

Newsletter

President's Message

April 2019



Recently, I had the chance to speak to SDSU's Real Estate Society about real estate valuation and the Appraisal Institute. While on campus, I was reminded of how important financial aid can be to achieving your education goals, and appraisal education is no different.

To that end, the chapter has two scholarships available to offer. The first is the College Scholarship Program, which offers a year of chapter offerings to students and recent graduates. This is an amazing program for students, and something I wish I knew about back in the day. The second is the Chapter

Scholarship Program, which offers one course to eligible Candidates for Designation and Practicing Affiliates. If you or someone you know fits either category, I encourage you to apply. More information can be found here on our chapter website.

The Appraisal Institute Education and Relief Foundation also offers several scholarships, including one that covers all designation education needed to complete the Candidate for Designation Program. For more information on these opportunities, please visit AIERF's scholarships page. Both the chapter and national scholarships are great opportunities for you or your colleagues to receive the necessary education for your state certification and/or designations.

Lastly, mark your calendars for Thursday, May 2, as the San Diego Market Symposium returns to educate members on upcoming trends throughout San Diego County. This year, the focus is on planning issues impacting various cities. Come hear city planners and city officials from Chula Vista to Oceanside talk about what's new in their neighborhood. Following the symposium will be another AI After Hours happening at Green Acre Campus Point. A HUGE thank you to this year's education chair, Susan Merrick, SRA, and the education committee for helping to put this together.

Have a great month!

Eric Schneider, MAI, SRA, AI-GRS
2019 Chapter President

Find us on:



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AI After Hours

The San Diego Chapter presents

AI After Hours

Thursday, May 2, 2019 / 5:00 pm to 7:00 pm

In the Bar at GreenAcre Campus Pointe

10300 Campus Point Drive, San Diego, CA92121

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

No charge to attend / Cash bar / Register Now

Featured AI Benefit

The Appraisal Institute is excited to introduce Valcre as a new AI benefit! This innovative and intuitive appraisal technology platform is now available to all Appraisal Institute Professionals at a special AI discount of 10% to 29% off a monthly subscription, based on subscription plan package. Email Valcre Sales at sales@valcre.com to get started today.

Valcre® is a turnkey appraisal platform offering an all-in-one solution to manage the appraisal workflow from intake to invoice. The cloud-based application provides a comprehensive, scalable, easily-searchable database available anytime and anywhere. Integrated job and client databases allow users to track all of their assignments across one office or multiple offices. Intuitive dashboards allow quick access to the status of every appraiser's schedule and receivables.

There's no long-term commitment, no setup fees, no hidden fees, and no cancellation fees. With a monthly subscription to Valcre, you get

- End-to-end job management with forms and invoicing as well as company/appraiser billings and tracking of receivables
- Access to a comprehensive, scalable, easily-searchable database with datasheets and other reports, available anytime, anywhere.
- Complete setup along with professional USPAP-compliant Excel and Word templates that are customized and branded to your firm's specific needs.
- Unlimited training and support by phone, email, chat, and a full library of training videos.
- Privacy and security—data is protected by institution-grade encryption, geo-redundant backups, and globally accepted standards for data protection.

News from National

LEADERSHIP RESOURCE REGISTRY DEADLINE

It's that time of year to think about committee service for 2020. President-Elect Jefferson Sherman is now considering names for the 2020 National committee appointments.

If you are interested in serving on a national committee in 2020, please complete the Leadership Resource Registry no later than 5:00 pm CT, Thursday, August 1, 2019. In order to be considered for national committees, you must express your interests in to the Registry. To access the Registry, see [Leadership Resource Registry](#), then log on to the AI website.

Even if you submitted your interests last year in the Registry and there are no changes to your preferences, you will need to log back into the Registry. If your preferences are the same as they were for 2019, there is a box you may check to have your interests moved into the 2020 Registry. You also have the opportunity to change or express new interests.

We thank you in advance for indicating your preferences in the Registry. We look forward to a strong response, which will help broaden the base of participation in the organization and serve as a source of new ideas and growth.

If you have questions or need assistance completing the Registry, please contact Rachael Georges at rgeorges@appraisalinstitute.org.

NATIONAL SCHOLARSHIP OPPORTUNITIES

Do you have designation education to take towards your MAI, SRA, AI-GRS, or AI-RRS designation? You may be eligible for a scholarship that will cover the cost of a course*.

Applications are due by April 1** for the AI Education and Relief Foundation AI Course Scholarship and the AI Education and Relief Foundation Minorities & Women AI Course Scholarship.

The AI Education and Relief Foundation awards scholarships quarterly to worthy candidates.

The following deadline for both of these scholarships is July 1, as well as the Candidate for Designation Scholarship, which covers all designation education needed to complete the Candidate for Designation Program. For more information, please [go to our website](#).

For more information on AI Education and Relief Foundation and the scholarships available, [visit our website now](#). If you have questions, please email us at aierf@appraisalinstitute.org or call (312) 335-4133.

* Scholarships only cover tuition for designation education needed for designation. Scholarship funds cannot be used for the Demonstration of Knowledge requirement, Experience requirement, and/or Comprehensive Exam.

** Applications will only be accepted for courses being held after May 15, 2019.

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: Appraisal Institute Designated Members, Candidates for Designation, Practicing Affiliates, and Affiliates: \$239 / All Others \$289

2019 San Diego Market Symposium

When and Where

WHAT'S NEW IN YOUR NEIGHBORHOOD?

