

MAY 2025

PRESIDENT'S LETTER

Anthony “Tony” Martin, MAI*2025 SCAI President*

Dear Members,

My name is Tony Martin, and I'm honored to introduce myself as your 2025 Chapter President. I operate the A.R. Martin Company in Lexington, South Carolina, where my appraisal practice focuses primarily on eminent domain valuations. My wife and I are blessed with four children and two grandchildren, and I'm truly grateful for the opportunity to give back to an organization that has given so much to me and my family over the years. It's already been quite a year—both for our national organization and our local chapter. Before I touch on some of the recent developments at the national level, I'd like to take a moment to highlight the important work and accomplishments happening here in South Carolina.

In January, we hosted a virtual seminar titled “Protecting Yourself” with attorney Craig Capilla. Craig did an outstanding job, and I highly recommend this class to anyone who hasn't taken it yet. It provided invaluable insights into professional risk management—something we can never know too much about.

In April, we held our first in-person Economic Summit since before COVID, and it was a resounding success. We had over 30 attendees and five outstanding speakers. A big thank you goes to Jody Odom, MAI, for hosting this event. Our speakers included:

- Cameron Yost (Lee & Associates) – offered key insights on the challenges in the office market
- Mandy Coleman (National Restaurant Properties) – shared restaurant property trends, particularly in the Charleston market. It was funny to hear her say that quite often the buyer of a restaurant property is a bored, very wealthy person who has no idea how to operate a restaurant.

- Hagood Morrison (Bridge Commercial) – delivered compelling information on the industrial market, which is probably the hottest property type right now. It was quite crazy to learn that tracts of land with potential for data center development are probably unable to be valued because the prices paid have no basis in the local market.....Google, Meta and the likes simply pay whatever it takes to obtain such properties.
- Rox Pollard (Colliers International) – spoke about the continuing strength of the retail market. Now that the market has absorbed the empty big box stores and malls have transitioned to numerous retail service tenants, the retail market appears to be as strong as ever.
- Rob Salvino (Coastal Carolina University) – provided an interesting and wide-ranging economic overview of the real estate market

Please thank these individuals if you have the opportunity—and also extend your thanks to Ben Hayes, MAI, who has worked tirelessly for the last few years to elevate our chapter's education programs, including organizing this Summit. I don't know how Ben found the time to develop our education and still produce appraisals!

Looking ahead, we have two more education offerings planned for 2025. One will focus on the new URAR residential form. If you're involved in residential work—or know others who are—this class will be vital. It will be offered in person to foster the kind of interaction and camaraderie we often miss in virtual settings. Another class, likely virtual, will be announced soon, so please stay tuned.

In April, I attended the national Appraisal Institute meeting in Clearwater, Florida. This was one of two annual gatherings where chapter and regional leaders meet face-to-face with national leadership. The meeting opened with a live broadcast of AI's "Face Value" podcast, which I encourage you to check out if you haven't already.

Our national leadership expressed optimism, but it's clear we are facing significant challenges as an organization. As many of you know, the CEO hired in late 2023, Cindy Chance, was terminated less than a year into her tenure. Her dismissal, right before last year's Kansas City meeting, which I also attended, raised many difficult questions. Many appraisers who asked questions of leadership were very passionate about their concerns and the emotional temperature in the room got a bit elevated. National leadership has largely remained silent on details, citing legal constraints. Since then, Ms. Chance has filed a lawsuit against the Appraisal Institute and our current Vice President, alleging wrongful termination and sexual harassment. There is also news that a whistleblower lawsuit has been filed by a different former employee, with these claims being detailed in a recent New York Times article. While AI leadership has strongly denied the fraud allegations mentioned in the article, the situation remains fluid.

Despite the turbulence, and on a brighter note, I can report that the leadership of the local chapters are people that care passionately about AI and want the best for our organization and our members. I know this because a chapter president in Pennsylvania, Justin Gohn, MAI, started an e-mail group in January for current presidents. We have had two zoom meetings to share success stories, struggles and ideas to improve individual chapters and the national organization. These meetings are grassroots and not planned through national so many things said and emailed can be rather unfiltered but that can be a good thing because not everything is sunshine and puppies right now. As the news of the lawsuit has unfolded my inbox has been flooded with emails from this president's group and many chapters have already had their board compose a letter to National leadership calling for accountability and clarification on the path forward. With the LDAC (Leadership Development and Advisory Council)

conference taking place this week in Washington, D.C., most Chapters are waiting to see if any new information comes out before taking further steps.

