

# Washington DC Metro. Chapter

## MESSAGE FROM THE PRESIDENT

GREGGIE PASCUAL, MAI, SRA, AI-GRS

Dear AIDC Members,

As 2024 comes to a close, I can't help but reflect on what has been an extraordinary journey. At my installation dinner at the start of this year, I shared my vision of leading with Gratitude, Growth, and above all, Love.



Today, as I write to you in one of my final acts as President of our Washington DC Metro Chapter, I am humbled and inspired by the strength, resilience, and potential of this amazing community.

Like all things worth striving for—like a life worth living—this year has not been easy. We've faced economic uncertainty, challenges within our profession, and questions about the direction of our organization. But what stands out to me most is how we responded—not with division or hesitation, but with courage, collaboration, and a renewed focus on our shared purpose. It's a testament to the character of our chapter that in the face of challenges, we didn't just hold steady; we found ways to adapt, innovate, and grow together.

Throughout 2024, we proved that the Washington DC Metro Chapter is more than just a professional network—it's a place where ideas take root, relationships flourish, and growth happens at every level. Whether it was through impactful education sessions, the groundbreaking joint event with the Risk Management Association, or the many small moments of connection along the way, we turned challenges into opportunities. These accomplishments weren't mine alone—they were ours. They happened because of the dedication of our leadership team, our volunteers, and every member who stepped up to contribute their time, energy, and passion.

As I prepare to pass the torch to the next leaders of our chapter, I am excited for what lies ahead. The strength of the Appraisal Institute has always been its people—talented, driven professionals who push boundaries and inspire others. Here in the DMV, we have a unique opportunity to set the standard for our profession, to mentor the next generation, and to build deeper connections within the real estate community.

But we can only do this if we stick together. Unity is our greatest strength, and it's up to each of us to focus on what brings us together rather than what sets us apart. Whether it's by mentoring a new member, volunteering on a committee, or sharing your ideas and insights, you all have a role to play in shaping the future of our chapter and our profession.

## Chapter Highlights

**President's Message**

**University Relations Update**

**Upcoming Education & Events**

**2024 Real Estate Conference Update**

**AI/RMA Joint Event Recap**

**William S. Harps Emerging Leaders Fund**



As I close this chapter of my own journey, I do so filled with optimism for the path ahead. With Gratitude, Growth, and Love as our guide, I have no doubt that we will rise to meet the challenges before us—and exceed even our own expectations.

Wishing you all a joyful holiday season and a 2025 filled with purpose, progress, and passion.

With gratitude and admiration,



Greggie D. Pascual, MAI, SRA, AI-GRS, CCIM, ASA, MRICS  
President, Washington DC Metro Chapter  
Appraisal Institute

## University Relations

Led by Ericka Simmons and Don Boucher, the University Relations Committee continues to find in roads at local universities. Along with committee members Gregory Laikind, Chad Corson and John Nolan, outreach has been made to several schools.

American University: The school has changed the direction of its real estate program, greatly altering trajectory to have students ready for trainee positions upon graduation. Ericka continues to work with the administration to find other avenues to get appraisal classes back into the course catalog.

George Washington University: Chad Corson and Gregory Laikind attended the fall career fair and talked to many students about careers as appraisers or users of appraisal services. These students were invited to join the chapter as student affiliates.

## University/Trainee Q&A Session @ Real Estate Conference:

We held our inaugural panel presentation/luncheon preceding the Fall Real Estate Conference. We had over a dozen students/trainees in attendance for a very informal chat with our committee members, and other appraisers in the DC area. Topics included entering the profession, to completing education requirements, moving up the ladder at a larger firm vs. opening your own firm and many more!

We are continuing talks with other schools in the area. If you have contacts with any schools, please be in touch! If you would like to be a part of this team, let us know!

## Upcoming Education and Events

Thank you to all of our Chapter members and supporters who attended our 2024 Educational offerings and events. We want to be your primary educational provider and are determined to bring new content and the best instructors to our educational program.

### **January 22 - Artificial Intelligence, Blockchain and the Metaverse: Implications for Valuation**

7 Hour Virtual Seminar-- National seminar approved in many states!

Instructor: Mark Linne

### **February 5 - 2025 AIDC Real Estate Update and Installation**

@Seasons 52, North Bethesda

4-6 pm - CE session featuring speakers from the Federal Reserve and Freddie Mac

6-8:30 pm - Dinner and Installation of Officers

AI President Elect, Michael Mignogna as well as other Regional and National representatives will be attending this event!

