

Newsletter

President's Message

February 2019



Dear colleague,

Hope your 2019 is off to a good start! February is a big month for our chapter as we kick off some education offerings as well as our first luncheon and networking event of the year. Join us at the [Handlery Hotel in Mission Valley](#) for updates related to the profession and chances to connect with your fellow members.

There are two education offerings being held on February 7th. For more information on these offerings and to register, please click on the embedded hyperlinks, read the synopses in

this newsletter, or reach out to Patti.

[Ignorance Isn't Bliss: Understanding an Investigation by a State Appraiser Regulatory Board or Agency and Hot Topics and Myths in Appraiser Liability](#)

For lunch that same day, join us for our General Chapter Lunch Meeting as Jim Martin, Chief of the Bureau of Real Estate Appraisers, will discuss licensing trends, new regulations, and enforcement news (a great topic that complements the education offerings). To register, please send the attached [Registration Form](#) to Patti at patti@sdcai.org or contact Patti at 858-292-7324.

Lastly, join us at Handlery Hotel's 950 Lounge for [AI After Hours](#), the first networking event of the year. From 5pm to 7pm, meet with your fellow students from the day's education sessions, reconnect with old acquaintances, or have a riveting conversation about all the proposed changes in USPAP. There is no cost to attend [AI After Hours](#), which will be typically held after all day seminars. Click on the [AI After Hours](#) link to register today.

In other news, the chapter's Government Relations Committee will be meeting soon in Sacramento with the rest of the AI chapters in California to discuss regulatory issues. If you have any questions or comments regarding appraisal regulations, I encourage you to [contact the committee](#) for assistance. A HUGE thank you to Ben Kunkel, MAI, Brian Wright, MAI, and Lee Stephens, SRA for volunteering to be on the committee this year.

Have a great month and look forward to seeing you on the 7th!

Cheers,

Eric Schneider, MAI, SRA, AI-GRS

Find us on:



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First Quarter General Chapter Lunch Meeting

The next General Chapter Lunch Meeting will be held on Thursday, February 7, 2019, from 12:00 pm to 1:30 pm. Check in begins at 11:30 am.

The luncheon will be held at the Handlery Hotel, 950 Hotel Circle North, San Diego, CA 92108.

The lunch speaker will be Jim Martin, Chief of the Bureau of Real Estate Appraisers, who will give an update about what is happening at BREAA; what licensing trends are occurring; what new regulations, if any, are on the horizon; and enforcement news. He will also provide additional information about BREAA's investigation process.

NOTICE OF ELECTION: At the General Chapter meeting, Chapter professionals in attendance will elect two Chapter professionals to serve on the 2019 Chapter Nominating Committee.

Meal choices are Turkey Pesto Panini (sliced turkey, fontina cheese, and pesto mayonnaise on a whole wheat ciabatta roll, with spring vegetables pasta salad) or Taco Salad (grilled carne asada, mixed greens, tomato, olives, shredded cheese, crispy tortilla strips, sour cream, and guacamole with dressing).

The cost is \$25 for San Diego Chapter members, or \$35 for non-San Diego Chapter members.

To register, either phone the Chapter office at (858) 292-7324; or print a registration form (on the last page of this newsletter) and either email the completed form to patti@sdcai.org, fax it to the Chapter office at (858) 292-7333, or mail it to the Chapter office with a check.

Chapter Networking Event



Presents

AI AFTER HOURS

Thursday, February 7, 2019 / 5:00 pm to 7:00 pm

In the 950 Lounge at the Handlery Hotel

950 Hotel Circle North, San Diego, CA 92108

This networking/social event/happy hour is open to all appraisers.

No charge to attend / Cash bar

Register at [AI After Hours](#)

Retired Chapter Members

Last year, the following Chapter professionals retired:

In February—Errol Tonsky, MAI, SRA

In October—Shannon Cutsinger, MAI

Also in October—Shirley Snyder, SRA

Jobs Board

Appraiser with over 3,000 hours of commercial and residential experience seeking a full-time position. Currently taking the coursework to earn a Certified General license. Please contact Eric Bauer at (858) 361-2591.

Welcome New Members

During December, Roger Good joined the Chapter as an Affiliate.

Chapter Meeting Calendar

February 7	General Chapter Lunch Meeting	Handlery Hotel
February 28	Board of Directors Meeting	Chapter office
March 28	Board of Directors Meeting	Chapter office



News from National

RECOMMENDATIONS FOR 2020 VICE PRESIDENT

The National Nominating Committee is seeking the names of members who are interested in serving as the 2020 Vice President of the Appraisal Institute. The 2020 Vice President succeeds to the offices of 2021 President Elect, 2022 President, and 2023 Immediate Past President.

