

## 2010 SAN DIEGO ECONOMIC FORECAST

Thursday, February 11, 2010 / 8:30 am to 5:00 pm

Four Points Sheraton, 8110 Aero Drive, San Diego, CA 92123

This seminar focuses on projected and potential changes and economic impacts to the San Diego region, specifically the real estate market. Panelists will provide insight, analysis, and their forecasts.

- ◆ **Political Panel:** San Diego City Councilman **Carl DeMaio** and **Gary London**, President, The London Group Realty Advisors, will discuss local real estate and political issues, mindful of their effect on the real estate market.
- ◆ **Residential Builders Panel:** **Peter Reeb**, Reeb Development Consulting, **Steve Doyle**, President of the San Diego/Riverside Division of Brookfield Homes, **Don Faye**, Presidio Residential Capital, and **Paul Barnes**, President, Shea Homes San Diego will discuss market conditions for residential single family "for sale" product.
- ◆ **Residential ReSale Panel:** **Ed Smith, Jr.**, President, California Mortgage Brokers Association, **Sara Schwarzentraub, SRA**, President InterState Appraisal Service, **Mark Marquez**, President of the San Diego Association of Realtors, and **Theresa Ballard**, appraisal compliance and quality control expert and CEO of BFO Solutions Incorporated, will discuss local market conditions and the latest trends for resale residential properties.
- ◆ **Lunch speaker Ruben Barrales**, President, San Diego Chamber of Commerce, will discuss economic data and information critical to San Diego's future.
- ◆ **Commercial Investment Panel:** **Steve Grant**, Managing Director, Fowler Property Acquisitions, **Steve Williams**, founding partner, Sentre Partners, and **Bob Prendergast**, Jones Lang LaSalle, will discuss market conditions for commercial real estate.
- ◆ **Potpourri Panel:** **John Eardensohn**, Senior Principal Engineer with Latitude 33 Planning and Engineering, **Carolyn Perrigo, CPM, CSM**, Senior Vice President Management Services with Transwestern, a contractor to be named, and another panel member to be named, will discuss the challenges of a recessionary market.
- ◆ **Capital Markets Panel:** Panelists to be named will discuss access to capital, its impact on potential recovery, and the billions of dollars of commercial loans scheduled to come due beginning in 2010.

**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 hours of Appraisal Institute continuing education credit. This seminar is also approved for seven hours of OREA continuing education credit (Approval No. 09754C151). Certificates of completion will be distributed at the conclusion of the seminar.

**Buffet Breakfast** will be served from 7:45 am to 8:30 am, and is included in the cost of the seminar. **Lunch** is also included in the cost of the seminar. The lunch speaker is part of the seminar, and seminar attendees must attend the luncheon to receive continuing education credit.

**Seminar fee** (on or before 2/3/10): Appraisal Institute members \$135 / Non-Members \$185  
*Seminar fees will increase \$50 on February 4, 2010.*

**Register online today at [www.appraisalinstitute.org/education/SanDiego/](http://www.appraisalinstitute.org/education/SanDiego/)**

## CHAPTER LUNCHEON and GENERAL MEMBERSHIP MEETING

Thursday, February 11, 2010 / 12:00 pm to 1:30 pm

Four Points Sheraton, 8110 Aero Drive, San Diego, CA 92123

Lunch speaker **Ruben Barrales**, President of the San Diego Chamber of Commerce, will discuss economic data and information critical to San Diego's future.

Meal Choices:            Garlic Sliced Roasted New York Steak            or            Grilled Salmon Filet

Cost:                        San Diego Chapter Members \$30            /            Non-Chapter Members \$35

*If you have registered for the 2010 San Diego Economic Forecast, the cost of the luncheon is included in the seminar fee. Please call the Chapter office with your meal choice.*

**To register for the luncheon only**, either

1. Phone the Chapter office at (858) 292-7324; or
2. Print the registration form located on the last page of this newsletter and either fax it to the Chapter office at (858) 292-7333 with credit card information, or mail it to the Chapter office with a check.

