



October 4-6 | Fort Worth, Texas | In Person & Virtual

Schedule

Real Property



Monday, October 5, 2026

CONTENT SUBJECT TO CHANGE

All session times noted are U.S. Central Daylight Time

8:00 – 8:15am

Welcome & Opening Remarks

[Guillermo Ortiz de Zarate](#) | Chief Executive Officer | ASA

Carol Akers Klug, ASA | Sole Practitioner | Carol Akers Klug ASA MBA

8:15 – 9:15am

Keynote Address: How to be More Interesting Than a Cell Phone

[Deedre Daniel](#) | Founder | The Interesting Conversations Company®

In a world of constant distraction, how do you ensure your message actually lands? In this high-energy, research-driven session, Deedra Daniel shares practical strategies to capture attention, communicate with clarity, and stand out in any professional setting—from client meetings to the courtroom. Attendees will leave with immediately applicable tools to strengthen connections, enhance presence, and make complex ideas more engaging and memorable.

9:20 – 9:25am

[Real Property]

Discipline Welcome

9:25 – 10:15am

[Real Property]

Artificial Intelligence for Appraisers

[Craig Gilbert](#), ASA | Data Analyst - Expert Witness | Craig Gilbert Appraisals

This presentation distinguishes itself by providing a careful, structured introduction to Artificial Intelligence as it applies to appraisal practice, taught by an appraiser with demonstrated experience in both valuation and AI applications. The session emphasizes understanding how AI tool's function, their appropriate uses, and their limitations, rather than promoting automation or replacement of professional judgment. Instruction focuses on responsible application, critical review of results, and proper integration into existing appraisal workflows. Practical examples are used to illustrate concepts, with attention given to maintaining analytical rigor, credibility, and consistency. The program is designed to inform and educate appraisers on emerging analytical tools while reinforcing the appraiser's central role in analysis and conclusions.

10:45 – 11:45am

[Real Property]

Era of Valuation Transformation: Data Centers

[Nathan Fineman](#), ASA | Managing Director | DuCharme, McMillen, and Associates Inc.

Over the past decade and particularly in the last five years the data center sector has evolved from a specialized corner of commercial real estate into one of the most capital-intensive and rapidly changing asset classes in the global economy. Fueled by cloud adoption, hyperscale expansion, generative AI, edge computing, and increasing digital dependency, data centers now sit at the intersection of real estate, technology infrastructure, and regulated utility assets. For valuation professionals, this convergence has introduced both opportunity and unprecedented complexity.

1:15 – 2:05pm

[Real Property]

The Pivot: New Service Lines, New Risks, Better Problem Identification

[Russel Rice](#), ASA, MAI, MRICS, R/W-AC | Principal | Rice Real Estate Appraisal & Consulting

As appraisal professionals expand into specialty and advisory assignments, success depends on more than finding new clients—it requires accurately identifying the appraisal problem before the work begins. This session introduces a practical framework for evaluating new assignment opportunities, managing risk, and determining when to proceed, partner, pause, or decline, helping attendees confidently diversify their practice while maintaining credibility and professional standards.

2:10 – 3:00pm

[Real Property]

Myths in the Sales Comparison Approach: Examples From Multi-Family Appraisals

[Martin Skolnik](#) | Valuation Consultant | Skolnik Valuation Consulting

This session challenges three commonly applied, but often unsupported, adjustments in the Sales Comparison Approach: economies of scale, unit size, and changing market conditions. Using multifamily examples (with relevance to all commercial property types), the presentation demonstrates how data analysis, online resources, and real-world evidence can be used to test and validate these assumptions. Attendees will gain practical insights into replacing “rule-of-thumb” adjustments with defensible, evidence-based methodologies.

3:30 – 4:20pm

[Real Property]

Price is Right? - Calculating Credible Adjustments Using Cost Approach

[Byron Miller](#), SRA, AI-RRS, ASA, RAA, MSSE | Principal | BM Appraisals

The session provides attendees with an insight into differences between cost, price, and value from an appraiser’s viewpoint. There is a discussion on how the interpretation of the different definitions impact the valuation process. Multiple examples are presented to illustrate how to use this technique to produce defensible adjustments. There is also a discussion on appraiser responsibility with regard to using this technique with regards to USPAP AO-18, AO-37, and the proposed AO-41. This session gives appraisers another skill to help them stay competitive.

8:00 – 9:00am

Keynote Address: The Leadership Quotient: Staying Relevant, Trusted, and Indispensable in a World of Change

[Benjamin Smithee](#) | CEO | The Smithee Group

In today's rapidly evolving marketplace, technical expertise alone is no longer enough to stand out. In this dynamic keynote, Ben Smithee shares a practical leadership framework to help valuation professionals strengthen credibility, communicate with clarity, and position themselves as trusted strategic partners. Attendees will gain actionable insights to navigate change, deepen client relationships, and remain indispensable in an increasingly competitive and AI-driven environment.