If you are interested in serving or would like to recommend an individual that you feel meets the qualifications for the position, please submit your recommendation in writing to James L. Murrett, MAI, SRA, Chair of the 2019 National Nominating Committee, c/o Joan Barngrover, Appraisal Institute, 200 W. Madison St., Suite 1500, Chicago, IL 60606.

If you prefer, you may email your letter to Joan Barngrover at jbarngrover@appraisalinstitute.org. All recommendations must be received by February 8, 2019, 5:00 pm CT.

On February 15, 2019, the National Nominating Committee will send letters to potential candidates, with a list of the position's responsibilities, a questionnaire, and other required information. Potential candidates will be given 45 days to respond to the questionnaire, submit a personal resume, and provide the requested information—due by April 1, 2019, 5:00 pm CT.

On May 7-8, the National Nominating Committee will conduct personal interviews with candidates at the AI Headquarters office before the second quarter Board of Directors meeting.

Qualifications for 2020 Vice President can be found in the Appraisal Institute Bylaws and on the Appraisal Institute's website.

Individuals submitting their candidacy for the 2020 Vice President cannot serve as a member of the National Nominating Committee at any time during the year in which his or her candidacy would be considered. This does not preclude consideration for the office in future years.

CALL FOR NOMINATIONS

If you believe you know an AI Professional who fits the criteria for either the Lifetime Achievement Award or the Outstanding Service Award, please nominate that person. Submissions must be completed by Friday, May 24. Announcements of the awards will take place at the AI's Annual Conference in July in Denver, Colorado. For more information, see [Nominations](#).

Ignorance Isn't Bliss: Understanding an Investigation

By a State Appraiser Regulatory Board or Agency

A regulatory complaint has been filed against you. Now what? Discover why state boards and agencies make the decisions they do, what federal oversight requirements guide them, and how a state regulator's investigation (including disciplinary action) proceeds by peeking behind the regulatory curtain. This 4-hour seminar discusses who files complaints, due process for an appraiser, and the steps to take when you are named in a complaint. With this knowledge, you'll have an advantage in resolving a complaint and better yet, avoiding one in the first place.

EDUCATION CREDIT:

This seminar is approved for 20 points of Appraisal Institute education credit, and for 4 hours of BREa continuing education credit (BREa Approval No. 18CP754601327). 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](#).

SEMINAR FEE: (on or before January 23, 2019): Appraisal Institute Designated Members, Candidates for Designation, Practicing Affiliates, and Affiliates: \$129 / All Others \$159.

Seminar fees will increase \$50 on January 24, 2019.

When and Where

February 7, 2019

Check in 7:30 am

Seminar 8:00–12:00

Handlery Hotel
950 Hotel Circle North
San Diego, CA 92108

Instructor:

Paula Konikoff, JD, MAI,

AI-GRS



Hot Topics and Myths in Appraiser Liability

The seminar covers current legal and liability trends affecting appraisers and dispels some common myths and misunderstandings. Actual (and interesting) lawsuits and claims form the foundation of the seminar. The objectives of the seminar are to educate appraisers about:

- The most common current sources and causes of professional negligence lawsuits against appraisers.
- The current mass litigation phenomenon affecting appraisers.
- How the USPAP concepts of client/intended user and intended use relate to legal claims against appraisers.
- How to handle common liability threat situations.
- The importance of the appraiser's work file and what elements of the work file are most relevant to liability prevention.
- The role of professional liability insurance.

EDUCATION CREDIT:

This seminar is approved for 15 points of Appraisal Institute education credit, and for 3 hours of BREa continuing education credit (BREa Approval No. 16CP119903002).

SEMINAR FEE: (on or before January 23, 2019): Appraisal Institute Designated Members, Candidates for Designation, Practicing Affiliates, and Affiliates: \$59 / All Others \$109.

Seminar fees will increase \$50 on January 24, 2019.

When and Where

February 7, 2019

Check in 1:30 pm

Seminar 2:00–5:00

Handlery Hotel
950 Hotel Circle North
San Diego, CA 92108

Instructor:

Peter Christensen, JD



National USPAP 7-Hour Update

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.

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 14, 2019): Appraisal Institute Designated Members, Candidates for Designation, Practicing Affiliates, and Affiliates: \$189 / All Others \$239

Course fees will increase \$50 on February 15, 2019.

When and Where

March 1, 2019

Check in 8:00 am

Course: 8:30 am - 4:30 pm

National University
705 Palomar Airport Road
Room 207
Carlsbad, CA 92011

Instructor:

Mike Mason, MAI, SRA



The Appraiser as an Expert Witness

This two-day course introduces the basic concepts and strategies needed to engage in litigation valuation. It explores the scope of activities appraisers can expect in a legal action, including assessing the status of a case, developing a USPAP-compliant appraisal without preparing a written report, and understanding legal terminology and jargon. The course addresses how litigation assignments differ from lender assignments, and how to market appraisal services to litigation clients. Participants work in small groups to practice effective deposition and direct testimony techniques, and a mock trial with a residential case study gives them the opportunity to experience a realistic courtroom environment in which to polish their skills.

