking into actionable insights for your career development and personal growth.

As the author of "Activate Your Brain", Scott shows audiences how understanding your brain can improve your work -- and your life. Activating brain chemistry and neuro-architecture leads to more stamina, momentum and focus in all aspects of your life.

People want to sell more, produce more, be more efficient, stay engaged, innovate and be happy. Scott shows them that this all begins with the brain. Learn to identify what switches people on and what turns them off. What attracts and what repels.

In 2014, Scott was inducted into the National Speakers Speaker Hall of Fame. He also holds the world's highest earned speaking designation, the CSP - Certified Speaking Professional. He has been the "Brainy Business" columnist for Entrepreneur.com and a blogger for Huffington post.



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## MEETINGS AND EVENTS: 44TH ANNUAL ECONOMIC SEMINAR

### SAVE THE DATE! FRIDAY, DECEMBER 3, 2021

Please check out the Ohio Chapter website's landing page for the Economic Seminar. You can access it by going to the Economic Seminar tab on the top red bar and clicking on General Info or by clicking on the 44th Annual Economic Seminar picture on the Homepage. We look forward to seeing you there!

The Chapter's annual economic seminar includes various members of the banking and appraisal and/or real estate related industries, i.e. economists. Each speaker/panel member will have a topic to discuss and then there will be time for comments, questions, and answers. More details to follow via email and via <https://aiohio.org/economic-seminar.php>



**Thursday, December 2nd** (tentative)

Pre-Seminar Social Event & Installation of Officers/Awards Presentations: 6:00PM - 9:00PM

**Friday, December 3rd** (tentative schedule)

Registration: 7:45AM - 8:15AM

Introductions & Seminar: 8:15AM - 4:30PM

Lunch: 11:40AM – 12:40PM

Location:

**The Exchange at Bridge Park**

6520 Riverside Drive

Dublin, Ohio 43017

T. 614-793-2263

**Support the Ohio Chapter by  
SPONSORING THE SEMINAR!**

[Learn more](#)

## RECENT DESIGNATIONS

Congratulations to these newly designated members of our Chapter!

- Robert A. Soinski, SRA, Parma
- James R. Scott, MAI, AI-GRS, Columbus
- Thomas P. Hogan, SRA, Parma Heights
- Todd M. Schmutte, MAI, Fairfield
- Myron K. Biddle, MAI, SRA, AI-RRS, Columbus

## Knowledge. Experience. Integrity.

The MAI, SRPA, SRA, AI-GRS and AI-RRS designations represent advanced knowledge. They stand for years of proven, real-life real estate valuation experience. And they always mean a commitment to strict professional ethics and standards.



## NEW CHAPTER PROFESSIONALS

Please extend a warm welcome to these new OCAI Chapter Professionals:

- Abbey Clark, Practicing Affiliate, Valley City
- Richard McFann, Practicing Affiliate, Englewood
- Erich Schubert, Student Affiliate, Beavercreek
- Kady Weith, Practicing Affiliate, Toledo

A woman with curly hair, wearing a dark blazer, stands with her arms crossed. To her right is a white rectangular box containing the Appraisal Institute logo (a red bar chart) and the text "Search Online Education from the Appraisal Institute". Below this is a large "AIM HIGHER" logo with "AIM" in red and "HIGHER" in white. At the bottom of the box is the text "Confirm State Approvals for Credit".

A man with short hair, wearing a white shirt and tie, stands with his arms crossed. To his right is a large graphic with the word "RAISE" in red and white, followed by "YOUR EXPECTATIONS FOR SUCCESS". Below this is the Appraisal Institute logo (a red bar chart) and the text "Appraisal Institute®". At the bottom is a "LEARN MORE" button.

**M. Estela Poetzinger, MAI, AI-GRS**

Estela Poetzinger, 44, of Bowling Green passed away December 5, 2020 at the Wood County Hospital. Estela was co-founder and president of Meritus Appraisal Partners in Bowling Green. She attained the MAI designation from the Appraisal Institute, the highest honor in real estate valuation. Estela enjoyed spending time with her family, travel, U. Michigan football, reading, playing piano, and a good puzzle. She was a fearless adventurer, making dreams like taking flight in a hot air balloon or touring the bottom of the sea in a submarine a reality .