## NOTICE OF ELECTION

At the Chapter General Membership Meeting on February 11, 2010, Chapter members present will elect two members to serve on the 2010 Chapter Nominating Committee.

The 2010 Chapter Nominating Committee is comprised of:

- ◆ Mike Thiel, MAI (Immediate Past Chapter President serves as Committee Chair)
- ◆ Rob Caringella, MAI (appointed by the 2010 Chapter President)
- ◆ Jim Brabant, MAI (appointed by the Chapter Board of Directors)
- ◆ Two additional members to be elected by the Chapter members on February 11.

## SAN DIEGO CHAPTER MEETING CALENDAR

February	24	Chapter Board of Directors Meeting (Chapter Office)
March	11	Chapter Luncheon Meeting (Four Points Sheraton at Montgomery Field)
	24	Chapter Board of Directors Meeting (Chapter Office)
April	8	Chapter Luncheon Meeting (Four Points Sheraton at Montgomery Field)
	28	Chapter Board of Directors Meeting (Chapter Office)
May	13	Chapter Luncheon Meeting (location TBD)
	26	Chapter Board of Directors Meeting (Chapter Office)

## WANTED: NEW OR OLD TRACT BROCHURES AND FLOOR PLANS

If you have any tract brochures with floor plans, I would like to talk to you. I am currently working on a project and need all of the brochures that I can find. After a (very) brief time, these brochures will be returned to you long with a CD with the images scanned for you. The brochures will be returned in the same condition that I received them. No amount is too large or too small. Please note that I will offer a special incentive for bulk amounts. Please call Tom Gillgren, SRA, (760) 505-1773 (cell), (760) 941-0623 (office), or email me at [tom@gillgengroup.com](mailto:tom@gillgengroup.com).

## PRESIDENT'S MESSAGE

This month's theme is change. In February, we expect to: relocate the Chapter office, which we share with the Institute of Real Estate Management, downstairs in the same building; unveil our new and improved internet website; and kick-off our 2010 education calendar with the Economic Forecast.

The main feature of the new Chapter office is a larger conference room and work area. We have also negotiated a five-year lease at a lower rent than we are currently paying on a per square foot basis.

Patti and our technical support people should have the new website up by the time you read this, or shortly thereafter. Check it out at [www.aisandiego.org/](http://www.aisandiego.org/).

The Economic Forecast program speaker line-up is almost complete (see Page 1). We will begin the day with Gary London and San Diego City Councilman, Carl DeMaio. Next up is Pete Reeb moderating a "for sale" housing panel featuring Paul Barnes (Shea Homes), Steve Doyle (Brookfield Homes), and Don Faye (Presidio Residential Capital). The last panel of the morning will be a residential resale panel featuring Chapter member Sara Schwarzentraub, SRA, Ed Smith Jr. President of the California Association of Mortgage Brokers, Mike Marquez, President of the San Diego Association of Realtors, and Theresa Ballard, a compliance expert with BFO Solutions. Speaking at lunch is Ruben Barrales, President of the San Diego Regional Chamber of Commerce. The first afternoon panel will be on commercial investment featuring Steve Grant of Fowler Property Acquisitions, Steve Williams of Sentre Partners, and Bob Prendergast of Jones Lang LaSalle. The next panel is a Potpourri Panel including land planner John Eardensohn, property manager Carolyn Perrigo, CPM, CSM, and two other panelists to be named. The final panel will be a Capital Markets Panel, with panelists to be announced.

Sadly, long-time Chapter member Alan Comstock, MAI passed away recently. Thanks to Dana Kuhn for researching and writing an outstanding obituary (Pages 6 and 7 in this newsletter). I'm always baffled by how many interesting things we have to wait and find out about a person after they're gone. Let's work to change that.

Dave Davis, MAI, 2010 San Diego Chapter President

## 2010 APPLICATION NOW AVAILABLE FOR GENERAL COMPREHENSIVE EXAM

Applications for the 2010 General Comprehensive Exam are now being accepted. Associate members who are now eligible to take the exam as well as those who are planning to finish their required education in 2010 should note the following dates and deadlines.