2 Hours of CE will be followed by a happy hour, dinner, and the installation of officers. Education will feature an economic update from Andy Bauer from the Federal Reserve Bank, and Sean Murphy from Freddie Mac with information for residential appraisers on the UAD2 redesign.

Early Bird Pricing is available until January 1! We do anticipate maxing out our capacity at this venue.

### **March 3-7 - Review Theory General @GCAR - Rockville, MD**

This is the course that MAIs need to receive their AI-GRS Review Designation, approved for QE and CE credits for multiple states.

Instructors: David Lennhoff and Barry Diskin

Registration for these events can be found at our Chapter Website: [www.appraisalinstitutedc.org](http://www.appraisalinstitutedc.org)

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# 2024 Real Estate Conference Update

This year saw another exciting day of some of the best local and national experts.

The day began with a large block covered by AI's (Appraisal Institute) leading expert in AI (Artificial Intelligence), Mark Linne. Travelling from Colorado, he spent the first chunk of the day explaining new uses of AI and other technology in general and for valuations. Mark is teaching a full 7 hour virtual seminar on artificial intelligence, blockchain and the metaverse for AIDC on January 22.

We continued with national expert Rodman Schley talking about the short term invest markets for both appraisers and investors.

Our third educational block focused on zoning and land usage and brought together three local powerhouses:

-Victor Hoskins - President & CEO;  
Fairfax County Economic Development Authority

-Paul Tummonds - Director; Goulston & Storrs

-Gilles Stucker - Director of Strategic Initiatives; Office of the Deputy Mayor for Planning and Economic Development

These gentlemen were the perfect combination of knowledge and personality to round out the day.

After the learning was over, participants enjoyed the sunny 80 degree day, and headed over to Lucha Rosa, the rooftop bar at the Moxy for a truly beautiful happy hour.

Thank you to everyone who attended and we missed those who could not. Our goal is for this to be the truly MUST ATTEND educational event of the year for expert speakers and the best networking.



## 2024 AIDC RE Conference Photos


# RMA / AIDC Joint Event

Greggie Pascual, Brian Ginter and Veronica Sharifaie put in hours to plan the first joint event between the Risk Management Association Potomac Chapter and the Appraisal Institute DC Chapter. The event was held in November at Glory Days in Alexandria, VA. While planning the event was time consuming, it was apparent to see that banking and lending professionals greatly value time spent with and perspectives shared by appraisal professionals...and vice versa!! These two groups melded together perfectly to explore how they can work together to make the processes more accurate and efficient.

Grant Norling at Valcre stepped up as moderator for the event and Valcre served as the event sponsor. We thank these individuals for their hard work and are excited to explore another joint event in the future.


## Today's Panel

Moderator




**Grant Norling**  
Valcre  
Co-Founder and VP  
Customer Experience


Speakers



**Greggie Pascual**  
GP Valuation &  
Advisory Services &  
GP Capital Partners  
President



**Veronica Sharifaie**  
Virginia National Bank  
SVP, Commercial Lender



**Brian Ginter**  
Pyramid Real Estate  
Consulting Network  
Executive Director



# 2024 AIDC Chapter Leadership

## President

Greggie Pascual, MAI, SRA, AI-GRS

## Vice President

Michael Haller, MAI

## Secretary/Treasurer

Jack Sonceau, SRA

## Past President

Matthew Solomond, MAI

## Directors:

Ericka Simmons, MAI, AI-GRS

Samuel Sherwood, MAI

Gregory Laikind, MAI, SRA, AI-GRS, AI-RRS

Peter Sullivan

Chad Corson, MAI

Jim Audas, Jr., SRA



Washington DC Metropolitan Chapter

## William S. Harps Emerging Leaders Fund

This year, AIDC was able to award funds to two deserving recipients.

The Washington DC Metropolitan Chapter is proud to offer this fund as a means for motivated individuals to further their careers and the appraisal profession. We seek to equip emerging leaders with the opportunities necessary to increase their engagement with the Appraisal Institute and make a lasting impact on the profession as a whole. We believe in giving back to the appraisal community and expect recipients to share this philosophy.



**We want to award more funds in 2025 and need your help! If you know of an individual who could benefit from this program, please reach out to Tiffany Lewis at [info@appraisalinstitutedc.org](mailto:info@appraisalinstitutedc.org), or check the chapter website for full details!**