**Thomas J. Kaliker, MAI, SRA**

Tom Kaliker, 77, of Dublin died peacefully at home on November 29, 2020 with his wife, Linda, at his side. He worked as a commercial real estate appraiser for 46 years before retiring.

**John (Jack) Davis, MAI**

Jack Davis, 90, was the beloved husband of the late Ruth Davis (nee Tepe) for 62 years. Mr. Davis was a dedicated Real Estate Appraiser at Central Trust/PNC Bank; longtime drummer with the Seven Sharps Orchestra for over 50 years; and avid golfer. He passed away October 14, 2020.

**William F. Hall, SRA**

William F. Hall, 85 of Mentor peacefully passed away at Euclid Hospital on February 10, 2021 with his family by his side. Mr. Hall was a resident of Mentor for the past 40+ years. He enjoyed going to the gym, golfing with his family and friends, watching and going to watch the Cleveland Indians and Cleveland Browns play but most of all he loved spending time and being with his family.

**Lynda J. Gillinov, MAI, SRA**

Lynda J. Gillinov, age 79, of Cleveland, OH and Boca Raton, Fla., passed away on March 4, 2021. Mrs. Gillinov had retired and moved to Florida.

**Rose M. Lysobey, SRA**

Rose M. Lysobey, age 61, of Walton Hills, passed away on April 1, 2021. Mrs. Lysobey worked for 19 years as a state licensed and certificate real estate appraiser, first appraising and then in appraisal review.



## 2021 OHIO CHAPTER EDUCATION SCHEDULE

**As of June 11, 2021**

[www.aiohio.org](http://www.aiohio.org)

Date	Course/Seminar	Location	Cost***	Instructor	Credit Hrs.
7/22/2021	Property Tax Seminar 2021	Virtual Zoom	AI Early Price: \$50 Early Full Price: \$65	Multiple Speakers	2 Hours
8/30/21	Inconsistency: It's Hiding in Plain Sight in Your Appraisal	OU Integrated Education Center, Dublin	AI Early Price: \$175 Early Price: \$195	Rick L. Carlile, MAI, SRA St. Louis, MO	7 Hours
9/20/2021 - 9/23/2021	General Appraiser Income Approach, Part 1	OU Integrated Education Center, Dublin	AI Early Price: \$490 Early Price: \$515	Jefferson L. Sherman, MAI, AI-GRS Willoughby Hills, OH	30 Hours QE 27 Hours CE 3 Hr. Exam
11/3/21 - 11/4/21	Practical Applications in Appraising Green Commercial Properties	OU Integrated Education Center, Dublin	AI Early Price: \$335 Early Price: \$385	Timothy P. Runde, MAI San Francisco, CA	15 Hours Incl. 1 Hr. Exam
12/3/2021	44th Annual Economic Seminar	The Exchange Dublin	AI Early Price: TBD Early Price: TBD	Multiple Speakers	7 Hours

**MORE 2021 EDUCATION COMING SOON!!**

**COST**

\*\*\*Includes the offering materials in download materials format - extra cost for printed materials and shipping

**Business Practices & Ethics**

\*\*As of 3/6/2019, Business Practices & Ethics has been adjusted by the AQB and OH Appraisal Board to **allow for 6 hours** continuing education credit. It will still be scheduled for 6 hours of in classroom time and 30 points allowed by AI.

Ohio Chapter, 122 W., Murphy St., Ste 3, Madison, NC 27025; T 336-949-4520; F 336-949-4523

**Online 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 listing now!

The banner features the Appraisal Institute logo on the left and a large image of a smiling woman with curly hair in the center. To the right of the image, the words "AIM HIGHER" are written in large, bold, red and white letters, with "Confirm State Approvals for Credit." in smaller text below it.

Search Online Education  
from the Appraisal Institute

# JOB POSTINGS

## Wanted Job:

## Trainee Supervisor

**Cleveland**—My name is Rhonda McLean and I am looking for a flexible opportunity to gain hours to become a Certified Real Estate Appraiser. My ultimate goal is to become a general appraiser. I have completed the necessary classwork to be considered a trainee. I have a Master's degree and work experience. I am dependable, teachable and a hard-worker. Geographically, I am located in Cleveland, Ohio. I'm willing to work remote and/or travel for the right opportunity. I can be reached at 216-401-3036.