EDUCATION CREDIT:

This course is approved for 200 points of Appraisal Institute continuing education credit (attend and pass the exam), or for 150 points of Appraisal Institute continuing education credit (attend only). This course is also approved in most states for basic and/or continuing education credit hours (in California, 15 hours of BREA continuing education credit; Approval No. 17CP754601284). For information about basic/continuing education credit in other states, see [State Approvals](#).

COURSE FEE: (on or before February 20, 2019): Appraisal Institute Designated Members, Candidates for Designation, Practicing Affiliates, and Affiliates: \$405 / All Others \$455

Course fees will increase \$50 on February 21, 2019.

When and Where

March 7-8, 2019

Check in 7:45 am

Course: 8:00 am - 5:00 pm

National University
9388 Lightwave Avenue
San Diego, CA 92123

Instructor:

Stephen D. Roach, MAI,
SRA, AI-GRS



How Tenants Create or Destroy Value

When and Where

LEASEHOLD VALUATION AND ITS IMPACT ON VALUE

If you're involved in the valuation of commercial real estate, it's crucial to know how the terms of a lease affect value. This new seminar goes beyond methodology to explore how to measure a property rights adjustment, the theory underlying the use of a leasehold yield rate to value the leasehold, as well as the application of a property rights adjustment in all three approaches to value. Topics include:

- How the terms of a tenant's lease impact value – either positively or negatively
- Situations that require a valuation of a leasehold
- Methodologies in valuing a leasehold, including examples and exercises
- The impact of a leasehold in the valuation of property using all applicable approaches
- Challenges facing appraisers performing leasehold valuation assignments.

March 22, 2019

Check in 8:00 am

Course: 8:30 am - 4:30 pm

National University
9388 Lightwave Avenue
San Diego, CA 92123

Instructor:

Stephen D. Roach, MAI,
SRA, AI-GRS

EDUCATION CREDIT:

This seminar is approved for 35 points of Appraisal Institute continuing education credit. This course is also approved in most states for basic and/or continuing education credit hours (in California, 7 hours of BREB continuing education credit; Approval No. 18CP754601351). For information about basic/continuing education credit in other states, see [State Approvals](#).



SEMINAR FEE: (on or before March 7, 2019): Appraisal Institute Designated Members, Candidates for Designation, Practicing Affiliates, and Affiliates: \$189 / All Others \$239

Seminar fees will increase \$50 on March 8, 2019.

San Diego Chapter of the Appraisal Institute

San Diego Chapter Office
 4849 Ronson Court, Suite 102 [map]
 San Diego, California 92111-1805
 Executive Director: Patti Kreutzer
 Phone: (858) 292-7324
 Fax: (858) 292-7333
 E-mail: patti@sdcai.org

We are on the Web!
www.aisandiego.org

February 2019

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7 Morning and Afternoon Seminars/ Lunch Meeting	8	9
10	11	12	13	14	15	16
17	18 Chapter Office Closed	19	20	21	22	23
24	25	26	27	28 Board of Directors Meeting		

Chapter Leadership

2019 OFFICERS

President
 Eric Schneider, MAI, SRA, AI-GRS
 eric@jrcvaluation.com

Vice President
 Jeremy Darner, MAI, SRA, AI-GRS
 jeremy.darner@cushwake.com

Treasurer
 Mark Hendrickson, MAI
 mark@hendricksonappraisal.com

Secretary
 Colleen Matthies, MAI
 tcmatthies@cox.net

DIRECTORS

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

Director (2019)
 Brent Johnson, SRA, AI-RRS
 (858) 883-3124

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

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

DIRECTORS

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

Director (2019-2021)
 Ben Kunkel, MAI
 ben@jrcvaluation.com

Director (2019-2021)
 Kent West
 kjwest@kpmg.com

IMMEDIATE PAST PRESIDENT

Eva Stresemann, MAI
 eva.stresemann@sdcountry.ca.gov

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 Eric Schneider, MAI, SRA, AI-GRS, at (858) 565-2400, or email eric@jrcvaluation.com.



San Diego Chapter

GENERAL CHAPTER MEETING

REGISTRATION FORM

Date of Meeting _____

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 _____

CCV Code _____

- ✓ 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 102, San Diego, CA 92111.
- ✓ If paying by credit card, mail this completed registration form to the above address, or fax to (858) 292-7333, or email to patti@sdcai.org.
- ✓ Questions? Email patti@sdcai.org, or call (858) 292-7324.