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## **President's message: Continue to stay safe - by George Demopulos**

September 11, 2020 - Appraisal & Consulting



George Demopoulos  
LASS

The Massachusetts and Rhode Island Chapter of the Appraisal Institute is hoping all of our friends and clients are continuing to stay safe during the COVID-19 Pandemic. Appraisers, just like all of our customers, clients and friends in the real-estate and mortgage professions have been affected by the COVID-19 pandemic and we are doing all we can to continue to provide appraisal services during this unprecedented time. We are hoping everyone is enjoying the wonderful summer months!

The AI continues to host a weekly "AI Answers" session on Wednesdays. These sessions are conducted via GoToMeeting. I encourage all appraisers to check out the recordings of these sessions and to attend these weekly webinars. The most recent, the issue of "Adaptive Re-use" in Commercial Real Estate. The panel included: Robert Hunden, president and CEO, Hunden Strategic Partners, Chicago, John Kilpatrick, Ph.D., MAI, managing director, Greenfield Advisors, Seattle, Alan Leirness, MAI, Appraisal Services, Inc., Fargo, North Dakota, Robert Lewis, FAICP, CEcD, independent consultant, urban planning and economic development, St. Louis.

The panel discussed the skill set brought to adaptive reuse projects, including how appraisal methods and expertise in the cost approach, market analysis, feasibility analysis and highest and best use analysis are central to the scope of services requests. Our panelists also provided helpful hints on business development and networking opportunities in this unique and complex advisory service.

Please visit [www.appraisalinstitute.org](http://www.appraisalinstitute.org) to view these past webinars to attend the upcoming weekly events.

The MA/RI Chapter held its virtual Board Meeting on Thursday, September 10th. All members were welcome to attend.

We are also hosting our first "Socially Distanced" Networking event and Fall Chapter meeting on Tuesday, September 15th starting at 4:30 pm! This will be a virtual event and all are welcome and encouraged to attend!

What else could we do in 2020! We may not be able to meet in person, but this year's VIRTUAL Fall Chapter Meeting and AI After Hours Networking Event is an opportunity for us to come together from your favorite outdoor space, home or office to socialize with fellow members of the appraisal community. We encourage you to grab an ice cold beverage, your computer, and get comfortable! Show off your porch, patio, favorite backyard spot or anywhere where you have WIFI. Participants will be randomly placed in breakout rooms multiple times throughout the event and prompt questions will be provided to kick-off the conversation. We look forward to seeing all our members on September 15th.

The MA/RI Chapter continues to offer the best appraisal education in the area! We have been offering on-line education during the COVID-19 Pandemic and are pleased to announce we will be

holding classroom education in the coming months! The following classes are being offered:

- Basic Appraisal Principles, Friday, September 11 in Norwood, MA
- Tightening the Appraisal via Virtual Education, Thursday, September 17;
- General Appraiser Sales Comparison Approach, September 23-26 in Woburn, MA; and
- Holiday Meeting and Installation of Officers, Directors and Regional Reps, Thursday December 3.

Please visit our website to register!

We would like to thank our 2020 sponsors! A very special THANK YOU to our Platinum Sponsors;

Boston Appraisal Company, CB Richard Ellis/New England and Newmark Knight Frank, our Gold Sponsors, JLL Valuation Advisory and Compstak and our Silver Sponsor Cushman & Wakefield. For sponsorship opportunities please reach out to our office.

Our chapter is made of the very best commercial and residential appraisers providing real estate solutions for clients throughout New England and beyond. Our chapter designated professionals specialize in all aspects of real estate appraisal and consulting and are ready to provide these services to all of our clients, current and future. A complete list of our members and their appraisal concentrations can also be found on our website, <http://massri-appraisal institute.org/>

George Demopoulos, MRICS, RA, SRA, AI-RRS is the 2020 president of the Massachusetts and Rhode Island Chapter of the Appraisal Institute and president and chief valuations officer at Lincoln Appraisal & Settlement Services (LASS) and Lincoln Abstract & Settlement Services, Providence, RI.

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