## Available Jobs:

## Chase Home Lending Staff Appraiser- Columbus, OH (Remote)

Posted on: 06/23/2021

Are you a Residential Staff Appraiser that's seeking a better Work/Life Balance? Chase Home Lending is hiring a Staff Appraiser near you. We offer a remote work environment for individual contributors that will be provided with the tools and support for Training, Position Reimbursements and Continuing Education.

J.P. Morgan Chase & Co is a leading global services firm. The Chase Staff Appraiser is responsible for performing appraisals and reviews of residential property types for the Chase Mortgage Banking group. Geographic competency within key market area is required to perform appraisal assignments in a professional manner in compliance with USPAP, federal, state, and Chase requirements. This high caliber appraiser will be trained specifically on Chase valuation requirements and quality standards. The successful candidate will function as an individual contributor and demonstrate strong knowledge of appraisal practices and methodology.

- State Certified Residential Appraiser will perform residential appraisals for single-family properties, to include condominiums, cooperatives, and multi-family units (1-4 units).
  - Performs collateral review on 1-4 unit property appraisal reports completed by third party originators.
  - Manage performance of Direct Engagement Appraiser team

## **Knowledge and Experience**

- Required: Licensed or Certified Residential Appraiser
  - Required: 3+ years of appraisal experience as a licensed/certified appraiser
  - Required: Ability to act independently and consistently make appropriate decisions with minimal guidance and oversight
    - Required: Knowledge of construction standards and building cost estimating tools
    - Required: Ability to complete real estate appraisals compliant with Federal and State laws, as well as being done in accordance with Uniform Standards of Professional Appraisal Practice (USPAP)
      - Required: Experience appraising new construction, complex, unique, multi-family
      - Preferred: FHA Approved Appraiser, USDA experience
      - Demonstrate geographic competency

**\*\*\*Reimbursed Expenses, Health Benefits, 401k, Paid Vacation and Sick Time\*\*\***

**Link to Apply:** [https://jpmc.fa.oraclecloud.com/hcmUI/CandidateExperience/en/sites/CX\\_1001/job/210114762/?utm\\_medium=jobshare](https://jpmc.fa.oraclecloud.com/hcmUI/CandidateExperience/en/sites/CX_1001/job/210114762/?utm_medium=jobshare)

**Recruiter:** Whitney Omole [whitney.j.omole@chase.com](mailto:whitney.j.omole@chase.com)

## JOB POSTINGS, CONTINUED...

### Field Staff Appraiser (Remote)

Posted on: 01/06/2021

Clario Appraisal Network, Inc. is a full-service residential real estate appraisal firm comprised of highly experienced appraisers, providing the highest quality services across the nation. We specialize in real estate valuations for the mortgage lending and financial services industries.

Clario is powered by Clear Capital's unmatched technology platforms, service, and data, providing our partners with the insight to make confident financial decisions.

If you are looking to work for a top-rated real estate valuation firm that prides itself with world-class customer service, quality control, and innovative technology application, this is the perfect opportunity for you.

We are Hiring in the following location: Columbus, OH

#### **Key Responsibilities**

The primary responsibility of the Staff Field Appraiser is to accept and complete market value residential property appraisal orders according to Uniform Standards of Professional Appraisal Practice (USPAP) guidelines, federal and state appraisal laws, and client directives ensuring that quality and quantity guidelines are met and that the conclusions reached in the report are accurate and/or appropriate.

FSA's will complete real estate appraisals within a defined territory from non-complex to highly complex assignments. Responsible for data management including collection, verification and analysis of sales, pending sales, listings, as well as maintaining other information required for the valuation process. Work in a team environment to accomplish production and service goals and consistently meets or exceeds customer service expectations.