One thing these meetings with other chapter presidents has made me realize is how fortunate we are to have Sarah Walsh as our executive director. Many chapters are struggling to find experienced, capable executive directors. While there are companies that will provide services to help run a small non-profit, like we are, those companies and the executive directors they put in place have no idea about the minutia that goes along with everything AI. Sarah has vast experience not only with AI national but also with being an executive director for local chapters. We are lucky to have her, and she certainly keeps me in line and makes sure my responsibilities as president are met. Please make sure to seek her out and thank her the next time you see her.

Lastly, at our April board meeting, I shared news that the Savannah Chapter president discussed at the national meeting in Clearwater that the Savannah Chapter is struggling to sustain itself independently. While the Savannah Chapter has dozens of members, only a handful are consistently engaged, and their chapter is considering a merger with another chapter. Though Atlanta might seem like an obvious partner, our event locations like Charleston, Hilton Head, and Columbia, are actually more convenient for their Savannah area members. In response to this news, our board voted to extend an invitation to Savannah to join us as a subchapter. We have not yet made a formal offer to the Savannah Chapter, but we believe this partnership could be mutually beneficial. We'll keep you updated with any news on this matter.

Thank you once again for the opportunity to serve as your president. I'm proud and excited of what I see and hear about local chapters and hopeful that we can help steer the broader organization toward a brighter future. While there may be challenges ahead at the national level, I believe in the strength, integrity, and resilience of our individual chapters and South Carolina in particular.

Sincerely,
Anthony R. (Tony) Martin
President, South Carolina Chapter
Appraisal Institute



Scholarship Opportunities

Marion R. (Ralph) Griffin, Jr. MAI, AI-GRS Memorial Scholarship

[Click Here for Scholarship Criteria and Application](#)

[Click Here to Make a Donation](#)

The South Carolina Chapter of the Appraisal Institute has been blessed with an anonymous donation of \$5,000, with a specific focus on scholarship funds. The donor's intent with this generous donation was to assist with the financial responsibility of the various education courses required in the designation process. The donor's desire was to give back, out of their own appreciation and success, to those working towards an Appraisal Institute designation and the local chapter that supports them.

In Memory of M. Ralph Griffin, Jr., MAI, AI-GRS, we are calling for South Carolina Chapter Appraisal Institute (SCCAI) Professionals to match this level of generosity. The donor has made the contribution without any specific contingencies but has asked that the membership work to match and or exceed the donation amount.

Get to know AIERF

The Appraisal Institute Education and Relief Foundation (AIERF) was born out of the 2018 union of the AI Education Trust and AI Relief Foundation in order to most effectively and efficiently serve real estate appraisal professionals now and into the future.

For more than 50 years, the Appraisal Institute Education Trust (AIET) fostered the advancement of the real estate appraisal profession and played a critical role in supporting valuation education. AIET supported a vast range of initiatives, from world-renowned resources such as the Y.T. and Louise Lee Lum Library, to programs that will help secure the future of the valuation industry, including research grants and scholarships.

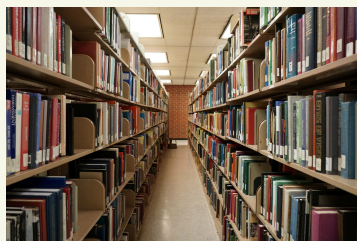
Since the formation of the Appraisal Institute Relief Foundation (AIRF) following the 2005 Gulf Coast hurricanes, more than \$300,000 in emergency financial assistance has been provided to appraisers and other individuals in need.

Looking to the future, the AI Education and Relief Foundation will continue to seek opportunities to support and promote the profession of real estate valuation and the individuals who comprise the profession.

For more information, contact AIERF at 312-335-4133 or aierf@appraisalinstitute.org.



The AIERF provides scholarships to members looking to further their education to receive their designation or become certified



With its extensive collection of books, journals and other resources and growing database connections, the Lum Library provides support for the research needs of all Appraisal Institute members, as well as the profession at large.



In 2005, the AI Relief Foundation was formed out of concerns many AI professionals were expressing soon after Gulf Coast hurricanes as to how they could help their colleagues. Today, the AI Education and Relief Foundation stands ready to provide emergency financial assistance to our colleagues in need.

