

Newsletter

President's Message

February 2018

Find us on:



2018 is the year of the Earth Dog and who said you can't teach old dogs new tricks? You just need the will and the opportunity.


We all know technology has influenced not just how we live and play but how we do business. Long gone are the days of writing reports on a typewriter and having photographs developed. When I started working for the County in 2013, I chuckled when I saw a typewriter on someone's desk. The transition to computers wasn't easy from some appraisers but the rewards were great.

We can't predict the future but we can better prepare ourselves for the changes that are coming. We need to embrace the advances in appraisal technology and take advantage of the data that improves accuracy and efficiency.

The Appraisal Institute is offering courses to help give us the tools we will need for tomorrow. Don't miss out on the opportunities to learn new appraisal topics, methods and techniques like *Introduction to Green Buildings*, *Advanced Land Valuation*, *Small Hotel/Motel Valuation*, and many more listed on our website.

<https://www.appraisalinstitute.org/education/>

We can also learn from the newcomers. While working at The Corky McMillin Companies and County of San Diego Assessor's Office, student interns verified data, answered phones, made Excel tables, and one helped create a hotel database. The experience was mutually gratifying. For a summer intern, please contact Eric Schneider, Chair of Public Relations (eric@jrcvaluation.com) or Patti Kreutzer (patti@sdcai.org). Eric has contacts at the local universities who are eager to place their students.

I also want to acknowledge Lance Dore, MAI for hiring Austin Kennedy who will be graduating from San Diego State University in Spring 2018. We need more designated members hiring, mentoring and encouraging people to become an appraiser and join the Appraisal Institute. Kudos  to Lance! Remember, AI offers 125 points (25 hours) of CE credit in the category of service as a Candidate Advisor towards your CE cycle.

Lastly, the Appraisal Institute needs your voice. For us to stay on the cutting edge of our industry, it is people like you that make our organization whole.



新年快乐

Eva

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Review Advisors Needed

The Candidate Advisor Program has a great need for advisors who hold either of the Appraisal Institute Review designations.

If you recently were awarded either the AI-GRS or AI-RRS, please consider becoming an Advisor.

For more information, see [Advisor Program](#).

AI Seeking Nominations for 2019 Vice President

The Appraisal Institute is seeking names of those professionals interested in serving as the 2019 vice president of the organization. The 2019 vice president will become president-elect in 2020, president in 2021, and immediate past president in 2022.

Appraisal Institute professionals interested in serving or wishing to recommend someone for the position, please submit your recommendation in writing to: Scott Robinson, MAI, SRA, AI-GRS, Chair, 2018 National Nominating Committee, c/o Joan Barngrover, Appraisal Institute, 200 West Madison Ave., Suite 1500, Chicago, IL 60606.

The deadline for submission is February 19, 2018.

A Message from the AI Relief Foundation

The Appraisal Institute Relief Foundation is a not-for-profit organization that provides emergency financial assistance to those who have experienced a disaster or emergency that has left the recipient in a state of financial, physical, or emotional distress.

Thanks to the generous donations received from the AI community, the Foundation has thus far provided nearly \$50,000 in emergency assistance to AI professionals impacted by Hurricanes Harvey, Maria, and Irma. But there is still more to be done. Many in need have not yet submitted assistance applications because they are still in a state of recovery.

For more information, or to make a donation, or to apply for assistance, see [AI Relief Foundation](#).



National USPAP 7-Hour Update

COURSE CONTENT:

This one-day update course, copyrighted by The Appraisal Foundation, focuses on recent changes to USPAP requirements for ethical behavior and competent performance by appraisers. The course, which clarifies several commonly misunderstood aspects of USPAP, will aid appraisers in all areas of appraisal practice seeking updated competency in USPAP, including those subject to state licensing or certification and continuing education requirements imposed by professional organizations, client groups, or employers.

NOTE: The Appraiser Qualifications Board (AQB) of The Appraisal Foundation has issued a statement that indicates effective 01/01/2005 an appraiser must successfully complete the 7-hour USPAP Update course every two years to meet the USPAP continuing education requirement. The appraiser can take the 15-Hour USPAP, but it will only count for hours toward his state's continuing education requirement; the 15-Hour program will not meet the USPAP continuing education requirement.

COURSE PRICE DOES NOT INCLUDE A COPY OF THE 2018-2019 USPAP DOCUMENT, WHICH IS REQUIRED FOR COURSE CREDIT. Attendees must bring their own copy of the 2018-2019 USPAP document to class, which can be purchased from The Appraisal Foundation at [2018-2019 USPAP](#).

EDUCATION CREDIT:

This course is approved for 35 points of Appraisal Institute education credit, and for 7 hours of BREA continuing education credit (BREA Approval No. 17CP754601293). This course is also approved in most other states for basic and/or continuing education credit. For more information about approval in other states, see [State Approvals](#).