<i>Exam Date</i>	<i>Deadline to Apply</i>
April 26-27, 2010	March 1, 2010
July 29-30, 2010	June 3, 2010
October 6-7, 2010	August 11, 2010

To be eligible to take the General Comprehensive Exam, the general Associate member must have fulfilled the MAI college degree requirement as well as all MAI education requirements. All required exams must be graded and passed before applying for the General Comprehensive Exam. In addition, the Associate member's Standards of Professional Practice cycle must be current. Associate members can view their remaining designation requirements at any time by logging in to the "My Appraisal Institute" section of the National website and clicking "My Associate Status Report" in the left sidebar.

The General Comprehensive Exam is offered at more than 200 PearsonVue Testing Centers across the country. For more information, see [www.pearsonvue.com](http://www.pearsonvue.com).

If you have any other questions on designation requirements, feel free to contact an Admissions staff member at (312) 335-4111 or email [admissions@appraisalinstitute.org](mailto:admissions@appraisalinstitute.org).

## GOVERNMENT RELATIONS REPORT

Here is a snapshot of a few legislative items as we begin the new year:

SB 237 (Calderon) signed into law by the governor in 2009, subjects AMCs to regulation by the Office of Real Estate Appraisers (OREA). OREA oversight is effective now, 1-1-2010, and the agency has prepared a proposed set of regulations to accomplish this.

The OREA wants AMC regulation to be in place as quickly as possible, and has asked that the regulations be implemented immediately upon completion (they are asking for emergency action) because AMCs are not currently regulated by any governmental authority.

AMC would be required to pay an application fee, a background investigation fee for each Controlling Person, and a 2-year registration fee.

An AMC is defined in SB 237:

- ◆ any person or entity that maintains an approved list(s) containing 11 or more independent contractor licensed or certified appraisers or employs 11 or more licensed or certified appraisers
- ◆ receives requests for appraisals from one or more clients
- ◆ for a fee paid by one or more of its clients, delegates appraisal assignments for completion by its independent contractor or employee appraisers.

The AMC bill was passed with the support of the California Association of Realtors (C.A.R.), and C.A.R. has as one of its 2010 legislative goals to increase regulatory oversight of AMCs. It seems that no one is happy with the intrusion of AMCs in the appraisal process.

The Home Valuation Code of Conduct (HVCC) has affected everything having to do with appraisals.

Section III of the HVCC allows the portability of appraisals, something that does not happen in practice (and seldom has in the past). But another legislative goal listed by C.A.R. for 2010 is to require that appraisals be portable. Their statement says that if an appraisal is 'prepared for one lender on a particular property, the second lender would be required to accept that appraisal to support a mortgage even though the lender did not order that appraisal.' There has not been a bill introduced with this language as yet, but that is their stated intention.

Finally, SB 33 (Nava) was introduced in 2009 to consolidate a number of different departments and agencies related to real estate and financial services into a new Department of Financial Services. A number of our members have expressed their concern to me about OREA being consolidated with the Department of Real Estate (DRE).

We know that our director, Bob Clark, is carefully weighing the need to reduce the cost of government while staying within federal guidelines.

The following section is a cut and paste from the Federal Regulations section of the OREA website (and is from the Appraisal Subcommittee rules):

*Government Relations continued on next page*

## GOVERNMENT RELATIONS (continued)

### Appraisal Subcommittee Policy Statements Regarding State Certification and Licensing of Real Estate Appraisers

#### Statement 1: State Regulatory Structure and Independence of Functions

The ASC does not impose any particular organizational structure upon the States. It is recognized that each State may have legal, fiscal, regulatory or other valid constraints that determine the structure and organization of its State agency. States, however, should adopt and maintain an organizational structure for appraiser certification, licensing and supervision that avoids conflicts of interest or the appearance of such conflicts. Ideally, States should maintain totally independent State agencies answerable only to the governor or a cabinet level official who has no regulatory responsibility for real estate licensing, promotion, development or financing functions ("realty related activities"). A State, however, may choose to locate its State agency within an existing regulatory body. Any State with its appraiser regulatory function in a department that regulates realty related activities must ensure that adequate safeguards exist to protect the independence of the appraiser regulatory function.

