



THE SAN DIEGO CHAPTER OF THE APPRAISAL INSTITUTE
Presents

“2010 SAN DIEGO APARTMENT & HOUSING SEMINAR”

DATE: Thursday, September 9, 2010
TIME: Check In: 8:00 a.m. / Seminar and Luncheon: 8:30 a.m. to 5:00 p.m.
LOCATION: Four Points Sheraton, 8110 Aero Drive, San Diego, CA 92123

SEMINAR SPEAKERS:

- **Dr. Michael Lea** (Director of the Corky McMillin Center for Real Estate at San Diego State University) will be speaking about the local and national economy, and how the latest data relates to the housing industry. He will be providing insights and an outlook on the housing market and the challenges the industry faces in the future. He will also be speaking about the new Corky McMillin Center for Real Estate.
- Land panel with **Dave Ernst** (The Hoffman Company), **Gunder Creager** (Senior Vice President with Colliers International), and **Don Knox, MAI, SRA** (Partner at Sunwood and Associates) will discuss land valuation, acquisition strategies for residential development land, and the current residential land market in San Diego and Southern California.
- **Todd Galarnau** (Vice President at McMillin Land Development) will discuss Millenia, a new urban-style community being planned by The Corky McMillin Companies at Otay Ranch – a development that offers a “hybrid” alternative to suburban and urban neighborhoods. The project is planned for a 210-acre site located in the heart of the Otay Ranch master plan community. The project, once completed, will feature approximately 3,000 multi-family dwelling units along with more than 3.5 million square feet of non-residential development, including office, retail, and civic uses.
- Residential broker panel with **Greg Noonan** (Prudential California Realty), **Ann Brizolis** (Prudential California RSF), and **Patti McKelvey** (McMillin Realty) will discuss the current residential resale market trends and the impact, if any, of short sales and foreclosures on the luxury market. They will attempt to identify the hardest hit areas in the county and those that have been less impacted. They will conclude by forecasting future trends and identifying the challenges facing realtors and appraisers as a result of HVCC.
- Lunch speaker **Tim Sullivan** (Principal with John Burns Real Estate Consulting) will provide an overview and insight on sociological and demographics trends as they relate to current and future housing demand. His presentation will also include a discussion on key shifts in housing market pricing, demand, supply, and an overview of the San Diego housing market with regional comparisons for Southern California.
- **Josh Vasbinder** will be speaking about the Dinerstein Companies’ new luxury student housing project near San Diego State University. This new project is just opening, and Josh will cover various aspects of site acquisition, construction, and financials from the project. He will also discuss the Dinerstein Companies’ strategy, and speak about off-campus student housing.
- **Allen Greer, MAI’s** (President of Greer Advisors, LLC) experience as an appraiser and financial analyst provide him with great insight on the impact of Wall Street financing on the value of multi-family and single family properties.
- **Chuck Wise** (Vice President of Sperry Van Ness) will discuss the past, present, and future trends of the apartment market. More specifically, this will include supply, demand, rental rates, occupancy, expenses, and cap rates.
- **Bob Pinnegar** (Executive Director of the San Diego County Apartment Association) will discuss trends in the multi-family market. This will include legal as well as economic indicators.

SEMINAR COORDINATORS: Mike Thiel, MAI; Gady Amor, SRA; Allen Barbour, MAI; Brian Curry, MAI, SRA; Howard Fram, Ben Kunkel, and Scott Morey, MAI.

ENROLLMENT: Enrollment is on a first-come, first served basis. If the event is filled, a waiting list will be retained. The San Diego Chapter reserves the rights to cancel, limit, or reschedule this event if the minimum enrollment level is not reached, and to change faculty assignments and facility locations at any time.

ADA COMPLIANCE: It is the policy of the Appraisal Institute to provide reasonable accommodations for qualified persons with disabilities who are participating in Appraisal Institute educational programs. If you need accommodations to participate because of a disability, please notify us in writing at least two weeks in advance of the program and we will arrange for reasonable accommodation.

CHAPTER LUNCHEON MEETING: The San Diego Chapter of the Appraisal Institute will also hold its monthly general membership meeting at the Four Points Sheraton on September 9, 2010. The lunch speaker Tim Sullivan is part of the seminar, and seminar attendees must attend the luncheon in order to receive continuing education credit. The cost of the luncheon is included in the seminar fee.

CONTINUING EDUCATION CREDIT: This seminar was developed and is administered by the San Diego Chapter of the Appraisal Institute. Attendees are eligible to receive seven (7) hours of Appraisal Institute continuing education credit. This seminar has also been approved for seven hours of OREA continuing education credit.

CANCELLATIONS/REFUNDS: Up to 15 days prior to program start date, a \$25.00 cancellation fee will be applied to all requests for cancellation. Between two and 14 days prior to program start date, a \$50.00 cancellation fee will be applied to all requests for cancellation. Less than two days prior to program start date, no refunds will be given.

ATTENDANCE: The Appraisal Institute enforces attendance requirements mandated by state licensing and certification regulatory agencies. One hundred percent (100%) attendance is required for all Appraisal Institute education programs. This follows AQB minimum criteria requirements.

SEMINAR FEE (on or before September 6, 2010): Appraisal Institute Members \$135 / Non-Members \$185
(on or after September 7, 2010): Appraisal Institute Members \$185 / Non-Members \$235

Seminar fee includes lunch

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ENROLLMENT APPLICATION

“2010 SAN DIEGO APARTMENT & HOUSING SEMINAR”

NAME: _____

ADDRESS: _____

PHONE: _____ E-MAIL: _____

SEMINAR FEE (on or before September 6, 2010): Appraisal Institute members \$135 / Non-members \$185

SEMINAR FEE (on or after September 7, 2010): Appraisal Institute members \$185 / Non-members \$235

Seminar fee includes lunch

LUNCH CHOICE (*please circle*): Garlic Chicken with Pesto Pasta OR Smoked Turkey and Havarti Grilled Sandwich

FEE ENCLOSED: \$ _____ CHECK NO. _____

OR CHARGE CREDIT CARD: NAME ON CARD _____

BILLING ADDRESS _____

CARD TYPE (Please circle) Visa MasterCard American Express

CARD NO.: _____ EXP. DATE: _____

- ✓ If paying by check, please make your check payable to “San Diego Chapter of the Appraisal Institute”. Mail your check along with this completed application to San Diego Chapter of the Appraisal Institute, 4849 Ronson Court, Suite 102, San Diego, California 92111
- ✓ If paying by credit card, mail this completed application to the above address, or FAX to (858) 292-7333.
- ✓ Questions? E-mail patti@sdcai.org, or call (858) 292-7324

Or, register online at www.appraisalinstitute.org/education/SanDiego/