

## September/October 2020 Newsletter

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### PRESIDENT'S MESSAGE



I hope all of our members enjoyed the 2020 San Diego Market Symposium on August 20th. The event featured experts on San Diego's economy and commercial real estate markets and provided great insight into the local impact of the COVID pandemic. Thank you to all those that attended and thank you to our chapter's Education Committee for their hard work in putting together this successful event.

Next week the chapter will be hosting a virtual offering of [Federal and California Statutory Laws](#). Other upcoming virtual educational events include [Business Practices and Ethics](#), [National USPAP 7-Hour Update](#), and [Accessory Dwelling Units \(ADUs\): Valuation Challenges and the Law](#). Please take a look at these great educational offerings.

My thoughts go out to all those impacted by the current California wildfires. Locally, the Valley Fire has impacted over 17 thousand acres and damaged or destroyed 72 structures. As a reminder, the Appraisal Institute has great resources on the [Development of an Opinion of Market Value in the Aftermath of a Disaster](#)

Any appraiser that has explained California's Proposition 13 property tax regulation to an out-of-state reviewer knows just how confusing the law can be. To make matters a little more confusing, Proposition 15, the split roll real estate tax initiative, is on this November's ballot. If passed, it will surely impact all of California's non-residential real estate markets and will certainly mark a new chapter (and opportunity?) for the appraisal profession.

I am excited to share that Assembly Bill 2257 was signed into law by Governor Gavin Newsom on September 4th. The bill modifies a previous law that attempted to determine who is a contractor and who is an employee. The new, modified version of the law takes effect immediately and provides flexibility for who can continue working as an independent contractor. Translators, appraisers, and registered foresters were added to the 'professional services' exemption which currently covers graphic designers, travel agents and marketers, among others. Thank you to the California Appraisal Institute Government Relations Subcommittee who worked tirelessly with lobbyist Mike Belote in fighting to have appraisers included in the carve-out of the bill.

I want to say a special thank you to LIA Administrators & Insurance Services who continued their usual financial support for this year's San Diego Real Estate Golf Team Championship despite the cancellation of the tournament.

Lastly, I want to congratulate Kent West, for achieving his MAI designation. With some luck, I may be able to present Kent with his certificate at a future chapter luncheon.

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

### AI PROJECT TEAM

At its last quarterly meeting in August, the National Board of Directors approved the creation of a project team to study potential changes to the Appraisal Institute Bylaws, policies and procedures regarding the nomination and election process for vice president. The project team is soliciting input.

Written comments may be submitted to the project team, c/o Joan Barngrover at [jbarngrover@appraisalinstitute.org](mailto:jbarngrover@appraisalinstitute.org). Comments must be received by September 21 to be considered.

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### 2021 CAPSTONE PROGRAM

The General Demonstration Report-Capstone Program is an option that Candidates for Designation may choose to complete their demonstration of knowledge requirement for their MAI designation. Like the traditional requirement, the same skills and knowledge base are required to produce a complete demonstration appraisal report. This program was designed to offer an option that accelerates the completion.

The General Demonstration Report-Capstone Program schedule for 2021 is:

Location	Registration Deadline	Materials Released	Webinar #1	Webinar #2	Workshop Dates
Denver, CO	January 7	January 8	January 29	February 23	March 15-21
Live Online (Synchronous)	January 7	January 8	January 29	February 23	March 15-21
Chicago, IL	April 15	April 16	May 7	June 1	June 21-27
Cleveland, OH	June 17	June 18	July 9	August 3	August 23-29
Live Online (Synchronous)	June 17	June 18	July 9	August 3	August 23-29
Sacramento, CA	September 9	September 10	October 1	October 26	November 15-21

Required prerequisites that must be completed before Candidates for Designation working toward a MAI designation can register include:

- Must have taken the General Demonstration Report Writing seminar within the past five years.
  - Must have passed the Advanced Market Analysis and Highest & Best Use exam.
  - No continuing education credit is given for this program.
  - Due to the nature of the program, no refunds or time extensions will be granted.
  - Required equipment: An HP-19BII HP17BII, HP-12C or equivalent calculator
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### JUST RELEASED: 15TH EDITION OF THE APPRAISAL OF REAL ESTATE