The next state-wide Government Relations Committee meeting will be April 24 in Sacramento.

You are welcome to contact the San Diego Chapter Government Relations Committee Chair with questions or concerns: Susan Merrick, SRA at [susan@eshelmanappraisals.com](mailto:susan@eshelmanappraisals.com)

Submitted by Carole Laval, California State Government Relations Committee

## ARE YOU RECEIVING EMAIL COMMUNICATIONS FROM NATIONAL?

The National office has recently received several calls from concerned members who have accidentally opted out of all email communications from the Appraisal Institute. If this includes you, see the directions below.

### How to Change Your Email Preferences:

1. Go to [www.appraisalinstitute.org](http://www.appraisalinstitute.org) and login to My AI Account.
2. On the top left, under My Appraisal Institute, click on Manage My Account.
3. Select the Preferences and Directory tab and find where it says "Click here for selective email opt outs".
4. A pop-up box will open with all of the email options at your disposal. Simply check the box if you'd like to opt-out of receiving a certain type of email, or uncheck the box to opt-in and receive a certain type of email.

If you have any questions regarding this process, please contact the AI Service Center at 888-7 JOIN AI (888-756-4624) or email [aiservice@appraisalinstitute.org](mailto:aiservice@appraisalinstitute.org).

## MEMBERS ARE ENCOURAGED TO GO PAPERLESS

Help yourself save time, money, and the environment by opting in for electronic dues statements and paying your Appraisal Institute dues online.

To go paperless, members have to log into the "My Appraisal Institute" section of the National website and click on the green "Go Paperless" button on the main page.

It's that easy!

## IN MEMORIUM

Ironic that a man about whom so much could be said chose the least instead. Longtime San Diego appraiser E. Alan Comstock, MAI, in failing health, had dictated most of the notice that was published in the San Diego Union in late November.

COMSTOCK, E. ALAN E. Alan Comstock passed away peacefully on November 1, 2009, at his home in San Diego. He was born on April 6, 1928, in Lincoln, Illinois. During the Korean War, from October 1950 to November 1953, he served in the United States Air Force. He relocated to San Diego in 1953, and worked as a real estate appraiser and consultant until his retirement in 1993. Alan married Frances Elizabeth (Betty) Taylor on August 11, 1955, in Riverside, California. She preceded him in death in August, 2003. He is survived by his son, James Alan Comstock, James's wife Michelle, and two grandsons, Timothy Alan and Aidan James, all of Eugene, Oregon. He was a member of the San Diego Rotary Club, Lincoln Lodge A.F. & A.M. #210, San Diego Scottish Rite Bodies and the Al Bahr Shrine.

Short, perfunctory, emotionless, even clinical, the notice said Mr. Comstock had requested there be no formal service. It concluded by directing donations to the San Diego Zoological Society or Shriners Hospitals for Children. Karlene Perry, who had worked for Mr. Comstock in the early 1980s, took the dictation and asked him if they shouldn't elaborate a bit. He firmly declined. He stated that he did not want it to be "all flowery." Pete Robertson, whose father was a friend of Mr. Comstock's and who was with the senior appraiser at the end, said "he didn't want it monkeyed with."

That was the all-business side of Alan Comstock. He eschewed his first name, Edgar. Everyone knew him as Alan, and those who knew him well remember him as a man of many interests, talents, and impacts on others.

Mr. Comstock was one of only two people who served as president of both the Society of Real Estate Appraisers Chapter 33 (1969) and the American Institute of Real Estate Appraisers Chapter 42 (1976). He came out of L. Bruce Stallard's shop. Mr. Comstock was a generalist and would appraise anything that didn't move. But he was particularly tuned in to Downtown San Diego. Clients included estates, governments, attorneys, and the occasional lender.