COURSE FEE (on or before February 8, 2018):

Appraisal Institute Designated Members, Candidates for Designation, Practicing Affiliates, and Affiliates \$189 / All others \$239

Course fees will increase \$50 on February 9, 2018.

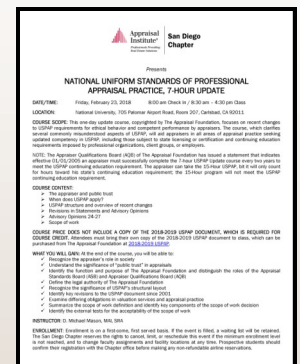
When and Where

February 23, 2018
8:30 am to 4:30 pm

National University
705 Palomar Airport Rd.,
Room 207
Carlsbad, CA 92011

Course Instructor:

Mike Mason, MAI, SRA



For more information, click the course flyer above

Solving Land Valuation Puzzles

SEMINAR CONTENT:

Learn how to solve a variety of land valuation and feasibility problems using less commonly used land valuation techniques in this one-day seminar. Interactive case studies and discussion topics cover highest and best use considerations, land residual analysis, contamination, impacts of tax increment financing on feasibility, condemnation, subdivision analysis, unit of comparison selection, and alternatives when inadequate land sales exist. Problem identification, assignment conditions, scope of work decisions, and standards of practice are reviewed in each problem and solutions are discussed. Lively class discussion and interaction will result as problems are explored. Upon completion of the seminar, participants should be able to:

- ◇ Summarize the six recognized land valuation techniques
- ◇ Employ land residual analysis as part of a highest and best use decision
- ◇ Calculate and use internal rates of return as a method of testing feasibility
- ◇ Recognize terms and concepts used for valuation of contaminated land
- ◇ Test alternative units of comparison
- ◇ Perform allocation and market extraction when land sales are lacking
- ◇ Understand the basics of subdivision valuation
- ◇ Understand the basics of condemnation valuation
- ◇ Properly apply special/extraordinary assumptions, hypothetical conditions, and the Jurisdictional Exception Rule of USPAP in unusual situations

EDUCATION CREDIT:

This seminar is approved for 35 points of Appraisal Institute continuing education credit. This seminar is also approved in most states for basic and/or continuing education credit (in California, 7 hours of BREA continuing education credit, Approval No. 17CP754601280). For information about approval in other states, see [State Approvals](#).

SEMINAR FEE (on or before February 21, 2018):

Appraisal Institute Designated Members, Candidates for Designation, Practicing Affiliates, and Affiliates \$189 / All others \$239

Seminar fees will increase \$50 on February 22, 2018.

When and Where

March 8, 2018

8:30 am to 5:00 pm

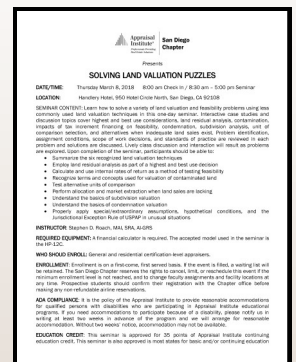
Handlery Hotel

950 Hotel Circle North
San Diego, CA 92108

Seminar Instructor:

Steve Roach, MAI, SRA,

AI-GRS



For more information, click the course flyer above

Review Theory—General

COURSE CONTENT:

Review Theory – General is the fundamental review course that all reviewers should have in their education background. It is a required course for individuals pursuing the Appraisal Institute's General Review Designation. Participants embark on an in-depth journey of the seven steps that are outlined through the review process, which is at the core of this course. To be a reviewer, an appraiser must learn how to develop opinions of completeness, accuracy, adequacy, relevance, and reasonableness relative to the work under review. These opinions must be refined through tests of reasonableness in order to develop opinions of appropriateness and credibility. By taking this course, participants may gain invaluable confidence on the fundamentals of review.

EDUCATION CREDIT:

This course is approved for 375 points of Appraisal Institute education credit (attend and pass the exam), or for 275 points of Appraisal Institute education credit (attendance only). This course is also approved in most states for basic and/or continuing education credit (in California, 30 hours of BREA continuing education credit, Approval No. 13CP754601061). For information about approval in other states, see [State Approvals](#).

COURSE FEE:

AI Designated Members and Candidates for Designation \$800

AI Practicing Affiliates, Affiliates, and All Others \$1,100

When and Where

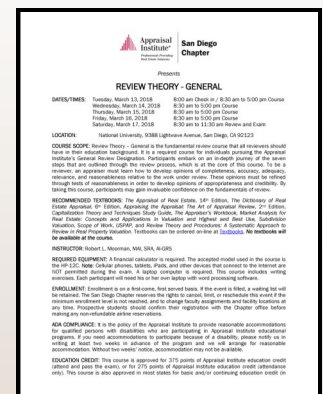
March 13-17, 2018

8:30 am to 5:00 pm

National University
9388 Lightwave Ave.
San Diego, CA 92123

Course Instructor:

Rob Moorman, MAI, SRA,
AI-GRS



For more information, click the course flyer above

REMAINING 2018 SAN DIEGO CHAPTER EDUCATION

| <i>Dates</i> | <i>Course/Seminar</i> | <i>Instructor(s)</i> |
|--------------|--|---|
| Mar 29-30 | Uniform Appraisal Standards for Fed Land Trans | Dave Lennhoff, MAI, SRA, AI-GRS |
| Apr 3-7 | Advanced Market Analysis and HBU | Larry Wright, MAI, SRA, AI-GRS |
| Apr 9 | Federal & State Laws & Regulations | Susan Merrick, SRA |
| May 10 | 2018 San Diego Market Symposium | Committee |
| June 4-7 | General Income Approach, Part 1 | S. Roach, MAI, SRA, AI-GRS & E. Schneider, MAI, SRA |
| June 5-8 | Basic Appraisal Principles | Deanne Recht, MAI |
| June 8-12 | General Income Approach, Part 2 | Dave Lennhoff, MAI, SRA, AI-GRS |
| June 9-13 | Basic Appraisal Procedures | Joe Magdziarz, MAI, SRA, AI-GRS, AI-RRS |
| June 13-16 | General Sales Comparison Approach | Ken Foltz, MAI, SRA |
| June 14-15 | National USPAP 15-Hour | Mike Mason, MAI, SRA |
| June 16&18 | Residential Market Analysis and HBU | Terry Bernhardt, SRA, JD |
| June 18-21 | General Site Valuation & Cost Approach | Rob Moorman, MAI, AI-GRS |
| June 19-20 | Residential Site Valuation & Cost Approach | Terry Bernhardt, SRA, JD |
| June 21-25 | Res Sales Comparison & Income Approaches | Ed Molinari, SRA |
| June 22-26 | General Market Analysis and HBU | Lance Coyle, MAI, SRA |
| June 26-27 | Residential Report Writing & Case Studies | Mark Smeltzer, MAI, SRA, AI-RRS |
| June 27-30 | General Report Writing & Case Studies | Dan Swango, MAI, SRA |
| June 28-30 | Condemnation Appraising | Steve Roach, MAI, SRA, AI-GRS |
| July 13-18 | Advanced Income Capitalization | Rick Carlile, MAI |
| July 27 | National USPAP 7-Hour Update | Tony Wren, MAI, SRA |
| July 28 | Business Practices and Ethics | Tony Wren, MAI, SRA |
| Sept 13 | In the Eye of the Hurricane | TBD |
| Oct 12 | National USPAP 7-Hour Update | Mike Mason, MAI, SRA |
| Oct 19 | Federal & State Laws & Regulations | Susan Merrick, SRA |

All offerings subject to change

San Diego Chapter of the Appraisal Institute

San Diego Chapter Office

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 San Diego, California 92111-1805
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 Fax: (858) 292-7333
 E-mail: patti@sdcai.org

We are on the Web!

www.aisandiego.org

February 2018

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|--------------------------|-----|-----|-----|---------------------------------------|-----|
| | | | | 1 | 2 | 3 |
| 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 11 | 12 | 13 | 14 | 15 | 16 Chapter Board of Directors Meeting | 17 |
| 18 | 19 Chapter Office Closed | 20 | 21 | 22 | 23 7-Hour USPAP Update | 24 |
| 25 | 26 | 27 | 28 | | | |

Chapter Leadership

2018 OFFICERS

President
 Eva Stresemann, MAI
eva.stresemann@sdcounty.ca.gov

Vice President
 Eric Schneider, MAI, SRA
eric@jrcvaluation.com

Treasurer
 Jeremy Darner, MAI, SRA
jeremy.darner@cushwake.com

Secretary
 Mark Hendrickson, MAI
mark@hendricksonappraisal.com

DIRECTORS

Director (2016-2018)
 Sean Stinchfield, MAI, AI-GRS
seanstinchfield@hotmail.com

Director (2016-2018)
 Eric Witherall, MAI
eric@bridgelinevaluation.com

Director (2017-2019)
 Mike Hadrys
mhadrys@westvaluation.com

Director (2017-2019)
 Colleen Matthies, MAI
tcmatthies@cox.net

DIRECTORS

Director (2018-2020)
 Chris Alfaro, MAI, AI-GRS
Chris.alfaro@homestreet.com

Director (2018-2020)
 Alison Roach
alison@jrcvaluation.com

Director (2018-2020)
 Lee Stephens, SRA
leensharon@cox.net

IMMEDIATE PAST PRESIDENT

Trevor Hubbard, MAI, SRA, AI-GRS
trevorhubbard@gmail.com

Did you know...

Chapter individuals who volunteer to serve on a committee, panel, or work group can earn up to 125 points of continuing education credit in each 5-year cycle.

If you would like to become more involved with the Chapter, contact Chapter President Eva Stresemann, MAI, at (858) 694-2732 or email eva.stresemann@sdcounty.ca.gov