We realize the value of our employees and offer an excellent competitive salary and benefits package which includes:

- Eligibility to enroll in all health plans, effective the 1st of the month following 30 days of uninterrupted employment
- Two Anthem Blue Cross medical insurance plan options: Premier PPO and Basic (high deductible) PPO
- \$30,000 of life insurance (\$25k with Anthem, \$5k with UNUM)
- Employee Assistance Program (EAP) for all members of your household
- Mass Mutual 401(k) plan – eligible to participate upon hire; company matching
- 10 days of PTO and 11 holidays
- Expense reimbursement (including mileage)

Please visit: <https://www.clarioappraisal.com/>

## **JOB POSTINGS, CONTINUED...**

## **Deputy Auditor, Field Appraiser II**

Posted on: 03/08/2021

Lake County Auditor's Office

**Summary/Objective** Under direction of the County Auditor, Chief Deputy Auditor, and the Deputy Auditor – Appraisal Manager, is responsible for performing duties related to the operation of the Appraisal Division of the Auditor's Office, specifically discovering, gathering, verifying, and valuing property data on real property parcels located in Lake County, Ohio. These duties may require working in inclement weather and on rough terrain (active construction sites). As this job requires working directly with the public a background check is mandatory.

This position promotes efficient operations of the Auditor's office, while promoting the growth of the organization and ensuring compliance with all related regulations associated with assessment compliance to the Ohio Department of Taxation and the State of Ohio.

If interested, please send resume to:

[mpennell@lakecountyohio.gov](mailto:mpennell@lakecountyohio.gov)

**Commercial Appraiser – Tampa Bay Area**

Posted on: 03/10/2021

Opportunity for experienced commercial appraiser with positive productive attitude. The Dohring Group is a 30 year firm with an excellent reputation in the Tampa Bay market.

The firm provides extensive technology including our own report writing, comp database and workflow software developed by our sister company RealWired. Leverage our extensive documented processes and entrepreneurial office culture.

Tap into an opportunity to grow with potential ownership with The Dohring Group.

Jeff Hicks, MAI cell: 813.230.3798, email [Jeff@dohringgroup.com](mailto:Jeff@dohringgroup.com)

*Commercial Appraisers – Ohio & Michigan*

Posted on: 05/25/2021

OHIO AND MICHIGAN

Right of way and commercial appraisers wanted for an exciting, client-centric, solutions-oriented real estate appraisal firm ([www.martin-woodappraisal.com](http://www.martin-woodappraisal.com)). At a minimum, qualified applicants will hold a bachelor's degree and be a State Certified General Appraiser, possess sharp analytical and communication skills, extensive computer experience, and clear and concise writing talents are a must. Some travel is required. Compensation includes salary plus production bonus, health benefits, 401K, and expense and education reimbursement. All inquiries are confidential.

For consideration, contact Ken Wood at [kwood@martin-woodappraisal.com](mailto:kwood@martin-woodappraisal.com)

or 419-241-4998

Martin + Wood Appraisal Group, Ltd. is proud to be an Equal Employment Opportunity and Affirmative Action employer.

## JOB POSTINGS, CONTINUED...

### Certified General Real Estate Appraiser Position Available

Posted on: 03/15/2021

**Specialty Valuation Group (SVG)** is a full-service real estate appraisal firm based in Dublin, Ohio offering commercial and residential appraisal and consulting services. We are looking for staff appraisers to join our growing team of real estate appraisers. Our unique valuation platform provides built-in efficiencies, extremely competitive fee splits, health benefits and a company-matched 401k program. Utilize our resources, efficiencies, and team of professional appraisers to take your business to the next level!

#### **Primary Duties and Responsibilities**

- Complete real estate appraisals that are compliant with Federal and State laws, as well as being done in accordance with Uniform Standards of Professional Appraisal Practice (USPAP).
- Provide industry leading customer service while ensuring the highest level of appraisal quality.
- Represent the firm with the highest level of ethics, integrity, and confidentiality.
- Collaborates effectively with clients to ensure seamless customer service. Submits proactive status updates at the order level and responds to all calls/emails/texts in a prompt and professional manner.
- Attends meetings, training, and conference calls as required.
- Other duties as deemed necessary by management.

#### **Required Job Related Skills and Experience**

- Certified General Appraiser license in good standing (Certified Residential Appraisers are also welcome to apply).
- A minimum of 3 years of experience in completing commercial real estate appraisals preferred.
- Ability to act independently and consistently make appropriate decisions with minimal guidance and oversight.
- Broad knowledge of properties and market factors within the geographic area of competency.
- Consistently and independently handles all aspects of the job well within a defined territory.
- A valid driver's license and the ability to travel locally to complete appraisal assignments.

