

## **MAAO Educational Conference**

**May 5<sup>th</sup> thru May 8<sup>th</sup> 2026**

Holiday Inn  
6600 Coastal Highway  
Ocean City, MD 21842

### **Tuesday Afternoon May 5<sup>th</sup>, 2026**

**5:00 pm – 8:00 pm**

**3 CEC\***

Topic: **Blighted Properties and Value Impacts & Considerations**

Speaker: **Glenn Irwin**, Former Executive Director of the Ocean City Development Corporation (OCDC)

Participants will take a walking tour of Historic Ocean City focusing on both the blighted or deteriorated properties in the downtown area as well as their recovery. The walking tour starts along the southern end of the Boardwalk in front of the Ocean City Life Saving Station Museum.

There will be some discussion about the Façade program grants, and their application will be discussed; including how they impact the effective age of an individual property and ultimately its effect on the life cycle of the neighborhood in which it is located.

Other topics of discussion will be land assemblage and the role that non-profit organizations can play as a liaison in a private-public relationship to spur the redevelopment process and the impact of design standards, special events, and public art, using Downtown Ocean City as a case study.

**Wednesday, May 6<sup>th</sup>, 2026**

**9:00 am – 10:00 am** Registration

Opening Remarks – **MAAO President, Diane Jump-Lyons**  
**Bob Yeager, Director of SDAT**

**10:00 am – 12 pm**

2 CEC\*

Topic: **How Can Excel and AI Simplify the Valuation Process?**

Speaker: **Sean Lyons**, Engineering Manager, Excel & AI Expert

This intermediate Excel course will improve your productivity by providing some quick and simple “tricks of the trade” to help you maneuver seamlessly through your Valuation exercises using Excel. Ultimately guiding you through the steps necessary to gather acceptable datasets to create a pivot table. Pivot tables are likely the best tool to take large amounts of data and summarize and analyze data instantaneously.

AI (Artificial Intelligence) is infiltrating every aspect of our lives, from ordering food to sending an email. But how can AI benefit you in the Valuation Process? AI examples will be used to demonstrate how existing valuation processes can be streamlined from the narrative to the ultimate value conclusion.

Feel free to bring your laptop to follow along.

**1:00 pm – 4:00 pm**

3 CEC\*

Topic: **What Lies Beneath? How Condition Impacts Valuation**

Speaker: **Chris Haynes**, Owner of 1<sup>st</sup> Choice Inspection Services, A Maryland Certified Professional Inspector and Certified by the International Association of Certified Home Inspectors (NACHI)

While valuation professionals look at things from a very surface aspect, Chris is going to try to lead us down the path of “What if” and what are some of the visible clues that may explain bigger problems that lie beneath.

Christ is not only a Licensed Home Inspector, but he is also a specialist in Septic, Sewer and Water issues. Additionally, he has the capability of completing radon testing.

By demonstrating some of the issues that lie beneath, we, as Valuation Experts, will be better equipped to determine depreciation and when adjustments for a defect are warranted.

\*Pending Approval by the Maryland Commission of Real Estate Appraisers, Appraisal Management Companies and Home Inspectors

**Thursday, May 7<sup>th</sup>, 2026**

**9:00 am – 12:00 pm**

**3 CEC\***

Topic: **Maryland Tax Court; Recent Cases and Topics of Interest**

Speaker: **Vincent M. Guida, Jr.**, Assistant Attorney General, Maryland State Department of Assessments and Taxation

This session will be a summary of the most recent decisions of the Maryland Tax Court, Circuit Court, and the Appellate Courts affective real property tax valuation and assessments/appraisals.

**1:00 pm – 4:00 pm**

**3 CEC\***

Topic: **Personal Safety Concerns When Completing Property Inspections**

Speaker: Dr. Kathleen McPhaul, RN, MPH, PhD, Occupational and Public Health Researcher Assistant Research Professor, University of Maryland (GEOH)

With the growing concern for individual safety, Dr. McPhaul and her team are creating training that encompasses all aspects of personal safety when completing property inspections.

They are looking at every aspect of concern in the field, from self-awareness to visibility, to strategies to handling an aggressive property owner.

They are incorporating the MOSH, Davis Martinez Public Employee Safety and Health Act within their training.

Coordination provided by: Ashley Hevey, MBA, CPCU, CIT, WCP with Chesapeake Employers' Insurance Company/IWIF/SERMA

**Thursday, May 7<sup>th</sup>, 2026**

**9:00 am – 4:00**

Topic: **7 Hour 2026-2027 7-Hour National USPAP Update Course**

Speaker: **Les Pruitt**, AQB Certified USPAP Instructor, Certified General Appraiser

This 7-Hour USPAP Update Course is designed to give you the tools to be your own USPAP expert by the time you leave the course. Through dynamic case studies and new tools, appraisers will learn how to better navigate the USPAP document to solve problems in their daily appraisal practice. This course provides a refresher on important tenets of the profession and offers practical applications for an appraiser's appraisal practice. This course is intended to fulfill the 7-hour requirement as established by the Appraiser Qualification Board (AQB) of the Appraisal Foundation.

Please note this course runs concurrently with the other Thursday courses.

**Friday, May 8<sup>th</sup>, 2026**

**9:00 am – 12:00 pm**

**3 CEC\***

Topic: **Understanding Deeds, Maryland Title Updates and the Increase in Attempted Fraudulent Transactions**

Speaker: **Tracey V. Fye**, President, Freestate Title Services of Annapolis, Inc. & **Adam J. Fye**, Director of Operations/Business Development, Freestate Title Services of Annapolis, Inc.

Tracey & Adam will guide you through Maryland Deeds and some of the obstacles that they have encountered in their 30+ years in the title industry. They will share some of the recent changes that they have encountered that should be considered when valuing real property. Additionally, they will touch on some of the attempts that they have experienced were fraudulent property transfers were attempted.