

October 2019 Newsletter

PRESIDENT'S MESSAGE



Recently, I was sent an [article about the iBuying industry in San Diego](#), where companies like Zillow and Redfin are now buying homes for a fee of around 7.5 percent of the sale price. It's interesting to see another example of how technology is creating convenience for its users; for a notably higher fee, the iBuying program bypasses the trouble of hiring an agent, repairing the home, and showing the home, among other things. It's almost certain that technology will continue to be integrated into our everyday lives, with these services handling the most simple of tasks (Instacart for grocery delivery, anyone?) to the complex ones (selling an asset worth hundreds of thousands of dollars).

Being aware of changes to our industry is not only something that appraisers should do, but that they must do. According to USPAP Standards Rule 1-1, an appraiser must be aware of those recognized methods and techniques that are necessary to produce a credible appraisal. SR 1-1 also says that appraisers must also continuously improve their skills to remain proficient in real property appraisal.

AI's Body of Knowledge is such an example of "recognized methods and techniques," but the San Diego chapter is also doing our part to provide local education to the members to help improve their skills. You can find [our latest offerings on the main site](#), but I want to point out a few of them. First, on October 10, we will once again be [boarding a trolley to discuss historic commercial properties](#) from Downtown to Old Town. Come learn about projects such as the redevelopment plans for Horton Plaza and take a tour of our great city. Our [general lunch meeting](#) will precede the tour, and afterwards come hang out for another [AI After Hours](#).

Also, mark your calendars for November 14 as we present the [Southern California Hotel Valuation Update](#). Come learn from hotel developers, operators, brokers, and others as we look at the various components that make up this side of our industry. This event will be held at the [Green Dragon](#) in Carlsbad (a place I've always driven by, but have never been to).

Lastly, our chapter exists to serve our members. If you have any ideas for education or for networking opportunities, let us know.

Have a great month!

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

THIRD QUARTER GENERAL CHAPTER MEETING

Thursday, October 10, 2019 / 12:00 pm to 1:30 pm (check in starts at 11:30)

At Buster's Beach House, 807 West Harbor Drive, San Diego (Seaport Village)

Meal Choices: (1) Del Mar Dip (roast beef, provolone cheese, and sautéed onions on a French roll, served with French fries; (2) Buster's Beach Club Sandwich (grilled chicken breast, lettuce, tomato, mayonnaise, avocado, and bacon on herb focaccia, served with French fries; or (3) Chicken Caesar Salad.

After registering, contact the Chapter office with your meal choice, by phone (858) 292-7324 or by email patti@sdcai.org.

Cost: \$25 for San Diego Chapter Professionals, or \$30 for all others.

The **lunch speaker** is TBD.

Parking: Buster's Beach House will validate for parking in any of Seaport Village's parking lots for up to three hours.

[More Information and to Register](#)

HISTORICAL TOUR OF COMMERCIAL PROPERTIES: DOWNTOWN TO OLD TOWN

Thursday, October 10, 2019

Check in: 1:30 pm / Seminar aboard an Old Town Trolley: 2:00 pm to 5:00 pm

Leave from Seaport Village's East Plaza Parking Lot

Seminar speakers will be knowledgeable individuals from SOHO (Save Our Heritage Organization).

Seminar attendees will tour the Gaslamp Historic District, then stop briefly at the Marston House Museum & Gardens. The tour will continue through Banker's Hill, Hillcrest, the Mission Hill's commercial areas, and Old Town.

This seminar was developed and organized by the San Diego Chapter of the Appraisal Institute with the intent of addressing topics 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 15 points of Appraisal Institute continuing education credit. This seminar is also approved for three hours of BREA continuing education credit (Approval No. 19CP754601382).

Seminar Coordinator: Susan Merrick, SRA

[More Information and to Register](#)

AI AFTER HOURS

Thursday, October 10, 2019 / 5:00 pm to 7:00 pm

In the Bar at Harbor House Restaurant (Seaport Village)
831 West Harbor Dr., San Diego

This networking/social event/happy hour is open to everyone. There is no charge to attend, and there will be a cash bar.

[More Information and to Register](#)

IMPORTANT ANNOUNCEMENT

On October 1, the Appraisal Institute will launch changes to the My Account portion of the AI website which will enhance everyone's online user experience.

On September 26, 27, 28, 29, and 30, significant service functionalities will not be available either via the AI website or through contacting AI staff.

On or after October 1, but not before, everyone will need to reset their account password to access their account. National will send everyone information on how to reset account passwords in the next few weeks.