Gene Erzinger, who started with Mr. Comstock just out of college in the early 1980s, "found him to be a demanding but fair boss who was dedicated to the real estate appraisal profession." Jim Recht remembers Mr. Comstock as being representative of appraisers in his era: more intuitive and less mechanical or arithmetic in his valuation approach than would be typical today. But his skill was unquestioned. Tom Roberts paid him the highest compliment, saying, "If I had to have my property appraised, I'd ask for Alan."

Mr. Comstock taught appraisal at City College and in early-morning public-service broadcasts on Channel 10. He freely shared his knowledge at chapter meetings and with anyone who was interested. Ms. Perry remembers him saying, "Boy, if I charged for every minute..." he spent on the phone with a fellow appraiser. But it was a poor façade of resentment.

Bill Lipman remembers Mr. Comstock as a "professional and cooperative MAI." Jim Recht said Mr. Comstock "used his experience to help me with my new practice even though we were competitors."

Mr. Comstock's giving nature found its way into other endeavors as well. Were you to check the *Journal of San Diego History*, Winter 1974 issue, and read "Rancho Guajome, A California Legend Preserved," you would find an acknowledgment from the authors to Mr. Comstock "for generously

*(Continued on next page)*

## IN MEMORIUM (continued)

giving them his time, research materials, and personal photographs concerning Rancho Guajome." Mr. Comstock had appraised the 360-acre ranch for a court case. The appraisal was in the public record, but Mr. Comstock cared about history so much that he assisted the authors without fee or complaint. An appraiser can work a lifetime without creating anything worth remembering. Too many appraisal reports are read by one or two people, filed, and forgotten. The fact that Mr. Comstock had an impact on the preservation of San Diego history suggests that he was not the ordinary appraiser.

Mr. Comstock's interest in history was not limited to San Diego. He was a Civil War buff and had a collection of guns dating back to that time. He furnished his house with antiques that he meticulously restored. Even his office was an old converted home on Third Avenue. Jim Recht remembers going to that Banker's Hill office. It was directly under the flight path. He and Mr. Comstock would be talking valuation and a plane would fly over. "Just from the sound of it, he would tell me what kind of plane it was," said Recht. Mr. Comstock loved flying. He owned a Cessna and would use any appraisal-related excuse to go up and take pictures of property. He enjoyed many lunches at the 94<sup>th</sup> Aero Squadron, watching planes land at Montgomery Field.

Another of Mr. Comstock's passions was woodworking. Three people interviewed for this story received hand-built oak rocking horses for newborn children. He also built furniture, the quality of which displayed the same perfectionist streak that marked his other endeavors.

Mr. Comstock and his wife Betty enjoyed gardening. They did it on a small scale at their home on Upas Street, and in a big way by managing three farms in Indiana. As with everything else he touched, Mr. Comstock threw himself into the subject when his wife inherited one of the farms. He read about crop production, monitored grain prices, and stayed in constant contact with the farms' on-site management. At his request, his and his wife's ashes will be spread at one of the farms on April 6, Mr. Comstock's birthday. Don't mention it to anybody. He wouldn't want it to be a big deal.

Submitted by Dana Kuhn

## GENERAL DEMONSTRATION APPRAISAL REPORT WRITING SEMINAR

This one-day program will focus on the mechanics of demonstration appraisal report writing and will help ensure that the appraiser's presentation is logical and understandable. The seminar will also provide an extensive examination of the cost, sales comparison, and income capitalization approaches; highest and best use; reconciliation; and the final value opinion.

Attendance at this seminar is **highly encouraged** for all general Associate members before beginning their demonstration report; **mandatory** for those Associate members who have never taken the seminar and need to revise and resubmit their demo report; and **required** for general Associate members to be eligible to apply to the E-Demo program.