#### **Compensation and Benefits**

- Very competitive fee splits
- Back-office and support staff available
- Professional office space
- Ability to work remotely
- Health benefits
- Company-matched 401k program
- Expense Reimbursement
- Subscriptions to various data sources

Job Types: Full-time, Commission

Please send resumes directly to:

Aaron Wright, MAI, AI-GRS, MRICS, ASA    [awright@specialtyvaluation.com](mailto:awright@specialtyvaluation.com)

## JOB POSTINGS, CONTINUED...

### Senior Appraiser

Posted on: 03/31/2021

#### **NEWMARK**

About Newmark (Nasdaq: NMRK)

Newmark Group, Inc., together with its subsidiaries ("Newmark"), is a world leader in commercial real estate services, with a comprehensive suite of investor/owner and occupier services and products. Our integrated platform seamlessly powers every phase of owning or occupying a property. Our services are tailored to every type of client, from owners to occupiers, investors to founders, growing startups to leading companies. Harnessing the power of data, technology, and industry expertise, we bring ingenuity to every exchange, and imagination to every space. Together with London-based partner Knight Frank and independently owned offices, our 18,800 professionals operate from approximately 500 offices around the world, delivering a global perspective and a nimble approach. In 2019, Newmark generated revenues in excess of \$2.2 billion. To learn more, visit [nmrk.com](http://nmrk.com) or follow @newmark

#### **KNIGHT FRANK**

Together with London-based partner Knight Frank and independently owned offices, our 18,000 experts operate from more than 480 offices around the world. Our long-standing alliance with Knight Frank gives us a global platform and international insight, effectively serving owners, investors, developers and financial institutions across six continents.

#### **JOB DESCRIPTION:**

Under minimal supervision, appraises real estate properties for the purposes of dispute resolution, mortgage underwriting, acquisition/disposition, portfolio analysis and estate purposes. Advancement to Sr. Appraiser is made by obtaining the MAI designation, or its equivalent.

#### **ESSENTIAL DUTIES:**

- Conducts formal appraisals, examining and evaluating commercial properties, to establish market values and property ratings
- Responsible for the aggregation, analysis, interpretation, and reporting of complex appraisal related market data through internal and outside sources.
- Prepares complex appraisal reports
- Completes formal rebuttal letters
- Reviews the work of junior level appraisal associates
- In some instances, where appropriate, this appraiser could be the sole signatory on an appraisal report, but the supervising Senior Appraiser will review the report.
- Participates in client contact meetings as well as in the proposal/bidding process
- Maintain knowledge of current government regulations, zoning laws and appraisal standards
- Understands all necessary software programs used within the department
- Maintain familiarity with necessary data sources
- May perform other duties as assigned

#### **SKILLS, EDUCATION AND EXPERIENCE:**

- Bachelor's degree; preferably in related subjects such as Economics, Finance, Mathematics, Business or Real Estate Law
- Must have state appropriate Certified General Appraiser License
- Minimum of 5 - 8 years professional experience in real estate analysis, market research or related field
- Strong analytical, writing and communication skills
- Strong organizational and multi-tasking skills
- Must have experience and be skilled in writing appraisals and appraisal reviews of commercial properties

## **JOB POSTINGS, CONTINUED...**

**WORKING CONDITIONS:** Normal working conditions with the absence of disagreeable elements

NOTE: The statements herein are intended to describe the general nature and level of work being performed by employees, and are not to be construed as an exhaustive list of responsibilities, duties, and skills required of personnel so classified.

Newmark is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex including sexual orientation and gender identity, national origin, disability, protected Veteran Status, or any other characteristic protected by applicable federal, state, or local law.

If interested in applying, please send resume to:

Rob Vodinelic, MAI - Senior Managing Director/Market Leader - Ohio, Indiana & Kentucky

[rob.vodinelic@nmrk.com](mailto:rob.vodinelic@nmrk.com)

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Printed on 24/06/2021

## **Job Description:**

Berger Real Estate Appraisal and Consulting is a small appraisal company based out of Worthington's Library COHatch and dedicated to residential appraisals in a growing Central Ohio economy. Brian, the Founder of BREA, has experience in field appraisals, bank review appraisals, underwriting, collateral risk with over 22 years of experience in Real Estate Appraisal.