Among the functionalities which will not be available from September 26 through 30 are:

- Registration for most AI courses, seminars, or other events
- Purchases of textbooks, webinars, and other items in the AI online store
- Self-service features available in My Account.

Education certificate availability will be limited; however, access to AI's public website (appraisalinstitute.org), online learning features, and access to education transcripts will remain available.

Important note: while online learning will be available, if you complete a program between September 26 and October 1, the program completion will not be recorded until after October 1. If you have a license renewal on September 30, it is highly recommended that you complete your program by end of day on September 25.

National asks that everyone please plan ahead for this service disruption.

Questions? Contact the AI Service Center at aiservice@appraisalinstitute.org or (888) 756-4624. For education-related questions, contact education@appraisalinstitute.org or (312) 335-4207.

GOLF TOURNAMENT

The 2019 San Diego Real Estate Golf Team Championship will be held on Friday, October 18, 2019, at Admiral Baker Golf Course, 2400 Admiral Baker Rd., Building 3604, San Diego, CA 92120. Check in begins at 11:00 am and includes a box lunch. Tee time is 12:00. A social mixer/networking event will follow golf at 5:00 that will include cocktails, dinner, awards, and a brief, big-ticket-item raffle.

Sponsorships are available. Net proceeds from the tournament help fund the Chapter's two scholarship programs and scholarship-related activities, including sponsoring leadership development through the Appraisal Institute.

For more information and to sign up to participate, see [Golf Flyer](#).

Questions? Contact Tournament Organizer Andre Desjardins, MAI, AI-GRS, at (619) 296-7100 ext. 104, or email andred@mdsrealty.com.

APPRAISAL INSTITUTE HONORS STEPHEN ROACH

At the Appraisal Institute's Annual Conference in July, Chapter member Stephen D. Roach, MAI, SRA, AI-GRS was named the recipient of the Appraisal Institute's Lifetime Achievement Award.

The Lifetime Achievement Award is presented to an Appraisal Institute individual who demonstrates high ethical standards; has volunteered several years of service, and has contributed to the Appraisal Institute on the international, national, regional, and/or chapter level; has served his or her community; and has contributed to the appraisal profession for at least 20 years.

"Steve Roach has demonstrated incredible commitment to the Appraisal Institute and the valuation profession in the

Steve Roach has demonstrated incredible commitment to the Appraisal Institute and the valuation profession in the U.S. and abroad for more than 30 years, most notably in the area of education," said Appraisal Institute President Stephen S. Wagner, MAI, SRA, AI-GRS.



Steve Roach and Stephen Wagner

WELCOME NEW MEMBERS

During August, Seth Isenbart joined the Chapter as a Candidate for Designation.

ON THE MOVE

Chapter member Brent A. Johnson, SRA, AI-RRS, has changed firm affiliations. Brent can now be reached at:

Mutual of Omaha Bank
3131 Camino Del Rio North, Suite 1100
San Diego, CA 92108
Phone (619) 794-1966
Cell (808) 446-4909
Email brent.johnson@mutualofomahabank.com

CHAPTER MEETING CALENDAR

September 26 - Board of Directors meeting in the Chapter office conference room
October 10 - General Chapter Lunch Meeting at Buster's Beach House, Seaport Village
October 10 - AI After Hours at Harbor House Restaurant, Seaport Village
October 24 - Board of Directors meeting in the Chapter office conference room

UPCOMING EDUCATION

Review Theory - General

October 8-12, 2019 / 8:30 am to 5:00 pm / At National University, 9388 Lightwave Avenue, San Diego, CA 92123.

In this course, participants will embark on an in-depth journey of the seven steps that are outlined through the review process.

Instructor is Joe Magdziarz, MAI, SRA, AI-GRS, AI-RRS

[More Information and to Register](#)

Litigation Appraising: Specialized Topics and Applications

October 23-25, 2019 / 8:30 am to 5:00 pm / At National University, 9388 Lightwave Avenue, San Diego, CA 92123.

This course has been expanded from two to three days, and delves more deeply into inverse condemnation, an exciting niche market with increasing demand for appraisers.

Instructor is Steve Roach, MAI, SRA, AI-GRS

[More Information and to Register](#)

Southern California Hotel Valuation Update

November 14, 2019 / 9:30 am to 3:00 pm / At Green Dragon Tavern & Museum, 6115 Paseo Del Norte, Carlsbad, CA 92011

Hear from appraisers, lenders, hotel operators, hotel developers, hotel tax advisors, and hotel architects about hotel valuation.

Seminar Developers: Jeff Lugosi, MAI, and Eric Schneider, MAI, SRA, AI-GRS

[More Information and to Register](#)

CHAPTER LEADERSHIP

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