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## March 2020 Newsletter

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### PRESIDENT'S MESSAGE



Over the years this Chapter has benefited from the amazing leadership of many of San Diego's finest appraisal professionals. Whether serving on committees, the board, or as Chapter officers, this organization would not exist without each of them. Likewise, we are fortunate to have an amazing contingent of active members. While our Chapter is fortunate to benefit from the perspective of an experienced Executive Director, much of the Chapter's institutional legacy relies on our leaders and active members passing on the knowledge from their tenure to the next generation of chapter members. If successful, the passage of this institutional knowledge can create an institutional memory that can endure with the organization over time. Yet, despite the best of efforts, as time passes and people move on, we can easily forget many of our chapter's successes. That is why this month I would like to focus on two small things we can all do to help maintain the San Diego Chapter's "institutional memory."

First, in an effort to memorialize and archive years of service, I am hoping that some of you may be able to dig into an old photo album or old file cabinet and find some old photos at Chapter events from years past. If you have an old luncheon or golf tournament photo, please take a moment to email the Chapter a copy so that we can archive it and use it to remind future chapter members of the legacy they help continue.

Second, a few years ago, we were lucky enough to have a great chapter leader who pioneered our Chapter's social media accounts. Maintaining these channels takes a lot of time and effort; yet, in our increasingly digital age and industry, more and more of us stay connected through these platforms. So, please take a moment to help us revitalize our social media platform by making sure you are following the Chapter's LinkedIn, Facebook, and Twitter accounts. Social media channels are a great way for members to not only stay up to date on the latest updates and chapter information but to build a digital legacy of our chapter successes.

Thank you,

Jeremy Darner, MAI, SRA, AI-GRS  
2020 Chapter President

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**GENERAL CHAPTER LUNCH MEETING  
JOINT MEETING WITH THE SAN DIEGO CHAPTER OF IRWA**

Wednesday, February 19, 2020 / 11:45 am to 1:15 pm (check in starts at 11:15)

At the Handlery Hotel, 950 Hotel Circle North, San Diego, CA 92108

Lunch speakers Steve Roach, MAI, SRA, AI-GRS and Bruce Beach, Esq. will discuss what does and doesn't work for appraisers at deposition and trial.

**NOTICE OF ELECTION:** At the meeting, San Diego Chapter Professionals present will elect two persons to serve on the 2020 Chapter Nominating Committee.

Lunch will be a buffet, and the cost is \$25 for San Diego Chapter Professionals, or \$30 for all others.

**NOTE:** If you register for the "What Does and Doesn't Work for Appraisers at Deposition and Trial" seminar, you don't have to register for the lunch meeting separately. Lunch is included with the seminar.

[Register Now](#)

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### WHAT DOES AND DOESN'T WORK FOR APPRAISERS AT DEPOSITION AND TRIAL SEMINAR

Wednesday, February 19, 2020 / 11:45 pm to 2:30 pm

At the Handlery Hotel, 950 Hotel Circle North, San Diego, CA 92108

Speakers Steve Roach, MAI, SRA, AI-GRS, and Bruce Beach, Esq., will discuss the "do's and don't's" for the nine phases of a litigation support assignment, from the first phone call through trial testimony.

**EDUCATION CREDIT:** This seminar is approved for 10 points of Appraisal Institute education credit, and for 2 hours of BREA continuing education credit (BREA Approval No. 19CP754601364).

**SEMINAR FEE:** Appraisal Institute Professionals \$89; All others \$109

A buffet lunch is included with the seminar fee.

For more information and to register, [click here](#).

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### USING TECHNOLOGY IN RESIDENTIAL APPRAISING

Friday, March 13, 2020 / 9:00 am to 12:00 pm

At National University, 9388 Lightwave Avenue, San Diego, CA 92123

The seminar will begin with a discussion of simple regression analysis using Excel for adjustment support and will focus on deriving a dollar per square foot adjustment from comparable sales. Following will be a discussion of services available for use for data population into appraisal reports, and what services are available to assist appraisers with market analysis. Different software programs such as Datamaster and alamode Titan will be explored, and Spark Software will be demonstrated. The next session will explore Mobile Appraising, and will focus on the advantages of using a tablet or phone in the field for inspections of the subject property and comparables. The last session will discuss other services available to make the appraiser's life easier, including accounting software, billing services, and more.

**EDUCATION CREDIT:** This seminar is approved for 15 points of Appraisal Institute education credit, and

for 3 hours of BREA continuing education credit (BRE A Approval No. 19CP754601411).

**SEMINAR DEVELOPER AND PRESENTER:** Kevin O'Harra, SRA

**SEMINAR FEE** (on or before February 13, 2020): Appraisal Institute Professionals \$79 / All Others \$99

For more information and to register, [click here](#).