Due to established relationship with lenders and private clients in the Central Ohio area, we have an opportunity for a Certified/Licensed Residential Appraiser to join our team. All appraisals are done in safe neighborhoods in Central Ohio.

This is a W2 position. In addition to some of the highest appraiser splits in the industry, BREA will pay for expenses such as all appraisal software including MLS, A la mode TOTAL, portal fees, continuing education, and license renewal. You will also have the option of opting in for Health Benefits and have a matching 401K.

Base Rate: \$50,000/yr. - \$125,000/yr.

Remote work available

If interested, please contact Erin Pressley at 614-285-7742, or by email at [admin@bergerappraisal.com](mailto:admin@bergerappraisal.com)

## **Staff Appraisers**

Posted on: 05/26/2021

Matthew Pottorff, a recruiter with **U.S. Bank**, is looking to connect with experienced appraisers to fill several Staff Appraiser positions in Ohio. Whether or not you are looking for a new opportunity, perhaps you know someone who is?

#### Position details:

[https://usbank.wd1.myworkdayjobs.com/U.S.\\_Bank\\_Careers/1/refreshFacet/318c8bb6f553100021d223d9780d30be](https://usbank.wd1.myworkdayjobs.com/U.S._Bank_Careers/1/refreshFacet/318c8bb6f553100021d223d9780d30be)

Please reply to [matthew.pottorff@usbank.com](mailto:matthew.pottorff@usbank.com) to confirm once an application has been completed, or if you have further questions, so that we can continue our conversation.

Thank you!

## JOB POSTINGS, CONTINUED...

### Certified General Real Estate Appraiser

Posted on: 04/08/2021

**COLUMBUS, OH; BBG, Inc.**

BBG, Inc. is looking for a talented certified general real estate appraiser to join our team. This is an exciting professional growth opportunity with a national appraisal and assessment firm.

#### **About Us:**

BBG, Inc. is a leading national commercial real estate valuation and assessment company with a reputation for personal attention, on-time delivery, and deep expertise in multifamily, office, retail, and industrial sectors. Our management team has established and maintained professional relationships throughout a broad spectrum of clients including financial institutions, agency lenders, equity investors, real estate fund advisors, REITs, and insurance companies. We have over 35 offices coast-to-coast and provide service in every major market.

#### **What we Offer:**

- Industry-competitive fee split/compensation package based on experience
- Flexible work options (remote opportunities or station in our physical office)
- A national platform offering deep database and resources
- Advanced report-writing software and IT support
- Research and administrative support
- Education expense allowance
- Full licensing and professional dues coverage
- Competitive benefits package including, but not limited to medical, dental, and vision coverage as well as 401k.

#### **Requirements:**

We are seeking a driven, motivated Certified General Appraiser capable of completing high-quality commercial real estate valuation and consulting assignments in a timely manner. Candidate must hold a Certified General License or be near completion of obtaining licensure. Additional requirements are:

- Bachelor's degree from a four-year university
- Certified General Appraiser license
- MAI designation or Candidate on the MAI path
- Must be proficient in MS Word and Excel
- Argus Enterprise experience a plus
- Must have strong writing skills, attention to detail, and ability to manage assignments while meeting deadlines

You can submit your resume to [ssanderson@bbgres.com](mailto:ssanderson@bbgres.com).

## **JOB POSTINGS, CONTINUED...**

**Commercial Real Estate Analyst**

Posted on: 04/08/2021

## **COLUMBUS, OH; BBG, Inc.**

## Description

Entry level job to learn core professional skills for the practice of commercial real estate valuation. Research and compile key data, perform market surveys and confirm property transaction details. Analyst works in close collaboration under a licensed senior appraiser to access proprietary databases and publicly available resources. This work output is used to produce appraisal reports or other valuation services for a wide variety of commercial real estate subject properties and entrusted by BBG clients.

