

Offerings are presented virtually via Zoom; some are in-person. Please register accordingly. Students must have computer, webcam & microphone capability to participate & receive CE credit. The platform will be interactive and live. The instructor must be able to physically see and interact with all students and students must be able to see and interact with the instructor. A copy of your driver's license must be emailed to the Chapter office as verification after you have registered for the 3/25 seminar. You will receive a separate email from the Chapter Office with log-in info. You do not need a paid account from ZOOM to participate. Check your webcam privacy settings on your computer. Contact LisaMay.Weiss@appraisalinstitute.org with questions.

Artificial Intelligence, Blockchain, and the Metaverse: Implications for Valuation

Tuesday, March 25, 2025 7 CE hours Zoom Instructor: **Douglas A. Potts, MAI, AI-GRS**

NEW SEMINAR! This seminar introduces both residential and commercial appraisers to artificial intelligence (AI) and its applications in the appraisal industry. You'll gain a solid understanding of the history of AI, its building blocks, and the reasons why AI is becoming increasingly essential in data analysis. It also dives into the concept of generative AI and its potential benefits for appraisers. Through examples and case studies, you'll develop a working knowledge of tools such as ChatGPT, a cutting-edge generative AI model. Seminar objectives:

- Gain a solid foundation in artificial intelligence inc. its historical context & relevance to the appraisal industry.
- Gain a working knowledge of generative AI & its potential benefits, specifically through the exploration of ChatGPT.
- Discover the origins and use of blockchain as well as the potential impact of blockchain on the real estate industry; topics include tokenization of property, transparent transactions, and increased efficiency in property management.

Upzoning Appraising – “Using Highest & Best Use (HBU) Analysis”

Thursday, June 5, 2025 7 CE hours In person and on Zoom; register accordingly

REIN building, 4575 Bonney Road, Suite 100 Virginia Beach, VA 23462

Developed and instructed by **Byron Miller, SRA, AI-RRS**

Single-family residential zoning in America is under attack! Cities across the U.S. are facing a shortage of affordable housing. As a result, housing advocates, builders, realtors, policy makers, and legislators have formed an alliance to promote a solution. The alliances' solution is legislation to increase density in cities across the country. This legislative movement is commonly called Upzoning. And is popping up all over the country from Austin, TX to Washington State, as well as, California, Minnesota to name a few. These laws dramatically reduce the number of parcels that are available for only single-family residential use. Moreover, Upzoning legislation has a huge effect on how appraisers do their jobs. A broad range of practical topics are discussed in this class. For example, this class introduces the concepts of Upzoning, and how this legislation impacts the appraisal process. Intended and unintended consequences of Upzoning are discussed. A Highest & Best Use (HBU) refresher, and practical analysis related to Upzoning appraising is presented. And finally, there is a discussion of workfile related issues with regards to Upzoning HBU analysis. This class is a must for all appraisers, wanting to up their game by enhancing their marketability, and differentiating themselves from the competition. Seminar Objectives:

- Understand upzoning definitions
- Assess how upzoning local & national legislation impacts the appraisal process
- Apply HBU to upzoning assignments
- Identify appraisal workfile requirements

Any & all cancellations are subject to an admin fee. No credit/refunds for cancellations made on or after 7 days prior to class.

*No credit/refunds for no-shows. **Make sure you register for the correct seminar location for 6/5: in person or zoom!***

Artificial Intelligence, Blockchain, and the Metaverse (March 25) \$189 member/\$199 non-member **ZOOM**

<https://www.appraisalinstitute.org/education/search/artificial-intelligence-blockchain-and-metaverse-implications-for-valuation/524483>

Upzoning Appraising (June 5) \$199 member/\$229 non-member **ZOOM**

<https://www.appraisalinstitute.org/education/search/upzoning-appraising-using-highest-best-use-hbu-analysis-c-hamprd/524697>

Upzoning Appraising (June 5) \$199 member/\$229 non-member **IN PERSON**

<https://www.appraisalinstitute.org/education/search/upzoning-appraising-using-highest-best-use-hbu-analysis-c-hamprd/524696>