

## June 2020 Newsletter

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### PRESIDENT'S MESSAGE



Most importantly, I hope that all of our members are staying healthy and weathering the current times. For better and for worse, it seems that "the genie isn't going back in the bottle," so I hope all of you are settling into this new normal.

Many students around San Diego are celebrating the graduation of the 2020 class; however, they are not the only ones missing out on the typical celebration of their academic achievements. With the postponement of our recent chapter luncheon, we also postponed the presentation of some designations. While I am certain that we will eventually present these individuals with their hard-earned designations, I would like to take a moment to congratulate these two San Diego Chapter members:

Chad Bleiler, JD, MAI for achieving his MAI designation

D. Matt Marschall, MAI, ARA, FRICS, AI-GRS for achieving his AI-GRS designation

The San Diego Chapter's Board of Directors is continuing to monitor current events and their impact on our 2020 Education Calendar. We are dedicated to providing the highest quality and most relevant education to our members; however, in the wake of the COVID crisis, the chapter needs your feedback more than ever! What are your appraisal education plans for 2020? Do you plan on taking live courses later in the year or are you planning to take courses online? Your feedback is needed, please contact Executive Director [Patti Kreutzer](#) and tell her your 2020 education plans and needs!

As a reminder, the 2020 San Diego Market Symposium has been rescheduled to September 10th. This event should be invaluable as you will hear from experts from many different markets, so please put it on your calendar now.

Due to the coronavirus pandemic, the Appraisal Institute has taken the unfortunate but necessary step of canceling its 2020 Annual Conference, which had been scheduled for Orlando, Florida, in August. You can monitor the current status of all national events [online](#).

Lastly, the California Department of Public Health has released helpful guidance for businesses operating in the real estate industry. You may find this guidance helpful as we all attempt to navigate these uncharted waters. [COVID-19 Industry Guidance](#).

For updates, please check our [website](#) and follow the San Diego Chapter on [Facebook](#), [LinkedIn](#), and [Twitter](#).

Best wishes,

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

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**MARKET CONDITIONS ADVICE FROM  
STEPHANIE COLEMAN, MAI, SRA, AI-GRS, AI-RRS,  
APPRAISAL INSTITUTE'S DIRECTOR OF SCREENING**

"The best we can do is talk to market participants - buyers, sellers, brokers. What's happening with active escrows? Are buyers backing out? Are sellers holding off on listing properties? Reducing prices? Offering concessions? What's happening with days on market? What are brokers hearing? Are tenants renewing leases? Are businesses closing and vacating? Are vacant spaces getting leased? Are developers going ahead with development plans, or have they put them on hold?"

"The answers to these kinds of questions provide clues. The appraisal report should include a discussion of them as part of the market analysis."

"Finally, the appraisal report should address the uncertainty in the market caused by the COVID-19 crisis, **not as a limiting condition, extraordinary assumption, or disclaimer**, but rather as part of the discussion of market conditions. While the crisis is still unfolding, it might also be a good idea to highlight key points relating to COVID-19 as a significant factor in the letter of transmittal."

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**RESCHEDULED SUMMER EDUCATIONAL EVENT AT THE UNIVERSITY OF SAN DIEGO**

Due to the COVID-19 pandemic, all of the classes previously scheduled for June have been postponed. The educational event now includes:

Advanced Market Analysis and Highest & Best Use - July 6-10  
Instructor: Larry Wright, MAI, SRA, AI-GRS  
For more information, see [Advanced Market Analysis](#)

Advanced Income Capitalization - July 27-31  
Instructor: Steve Roach, MAI, SRA, AI-GRS  
For more information, see [Adv Income Cap](#)

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General Appraiser Income Approach/Part 1 - July 20-23  
Instructor: Eric Schneider, MAI, SRA, AI-GRS  
For more information, see [General Income Part 1](#)

General Appraiser Income Approach/Part 2 - July 24-28  
Instructor: Dave Lennhoff, MAI, SRA, AI-GRS  
For more information, see [General Income Part 2](#)

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General Appraiser Sales Comparison Approach - August 4-7  
Instructor: Kerry Jorgensen, MAI

For more information, see [General Sales Comp](#)

General Appraiser Site Valuation and Cost Approach - August 10-13

Instructor: Rob Moorman, MAI, SRA, AI-GRS

For more information, see [General Site Valuation](#)

General Appraiser Market Analysis and Highest & Best Use - August 14-18

Instructor: Wayne Foss, MAI

For more information, see [General Market Analysis](#)

General Appraiser Report Writing and Case Studies - August 19-22

Instructor: Dan Swango, PhD, MAI, SRA

For more information, see [General Report Writing](#)

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National USPAP 7-Hour Update - July 20

Instructor: Tony Wren, MAI, SRA

For more information, see [USPAP Update](#)

Business Practices and Ethics - July 21

Instructor: Tony Wren, MAI, SRA

For more information, see [Business Practices](#)

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Condemnation Appraising: Principles and Applications - July 22-24

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

For more information, see [Condemnation](#)

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Basic Appraisal Principles - August 7-11

Instructor: Deanne Recht, MAI

For more information, see [Principles](#)

Basic Appraisal Procedures - August 12-15

Instructor: Lance Dore, MAI

For more information, see [Procedures](#)

National USPAP 15-Hour - August 17-18

Instructor: Mike Mason, MAI, SRA

For more information, see [15 Hour USPAP](#)

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## CHAPTER LEADERSHIP

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