Dates, locations, and contact information where the seminar will be presented in 2010 are:

January 25	Fort Lauderdale, FL	<a href="http://www.southflorida-ai.org">www.southflorida-ai.org</a>
February 12	Oakland, CA	<a href="http://www.norcal-ai.org">www.norcal-ai.org</a>
February 19	Kentucky	<a href="http://www.bluegrasschapter-ai.org">www.bluegrasschapter-ai.org</a>
February 24	Chicago, IL	<a href="http://www.ccai.org">www.ccai.org</a>
March 5	Dallas, TX	<a href="http://www.ainorthtexas.org">www.ainorthtexas.org</a>
March 26	Burbank, CA	<a href="http://www.sccai.org">www.sccai.org</a>
April 19	Indianapolis, IN	<a href="http://www.aihsc.org">www.aihsc.org</a>
April 23	Houston, TX	<a href="http://www.aihouston.com">www.aihouston.com</a>
June 17	Tampa, FL	<a href="http://www.aiwestcoastfl.org">www.aiwestcoastfl.org</a>

## NEWS FROM NATIONAL

### APPRAISAL INSTITUTE EDUCATION TRUST SCHOLARSHIPS ARE NOW AVAILABLE

The Appraisal Institute is now accepting applications for the three scholarships below:

**AIET Graduate Education Scholarship:** This scholarship is awarded each year to graduate and doctoral students on the basis of academic excellence. It is intended to help finance the educational endeavors of individuals concentrating in real estate appraisal, land economics, real estate, or allied fields. The scholarship is \$2,000 for qualifying graduate students. Applications are due by March 15.

**AIET Undergraduate Education Scholarship:** This scholarship is awarded each year to undergraduate sophomore, junior, or senior students on the basis of academic excellence and is intended to help finance the educational endeavors of individuals concentrating in real estate appraisal, land economics, real estate, or allied fields. The scholarship is \$1,000 for qualifying undergraduate students. Applications are due by March 15.

**AIET Designation Scholarship:** This scholarship is awarded to Associate members of the Appraisal Institute for courses leading to the MAI or SRA designation. The applications are awarded on a rolling basis. Students are strongly encouraged to apply early.

For more information and to download applications for any of these scholarships, visit [www.aiedtrust.org](http://www.aiedtrust.org).

### AI RELEASES NEW EDITION OF *THE DICTIONARY OF REAL ESTATE APPRAISAL*

The highly anticipated and long-awaited *Dictionary of Real Estate Appraisal*, fifth edition, is now available. This new edition is a unique text created for and by real estate appraisers. Over the course of a year-long development process, dozens of dedicated real estate professionals debated and discussed the language of real estate to create this new dictionary with over 5,000 21st century terms and definitions.

In addition to the appraisal-related entries in the main body of the dictionary, this new edition includes hundreds of additional entries in seven freestanding glossaries that will help real estate appraisers communicate with professionals in disciplines such as business valuation, statistics, architecture, construction, agriculture, and the environment. With a new focus on the future of the profession, this state-of-the-art reference work is sure to be an essential tool for appraisers for many years to come.

The price is \$70 for Appraisal Institute members and \$85 for non-members, plus shipping and handling. For more information and to order, visit [www.appraisalinstitute.org/REdictionary](http://www.appraisalinstitute.org/REdictionary).

### RECOMMENDATIONS FOR 2011 APPRAISAL INSTITUTE VICE PRESIDENT

The National Nominating Committee is seeking the names of members who are interested in serving as the 2011 Vice President of the Appraisal Institute. The 2011 Vice President succeeds to the offices of 2012 President Elect, 2013 President, and 2014 Immediate Past President.

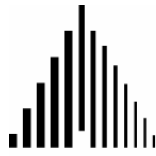
If you are interested in serving, or would like to recommend an individual who you feel meets the qualifications for the position, please submit your recommendation in writing to Jim Amorin, MAI, SRA, Chair, 2010 National Nominating Committee, c/o Darlene Grass, Appraisal Institute, 550 West Van Buren St., Suite 1000, Chicago, IL 60607. All recommendations must be received by February 4, 2010.

Qualifications for 2011 Vice President can be found on "My Appraisal Institute" under "About Us".