At this seminar, City Planners and City Officials will discuss what's new and changing in their community. Topics of discussion include

- Recent changes to zoning, as well as changes under consideration
- The need for more density in single family residential and multi-family housing, including tax incentives, low income housing, rent control, homelessness, transportation (i.e., the trolley), and redevelopment of any golf courses that have closed
- Changes to commercial zoning to enhance the tax base, including any impact from the legalization of marijuana, re-structuring of NAFTA, transportation, downtown military site redevelopment, and redevelopment of the waterfront and Midway areas
- How short-term vacation rentals are affecting their community plan
- What other things are happening in their city that affect property value

May 2, 2019

Check in 8:00 am

Seminar: 8:30 - 5:00

GreenAcre Campus Pointe
10300 Campus Point Dr.
San Diego, CA 92121

Seminar Coordinator:

Susan Merrick, SRA

City Planners and City Officials participating include:
City of San Diego * Civic San Diego * The Port District
Chula Vista * Imperial Beach * La Mesa
El Cajon * Santee * Poway * Escondido
Oceanside * Encinitas * Solana Beach
And More



Lunch is included. The lunch speaker will discuss San Diego State University's proposed redevelopment of the former Qualcomm Stadium site with the SDSU Mission Valley Campus.

EDUCATION CREDIT:

This seminar was developed and organized by the San Diego Chapter of the Appraisal Institute with the intent of addressing topic(s) of current local interest solely for educational and informational purposes. The Appraisal Institute national organization was not involved in developing or organizing the seminar. The seminar is approved for 35 points of Appraisal Institute continuing education credit, and for 7 hours of BREA continuing education credit (Approval No. 19CP754601358).

SEMINAR FEE (includes lunch—on or before April 17, 2019): Appraisal Institute Professionals \$179 / All Others \$199

4-Hour Federal and California Statutory Laws

Appraisers recognize that they have regulatory obligations, but recognizing and understanding all of the various Federal and State laws and regulations that govern appraisers can be challenging. This seminar is designed to help participants recognize and understand the laws and regulations most important to appraisers at a federal and state level. By being better informed, you'll be able to establish a clear path to maintaining compliance and effectively reconcile conflicting interpretations and requests from clients. A thorough understanding of applicable appraiser regulatory obligations will also increase your efficiency.

EDUCATION CREDIT:

This program was developed and organized by the San Diego Chapter of the Appraisal Institute with the intent of addressing topic(s) of current local interest solely for educational and informational purposes. The Appraisal Institute national organization was not involved in developing or organizing the program. Attendees are eligible to receive twenty (20) points of Appraisal Institute continuing education credit. This seminar is also approved for four hours of BREa continuing education credit (Approval No. 17CP754601246).

COURSE FEE:: Appraisal Institute Professionals : \$99 / All Others \$149

When and Where

May 19, 2019

Check in 7:45 am

Course 8:00 am-12:00 pm

Exam 12:00–1:00

National University
9388 Lightwave Avenue
San Diego, CA 92123

Instructor:

Susan Merrick, SRA



2019 SUMMER EDUCATIONAL EVENT AT THE UNIVERSITY OF SAN DIEGO

Dates	Course	Instructor(s)
June 3-6	General Appraiser Income Approach/Part 1	Eric Schneider, MAI, SRA, AI-GRS and Bob Backer, MAI, SRA
June 7-11	General Appraiser Income Approach/Part 2	David Lennhoff, MAI, SRA, AI-GRS
June 12-15	General Appraiser Sales Comparison Approach	Ken Foltz, MAI, SRA
June 17-20	General Appraiser Site Valuation & Cost Approach	Rick Carlile, MAI
June 21-25	General Appraiser Market Analysis & HBU	Wayne Foss, MAI
June 27-July 1	General Appraiser Report Writing & Case Studies	Dan Swango, PhD, MAI, SRA
June 4-7	Basic Appraisal Principles	Deanne Recht, MAI and Trevor Hubbard, MAI, SRA, AI-GRS
June 8-12	Basic Appraisal Procedures	Lance Dore, MAI and Jeff Warren, MAI, SRA
June 13-14	National USPAP 15-Hour Course	Tony Wren, MAI, SRA
June 15 & 17	Residential Market Analysis and HBU	Terry Bernhardt, JD, SRA, AI-RRS
June 18-19	Residential Site Valuation and Cost Approach	Terry Bernhardt, JD, SRA, AI-RRS
June 20-24	Residential Sales Comparison & Income Approaches	Ed Molinari, SRA
June 25-26	Residential Report Writing and Case Studies	Dan Swango, PhD, MAI, SRA
July 10-11	Real Estate Finance, Statistics & Valuation Modeling	Larry Wright, MAI, SRA., AI-GRS
July 12	National USPAP 7-Hour Update	Mike Mason, MAI, SRA
July 13	Business Practices and Ethics	Mike Mason, MAI, SRA

For more information, see [Course Flyers](#).

[Register Now](#)

The San Diego Chapter reserves the rights to cancel, limit, or reschedule these courses if the minimum enrollment level is not reached, and to change faculty assignments and facility locations at any time.

San Diego Chapter of the Appraisal Institute

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We are on the Web!
www.aisandiego.org

April 2019

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15 Chapter Office Closed	16 Chapter Office Closed	17 Chapter Office Closed	18 Chapter Office Closed	19 Chapter Office Closed	20
21	22	23	24	25 Board of Directors Meeting	26	27
28	29	30				

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)
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 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.