2025 Officers

Anthony “Tony” R. Martin, MAI –
PRESIDENT

Benjamin E. Hays, MAI– VICE
PRESIDENT

Tripp Glenn, MAI – TREASURER

Shane Santini - SECRETARY

2025 Directors

Stephen Griffin, MAI– Director

Brantley Clark, MAI – Director

Marshall West, MAI, SRA - Director

Clark Truluck, MAI – Immediate Past
President

2025 Regional Representatives

Anthony “Tony” R. Martin, MAI
William R. Moon, Jr., MAI
Deborah Tripp, MAI, SRA
Benjamin Hays, MAI

2025 Alternate Regional Representatives

Eric Goodwin, MAI

Please welcome these new members to the South Carolina Chapter**New Associate Members**

Tracy R Cauthen, Jr
Lancaster, SC

Briana Johnson
Hartsville, SC

Paul Riley
Oaktie, SC

Robert E Schaeffer
Columbia, SC

Virginia Traynham
Myrtle Beach, SC

**New Candidate for
Designation**

Gary C. Bratton
Sumter, SC

**Congratulations
PAREA
Graduates**

Lisa Piancone
Vaucluse, SC

Leigha Howell
Galivants Ferry, SC



Reviewing An Appraisal: A Practical Guide for Appraisers

Chapter Membership Meeting

June 26, 2025 12 pm

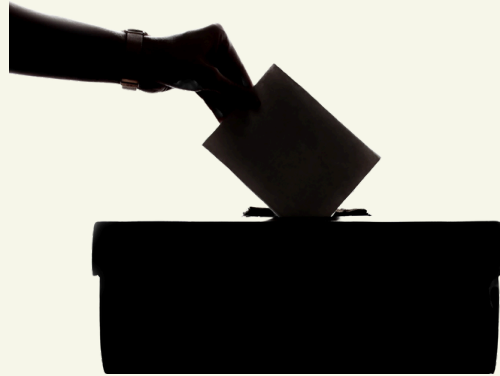
Zoom

Statement of Benefit

- How the review process should work
- Whether an appraisal report meets minimum standards
- Whether the report may have questionable methodologies that could show bias or competency
- issues
- If the report somehow creates an unreliable report that could create a buyback situation with
- Fannie Mae and other GSEs and agencies which in turn can harm the financial system

Learning Objectives

- When you complete this class, you will be able to
- Describe what an appraiser does and how to interpret an appraisal report.
- Understand the basics of the appraisal review process.
- Understand what a reconsideration of value is and how to write a professional one.



Vote for the 2026 Board of Directors June 26, 2025 12 pm

**Thank you to the following people for volunteering for the chapter and
congratulations on being elected.**

2026 OFFICERS (1-year term)

**Benjamin Hays, MAI
President**

**Wadley "Tripp" R. Glenn, III, MAI
Vice President**

**Shane Santini, Candidate for
Designation
Treasurer**

**J. Marshall West, MAI, SRA
Secretary**

2025 DIRECTORS

**Tony Martin, MAI
Brantley R. Clark, MAI
Stephen Griffin, MAI
Deborah Tripp, MAI, SRA**

2026 REGIONAL REPS

**Wadley "Tripp" R. Glenn, III, MAI
Deborah Tripp, MAI, SRA
William "Robby" R. Moon, MAI**

2026 ALTERNATE REGIONAL REPS *

J. Marshall West, MAI, SRA

Leadership Development and Advisory Council (LDAC)



This year, I had the privilege of returning to Washington, D.C. for the Appraisal Institute's Leadership Development and Advisory Council (LDAC) conference. LDAC continues to be an invaluable platform for appraisers across the country to engage in meaningful dialogue, develop leadership skills, and advocate for the future of our profession.

A standout moment of the conference was our day on Capitol Hill, where we met directly with lawmakers and their staff to discuss pressing issues affecting the appraisal industry. Engaging with lawmakers offered a firsthand look at how our voices as professionals can shape policy and protect public trust in the appraisal process.

It was an honor to meet Byron Miller, the Appraisal Institute's 2026 Vice President Elect, whose insight and accessibility underscored the strength of our leadership pipeline. Another highlight was hearing from Jody Bishop—past president of the Appraisal Institute and a respected member of our own South Carolina Chapter—who delivered a thoughtful and inspiring talk on leadership.



Beyond the advocacy and professional development, LDAC also offered memorable opportunities for networking and reconnecting with old friends. I had the chance to attend my first NHL game, watching the Washington Capitals take on the Carolina Hurricanes—a crazy experience. I was able to attend the game with Travis Avant who was also there for the national Lobbying Day. I also visited Old Ebbitt Grill, where I saw Teddy Roosevelt's historic gun collection, adding a cool historical dimension to the trip.

This year, LDAC reinforced my appreciation for the Appraisal Institute's commitment to shaping future leaders and elevating our profession. I'm grateful for the opportunity to represent our Chapter, build lasting connections, and bring back new perspectives. For anyone considering attending in the future, I can confidently say it's an experience not to be missed.

If you are interested in attending LDAC, please reach out to the Chapter Office for more information.

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