This 15th Edition of The Appraisal of Real Estate reflects a renewed commitment to the essential principles of appraisal and the sound application of recognized valuation methodology. The new book is structured to follow the valuation process, moving from the identification of the problem through to the report of defined value. Significant changes in this edition include a step-by-step process for analyzing highest and best use, and up-to-date discussion of review theory and practice, and an intense focus on the property rights being appraised in a wide variety of

of review theory and practice, and an intense focus on the property rights being appraised in a wide variety of valuation scenarios.

[Order today!](#)

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## FEDERAL AND CALIFORNIA STATUTORY AND REGULATORY LAWS

Friday, September 25, 2020 / Check in 11:30 am / Seminar 12:00 pm to 5:00 pm

Location: It's Virtual; Participate from where it is most convenient for you

**SEMINAR CONTENT:** 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.

**SEMINAR INSTRUCTOR:** Dawn Molitor-Gennrich, SRA, AI-RRS

**SEMINAR FORMAT:** Registrants will connect using ZOOM interactive technology. For the full ZOOM experience, registrants will need a computer, Internet access, webcam, and a microphone. You do not need a paid account from ZOOM to participate. If you are using your iPad/Iphone/smartphone, please download the ZOOM app prior to the offering. A WEBCAM IS REQUIRED. The session monitor must be able to see each of the students and verify that they are participating at all times throughout the seminar. If you do not have a camera on your computer, they are available at BestBuy and other online retailers starting at around \$30. Webcams must remain on throughout the offering. Any student who turns off their webcam jeopardizes receipt of continuing education credit. No camera = no credit.

**CONTINUING 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 BREX continuing education credit (Approval No. 19CP754601362). Please note that not all states have approved virtual education; therefore, registrants **MUST CHECK** their individual states for approval before registering for the program. Before registering for the program, registrants understand and agree that continuing education credit for this program may not be available in their state on the date of the program. The Appraisal Institute is not responsible if credit is not available for the program in individual states. Please note: state exceptions for virtual education may expire prior to the offering date.

**PHOTO VERIFICATION:** As part of the required attendance monitoring, all students need to provide the Chapter Office with a copy of your driver's license in advance of the offering. Simply take a picture of your driver's license with your phone or send a scanned copy to [patti@sdcai.org](mailto:patti@sdcai.org). Registrants who do not forward their photo ID to the Chapter Office will be ineligible for credit and will be prohibited from attending the seminar.

**SEMINAR FEE (on or before 9/21/20):** Appraisal Institute Professionals \$109 / All others \$159  
Seminar fees will increase \$20 on September 22, 2020.

Register online at [Federal & State Laws](#)

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## BUSINESS PRACTICES AND ETHICS

Thursday, October 15, 2020 / Check in 8:30 am / Course 9:00 am to 4:00 pm

Location: It's Virtual; participate from where it is most convenient

Business Practices and Ethics is an important course that provides information about standards and ethics requirements for valuers in general and, more specifically, for valuers who belong to the Appraisal Institute. Through discussion questions and examples, the class compares behavior and actions that illustrate violations of the Code of Professional Ethics, and participants learn how referrals can be made. Participants are also introduced to the Appraisal Institute Guide Notes to the Standards of Professional Practice and use these Guide Notes to resolve everyday appraisal practice problems. At the end of the course, they learn about common errors in appraisal reports and review reports, and they respond to questions about challenges that arise in appraisal practice such as requests for updates and requests to change or add intended users. These are common business practice issues that appraisers encounter in various assignments, including mortgage lending, litigation, and property tax appeal.

**VIRTUAL OFFERING:** Registrants will connect using ZOOM interactive technology. For the full ZOOM experience, registrants will need a computer, Internet access, webcam, and a microphone. You do not need a paid account from ZOOM to participate. If you are using your iPad/iphone/smartphone, please download the ZOOM app prior to the offering.