The analyst will primarily assist the senior appraiser and eligible to earn experience hours toward licensure, but will also have opportunity to interact with other industry professionals and gain knowledge of various disciplines relevant to real estate. Skills acquired are highly relevant to enter the career path as a certified appraiser but also relevant for any commercial real estate professional. All job training and necessary equipment and technology will be provided.

## Requirements

Strong technical skills desired; i.e.... Word, Excel, accounting basics and understanding of financial statements, ArcGIS or other web based mapping tools. Position includes medical benefits, flexible scheduling, education assistance, and options for offsite field work inspecting properties. Teamwork environment and IT technical support to be provided.

You can submit your resume to [ssanderson@bbgres.com](mailto:ssanderson@bbgres.com).

**Certified General Appraiser**

Posted on: 04/21/2021

Valbridge Property Advisors | Cincinnati is seeking experienced, dedicated appraisers for its Cincinnati office. Applicants must have excellent writing and analytical skills. VPA | Cincinnati has a long standing regional presence with a well-established client base. We provide state of the art technology and support to all employees to enhance both skill level and productivity. Compensation is commensurate with experience and quality of work product, and at the top of the range for the market.

Please send a resume to Jonathan S. Beery, MAI at [jbeery@valbridge.com](mailto:jbeery@valbridge.com)

and R. Matt Nobles, MAI, AI-GRS at [rmmnobles@valbridge.com](mailto:rmmnobles@valbridge.com).

Valbridge Property Advisors is one of the largest commercial property valuation and advisory services firms in the U.S., with more than 200 MAI-designated appraisers, 78 office locations and more than 675 staff across the nation. Valbridge provides independent appraisal services consistent with the highest industry standards of practice. If you're interested in learning more about a career at Valbridge Property Advisors or want to apply online, visit [www.valbridge.com/careers](http://www.valbridge.com/careers).

## JOB POSTINGS, CONTINUED...

### **Valuation Specialist**

Posted on: 04/13/2021

#### **COLUMBUS, CINCINNATI, & CLEVELAND**

About Colliers International Group Inc.

Colliers (NASDAQ, TSX: CIGI) is a leading diversified professional services and investment management company. With operations in 67 countries, our more than 15,000 enterprising professionals work collaboratively to provide expert advice to real estate occupiers, owners and investors. For more than 25 years, our experienced leadership with significant insider ownership has delivered compound annual investment returns of almost 20% for shareholders. With annualized revenues of \$3.0 billion (\$3.3 billion including affiliates) and \$40 billion of assets under management, we maximize the potential of property and accelerate the success of our clients and our people.

#### **BE in charge of your career at Colliers International**

At Colliers, we are enterprising. If you're a self-starter looking to BE entrepreneurial, creative and collaborative, you'll fit right in. At Colliers, our culture is to allow our people to maintain control over the direction of their careers, cultivating the ambition and differences each of our professionals have to offer.

We believe that your career is what you make it. Colliers is what you make it.

#### **BE influential. BE entrepreneurial. BE a game changer.**

Be all that and more at Colliers International. Join our team as a Valuation Specialist in Ohio.

At Colliers International, we help ambitious real estate professionals succeed by helping them build amazing workplaces, businesses and communities around the world. We do this by thinking differently, sharing innovative ideas and offering a unique and collaborative workplace where you can succeed.

#### **Who you are**

You have experience in commercial real estate and providing high quality property valuations. You enjoy providing service excellence to clients, and leverage technology to make yourself more efficient. Company culture is important to you and you work to grow your relationships and share your ideas to create better processes and procedures.

As a Valuation Specialist, you will be focused on producing thorough reports as well as fostering client relationships and consulting with them to find the best solutions. You'll work closely with management to further develop your expertise and professional development plan. Each day you will promote and advocate Colliers' brand in the local market, articulating its value through superior customer service to its clients.

#### **What you bring**

- 3+ years of related work experience.
- Team player mentality with excellent communication skills.
- Active Certified General Real Estate Appraiser license.
- Proficient in Microsoft Office applications.

#### **Bonus skills and experience**

- MAI and/or RICS designation.
- Working knowledge of Argus Enterprise.