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## **ARTIFICIAL INTELLIGENCE, AVMS, AND BLOCKCHAIN: IMPLICATIONS FOR VALUATION**

Friday, March 13, 2020 / 1:00 pm to 5:00 pm

At National University, 9388 Lightwave Avenue, San Diego, CA 92123

What if you could accomplish more in less time? It may sound crazy, but the idea that appraising is relegated to retrospective analysis is no longer relevant. Within five years, experts predict that 50% of our interactions will involve artificial intelligence ("AI"). That's going to unlock an entirely new workflow for the appraisal profession and a new set of capabilities that will drive the back office to the forefront of business strategy. What is clear is that AI and the technologies associated with it will continue to transform how we interact with information and machines.

**INSTRUCTOR:** Dan L. Swango, PhD, MAI, SRA

**EDUCATION CREDIT:** This seminar is approved for 20 points of Appraisal Institute education credit, and for 4 hours of BRE A continuing education credit (BRE A Approval No. 19CP754601374). This seminar 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:** Appraisal Institute Professionals \$139 / All Others \$189

For more information and to register, see [Artificial Intelligence](#).

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## **CONDEMNATION APPRAISING: PRINCIPLES AND APPLICATIONS**

Wednesday-Friday, April 1-3, 2020 / 8:30 am to 5:00 pm

At National University, 9388 Lightwave Avenue, San Diego, CA 92123

This course presents the eminent domain process, rules and regulations governing condemnation appraisals, and important issues unique to this appraisal specialty. Participants will acquire the tools to address issues such as the valuation rules used by different jurisdictions, identification and valuation of the larger parcel, and the estimation of damages and benefits. They will also examine advanced applications of appraisal techniques and problem-solving in condemnation cases. Finally, participants will discover how courts view various appraisal methodologies. Case studies will reinforce the application of condemnation appraisal principles.

**INSTRUCTOR:** Stephen D. Roach, MAI, SRA, AI-GRS

**EDUCATION CREDIT:** This course is approved for 200 points of Appraisal Institute education credit (attend and pass the exam), or 180 points of Appraisal Institute education credit (attend only), and for 21 hours of BRE A continuing education credit (BRE A Approval No. 08754C140). 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 24, 2020): Appraisal Institute Professionals \$415 / All Others \$465

For more information and to register, see [Condemnation](#).

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## NEWS FROM NATIONAL

**CALL FOR NOMINATIONS:** The Appraisal Institute would like to recognize some of the brightest, most committed and deserving AI Professionals. If you believe you know an AI Professional who fits the criteria below for either award, please nominate that person. Submissions must be completed by April 30, 2020. Announcements of the awards will take place at the Appraisal Institute's Annual Conference this August in Orlando, FL.

The Lifetime Achievement Award is presented to an AI Professional who best demonstrates high ethical standards; contributed to the Appraisal Institute at the chapter, regional, national, and/or international level(s); provided service to his/her community; and contributed to the appraisal profession. A minimum of 20 years of service is recommended to be eligible for this award.

The Outstanding Service Award is presented to an AI Professional who has contributed ideas, service hours and dedication to ensure a specific program or effort is implemented at either the chapter, region, national and/or international level(s). This AI Professional must be instrumental to the success of the program or effort, which also must be far enough along to measure and provide proof of success. Additionally, the program or effort must be beneficial to chapters, regions, national, international, designated members, candidates, affiliates, practicing affiliates and/or the profession.

For more information or to nominate an AI Professional, visit [Nominations](#).

**JOIN US IN ORLANDO IN AUGUST:** The Appraisal Institute will hold its Annual Conference in Orlando, Florida on August 3-5, 2020. The Conference will be a great place to network with peers. Online registration will begin on March 25, 2020. For more information, see [Annual Conference](#).

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## ONLINE EDUCATION

Learn at your own pace anytime, anywhere. Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education. Learn from any computer anywhere, whenever you have time. It's easy, convenient, and a great way to get the education you want. [Check out the current course listing now.](#)

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## CHAPTER LEADERSHIP

President - Jeremy Darner, MAI, SRA, AI-GRS; [jeremy@peoplescompany.com](mailto:jeremy@peoplescompany.com)

Vice President - Mark Hendrickson, MAI; [mark@hendricksonappraisal.com](mailto:mark@hendricksonappraisal.com)

Treasurer - Colleen Matthies, MAI; [tcmatthies@cox.net](mailto:tcmatthies@cox.net)

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Past President - Eric Schneider, MAI, SRA, AI-GRS; [eric@jrcvaluation.com](mailto:eric@jrcvaluation.com)