## SAN DIEGO CHAPTER'S 2010 EDUCATION CALENDAR

February 11	2010 San Diego Economic Forecast (Coordinator: Dave Davis, MAI)
March 11	Hot Topics in Residential Appraising (Coordinator: Sara Schwarzentraub, SRA)
March 19	National USPAP 7-Hour Update (Instructor: Mike Mason, MAI, SRA)
March 26-27	Litigation Appraising: Specialized Topics and Applications (Instructor: Steve Roach, MAI)
April 8	Litigation Skills for the Appraiser: An Overview (Instructor: Steve Roach, MAI)
April 16	Introduction to Valuation for Financial Reporting (Instructor: David Binner, MAI)
May 13	Evaluating Residential Construction (Instructor: Jim Canestaro)
May 14-15	Evaluating Commercial Construction (Instructor: Jim Canestaro)
June 1-4	Basic Appraisal Principles (Instructor: Sara Schwarzentraub, SRA)
June 2-5	General Appraiser Sales Comparison Approach (Instructor: Lance Coyle, MAI)
June 2-5	General Appraiser Income Approach Part 1 (Instructors: Steve Roach, MAI, and John Atwell, MAI)
June 5-9	Basic Appraisal Procedures (Instructors: Lance Doré, MAI, and Bob Backer, MAI)
June 7-10	General Appraiser Site Valuation and Cost Approach (Instructor: Harry Holzhauser, MAI, SRA)
June 7-10	General Appraiser Income Approach Part 2 (Instructor: Robert Dunham, MAI, SRA)
June 10-11	Residential Market Analysis and Highest & Best Use (Instructor: Vickie Gill, SRA)
June 11-15	General Appraiser Report Writing and Case Studies (Instructor: Alan Blankenship, PhD)
June 11-17	Advanced Income Capitalization (Instructor: Steve Roach, MAI)
June 14-15	National USPAP 15-Hour (Instructor: Sara Schwarzentraub, SRA)
June 16-19	General Market Analysis and Highest & Best Use (Instructor: Wayne Foss, MAI)
July 8-9	Residential Site Valuation and Cost Approach (Instructor: Sara Schwarzentraub, SRA)
July 12-15	Residential Sales Comparison and Income Approaches (Instructor: Carol Chirpich, SRA)
July 16-17	Residential Report Writing and Case Studies (Instructor: Dan Swango, MAI, PhD)
July 22	National USPAP 7-Hour Update (Instructor: Alan Hummel, SRA)
July 23	Business Practices and Ethics (Instructor: Alan Hummel, SRA)
August 13-19	Advanced Applications (Instructor: Jim Vernor, MAI, PhD)
September 9	2010 San Diego Apartment & Housing Seminar (Coordinator: TBD)
October 1	National USPAP 7-Hour Update (Instructor: Sara Schwarzentraub, SRA)
October 28-29	The Appraiser as an Expert Witness: Preparation and Testimony (Instructor: Steve Roach, MAI)
November 11	Appraisal Curriculum Overview/Residential (Instructor: Ron DeVries, MAI, SRA)
November 11-12	Appraisal Curriculum Overview/Commercial (Instructor: Ron DeVries, MAI, SRA)

***All offerings, dates, and instructors subject to change***



# Appraisal Institute®

*Professionals Providing  
Real Estate Solutions*

San Diego Chapter

## GENERAL MEMBERSHIP LUNCH MEETING

### REGISTRATION FORM

Date of Luncheon \_\_\_\_\_

Name \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Meal Choice \_\_\_\_\_

San Diego Chapter member? (circle)                      YES                      NO

Fee enclosed \_\_\_\_\_ Check No. \_\_\_\_\_

OR Charge credit card:

Name on card \_\_\_\_\_

Billing address \_\_\_\_\_

\_\_\_\_\_

Card type (circle)                      Visa                      Master Card                      American Express

Card number \_\_\_\_\_ 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 registration form to San Diego Chapter of the Appraisal Institute, 4849 Ronson Court, Suite 216, San Diego, CA 92111.
- ◆ If paying by credit card, mail this completed registration form to the above address, or fax to (858) 292-7333.
- ◆ Questions? Email [patti@sdcai.org](mailto:patti@sdcai.org), or call (858) 292-7324.