#### **What success looks like**

- You have happy clients who are engaged and inspired to work with you.
- You've developed strong relationships with management, your peers and external partners in the business community.
- Your personal production level is growing.
- You successfully meet and/or exceed financial performance expectations and professional development goals as planned.

## **JOB POSTINGS, CONTINUED...**

**BE who you are and what you want to be with Colliers International. We'd love to meet you.**

Colliers International provides equal employment opportunity to all persons. No employee or applicant for employment will be discriminated against because of race, creed, origin, marital status, sexual orientation, age, otherwise qualified disabled or veteran status or any other characteristic protected by law.

If interested in applying, please send your resume to: Christian Smith, MAI - Managing Director - Ohio

christian.smith@colliers.com

## **Review Appraiser I**

Posted on: 06/11/2021

Company: Park National Bank

**Location:** Ideally in Cincinnati or Columbus, Ohio, but we are open to location anywhere in our four-state footprint.

## Opportunity Information:

The commercial review appraiser I is responsible for reviewing 1-4 family, residential appraisal reports for commercial use. This position is responsible for the delivery of commercial residential appraisal services (appraisals, evaluations, reviews, and consultation) in a regulatory compliant, cost effective, and timely manner . Location of this position is flexible within our footprint, but preference is in Columbus or Cincinnati. A flexible work arrangement may also be considered for this position.

## **RESPONSIBILITIES**

- Review 1-4 family, residential appraisal reports for commercial use
  - Complete valuation reviews and prepare cogent, concise written assessments addressing compliance to Uniform Standards of Professional Appraisal Practice (USPAP) and PRK's collateral criteria
  - Compile reports concerning economic market trends and commercial real estate statistics in all affiliate markets
  - Prepare evaluations, validations and market data reports for specific properties
  - Maintain an understanding of Federal Appraisal Guidelines and obtain interpretation from federal regulators when necessary
  - Communicate with commercial appraisers, vendors, etc. regarding report deficiencies and assure appropriate corrections are made
  - In conjunction with the Commercial real estate leadership, oversee the valuation review process throughout PRK including providing ongoing training of other reviewers, periodic review of their reports, development of review templates, etc.
  - Respond to outside regulator (OCC) audit requests with regard to commercial lending and valuation practices
  - Represent PRK through contact with business and trade professionals
  - Participate in identifying, measuring, monitoring, controlling and mitigating departmental and enterprise-wide risks
  - Maintain awareness of and adhere to Bank's compliance requirements and risk management concepts, expectations, policies and procedures and apply them to daily tasks
  - Other duties as assigned

#### **DESIRED KNOWLEDGE, SKILLS AND ABILITIES**

- Proficient with Federal Real Estate Appraisal regulations and PRK's Commercial Real Estate Valuation Policy
  - Proficient in commercial real estate valuation, market research data and commercial credit underwriting
  - General Appraiser certification required and MAI designation desired
  - Ability to apply logical and analytical thought processes to define problems, collect data, establish facts and draw conclusions

## JOB POSTINGS, CONTINUED...

- Ability to interpret a variety of technical instructions and deal with multiple variables
- Excellent written and verbal communication skills
- Advanced organizational skills
- Demonstrated independent problem solving and decision making skills
- Familiar with PRK's commercial real estate valuation procedures
- Deliver consistent, high level of service within our Service Excellence guidelines

### EDUCATION

Bachelor degree in Business, Finance, or Accounting and/or 2-4 years' experience as an appraiser, commercial lender, credit analyst, auditor or position within the accounting or banking field.

### SCHEDULE

Office hours: Monday through Friday 8am to 5pm. Overtime may be necessary during peak times. This position is non-exempt and full-time. A minimum 37.5 hours is required to maintain eligibility for full-time status.

To Apply, please click on the link below:

<https://recruiting.ulipro.com/PAR1025PNATB/JobBoard/78198a68-8e94-4f76-b970-3a27214b2ee3/OpportunityDetail?opportunityId=c1717afc-e50c-4641-95c9-3bc38b5970cc>

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Candidates Co-Chair					
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Education	Joe Zavac, MAI	Toledo	419	418-5253	jzavac@williamfallgroup.com
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Alternates	Bruce Daubner, MAI, AI-GRS	Dublin	614		bdaubner@apprise.us
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Revised 6/29/21

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