9:05 – 9:55am

[Real Property]

Uniform Appraisal Dataset 3.6: Panel Discussion

[Lyle Radke](#) | Senior Director of Collateral Policy | Fannie Mae

[Lisa M. Meinczinger-Gulden](#), SRA, AI-RRS, ASA, CRP, RAA, CDEI | Advance Appraiser Service

With the UAD 3.6 implementation date just weeks away, join ASA instructor Lisa Meinczinger for a conversation with Fannie Mae's Lyle Radke on the industry's transition to the new standard. Drawing on early experience with completed UAD 3.6 reports, the discussion will explore implementation progress, common challenges and skill-development opportunities for appraisers, and the role of the enhanced dataset in supporting underwriting and collateral risk assessment. Attendees will gain practical insights into what has been learned so far and what to expect as implementation approaches.

10:25 – 11:15am

[Real Property]

This is the 21st Century. Why Haven't Narrative Reports Modernized?

[Martin Skolnik](#) | Valuation Consultant | Skolnik Valuation Consulting

This is the third decade of the 21st Century. And even though today's appraisals are delivered electronically as PDFs, they look and feel like they were written in 1980. This session will start with the evolution of the narrative appraisal report from the late 1800s into the early 20th Century, then to the 1930s for the appearance of the modern narrative, and then to today's report structure. However, much of the session will focus on how the appraisal community can improve their current report products in terms of format and content independent of the use of Artificial Intelligence.

11:20am – 12:10pm

[Real Property]

Accessory Dwelling Units: An OLD FAMILY Concept is New Again

[Alonzo Perkins](#), ASA | President | Alonzo Perkins, LLC

[Byron Miller](#), SRA, AI-RRS, ASA, RAA, MSSE | Principal | BM Appraisals

This discussion explores the history of the family unit living arrangements, how it has changed over the years and the issues involved in the valuation of accessory dwelling unit (ADU) and mother-in-law suites. We will discuss the reasons for the increase in market interest and adjustment to sales.

1:10 – 2:00pm

[Real Property]

The Future Real Estate Appraisals: Technology, Law, and Practice Evolution

[Troy Beaulieu](#) | Director of Legal Services | Bertolino, LLP

[LaJuana Acklin](#) | Senior Associate Attorney | Bertolino, LLP

This presentation explores how rapid technological advancements are reshaping compliance frameworks and professional standards within the real estate appraisal industry. As emerging technologies such as big data analytics, artificial intelligence (AI), quantum computing, drone technology, and robotics become integral to valuation practice, appraisers will face evolving expectations related to due diligence, confidentiality, and ethical compliance. Drawing on recent legislative developments in Texas and relevant federal regulatory benchmarks, the discussion will offer a forward-looking view of how compliance and legal obligations are evolving—and what professionals must do today to stay ahead of these shifts.

2:05 – 2:55pm

[Real Property]

Special Appraisal Requirements for Government Loan Programs

[David Doering](#), FASA, IFA | President | Missouri Property Appraisal Inc.

[Shane Weber](#), ASA, IFA | Vice President | Missouri Property Appraisal Inc.

The focus and appeal of this presentation is for practicing residential appraisers trying to navigate the complexities of various loan program requirements. This presentation will provide an overview of the special requirements for appraisal development and reporting related to various government guaranteed loan programs such as VA, FHA and USDA-RD loan programs for participants to gain a better understanding of the unique requirements of each of these programs.

3:15 – 4:05pm

[Real Property]

Native American Reservations: A Glimpse at the Lands and Valuation Concepts

[Alonzo Perkins](#), ASA | President | Alonzo Perkins, LLC

This discussion will focus on the lands of the Native American. We will discuss the different types of tribal lands, their sovereignty and governance. We will discuss the ownership of lands on and off reservation, and the valuation issues applicable to the lands. We will end with the discussion of trust lands and the United States as Trustee.

4:10 – 5:00pm

[Real Property]

Appraisal Consulting – Trap or Opportunity?

Robert Schlegel, FASA, ARM | Principal | Houlihan Valuation Advisors

[Penny Lutocka](#), ASA, CPA, ABV, CFE | Principal | Houlihan Valuation Advisors

“Appraisal Consulting” is more often seen in our “world of change.” This session will review the key USPAP principles concerning appraisal consulting with examples of consulting assignments that constitute appraisal practice, but not the development of an opinion of value, as well as other duties that an appraiser may undertake that do not constitute appraisal practice. Examples of these forms of assignments will be discussed, along with the risks that “consulting” could be interpreted as an appraisal, and the issues that arise in moving from “consultant” to “appraiser” in client work.