**PHOTO VERIFICATION:** As part of the required attendance monitoring, all students need to provide the Chapter Office with a copy of your driver's license in advance of the offering. Simply take a picture of your driver's license with your phone or send a scanned copy to [patti@sdcai.org](mailto:patti@sdcai.org). Registrants who do not forward their photo ID to the Chapter Office will be ineligible for credit and will be prohibited from attending the seminar.

**A WEBCAM IS REQUIRED.** The session monitor must be able to see each of the students and verify that they are participating at all times throughout the seminar. If you do not have a camera on your computer, they are available at BestBuy and other online retailers starting at around \$30.

**INSTRUCTOR:** D. Michael Mason, MAI, SRA

**EDUCATION CREDIT:** This course is approved for 30 points of Appraisal Institute education credit, and for 6 hours of BREA continuing education credit (Approval No. 19CP754601363). 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 October 5, 2020): Appraisal Institute Professionals \$189 / All Others \$239  
Course fees will increase \$20 on October 5, 2020.

Register online at [Business Practices](#)

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### NATIONAL USPAP 7-HOUR UPDATE

Friday, October 16, 2020 / Check in 8:00 am / Course 8:30 am to 4:30 pm

Location: It's Virtual; participate from where it is most convenient

This 7-hour 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 participants 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.

**VIRTUAL OFFERING:** Registrants will connect using ZOOM interactive technology. For the full ZOOM experience, registrants will need a computer, Internet access, webcam, and a microphone. You do not need a paid account from ZOOM to participate. If you are using your iPad/iphone/smartphone, please download the ZOOM app prior to the offering.

**PHOTO VERIFICATION:** As part of the required attendance monitoring, all students need to provide the Chapter

Office with a copy of your driver's license in advance of the offering. Simply take a picture of your driver's license with your phone or send a scanned copy to [patti@sdcai.org](mailto:patti@sdcai.org). Registrants who do not forward their photo ID to the Chapter Office will be ineligible for credit and will be prohibited from attending the seminar.

A WEBCAM IS REQUIRED. The session monitor must be able to see each of the students and verify that they are participating at all times throughout the seminar. If you do not have a camera on your computer, they are available at BestBuy and other online retailers starting at around \$30.

COURSE PRICE DOES NOT INCLUDE A COPY OF THE 2020-2021 USPAP DOCUMENT, WHICH IS REQUIRED FOR COURSE CREDIT. Attendees must bring their own copy of the 2020-2021 USPAP document to class, which can be purchased from The Appraisal Foundation at [2020-2021 USPAP](#).

INSTRUCTOR: D. Michael Mason, MAI, SRA

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. 19CP754601397). 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 October 6, 2020): Appraisal Institute Professionals \$199 / All Others \$249  
Course fees will increase \$20 on October 6, 2020.

Register online at [October USPAP Update](#)

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## ACCESSORY DWELLING UNITS (ADUs): VALUATION CHALLENGES AND THE LAW

Friday, October 23, 2020 / Check in 12:30 pm / Seminar 1:00 pm to 3:00 pm

Location: It's Virtual; participate from where it is most convenient

In 2017, the state of California adopted new development standards which apply to every planning jurisdiction in the state. These new rules effectively allow property owners to construct new or modify existing portions of their homes to incorporate an accessory dwelling unit in all but a few situations. As more and more property owners and developers take advantage of these new laws, appraisers can expect to see more and more single family assignments that include the need to evaluate the contributory value of an ADU. ADU regulations continue to evolve in California and throughout the country. Fannie Mae has just released an update to their ADU lending guidelines that affect all ADU assignments targeted to Fannie. You can't afford to miss hearing about these changes.

VIRTUAL OFFERING: Registrants will connect using ZOOM interactive technology. For the full ZOOM experience, registrants will need a computer, Internet access, webcam, and a microphone. You do not need a paid account from ZOOM to participate. If you are using your iPad/Iphone/smartphone, please download the ZOOM app prior to the offering.

PHOTO VERIFICATION: As part of the required attendance monitoring, all students need to provide the Chapter Office with a copy of your driver's license in advance of the offering. Simply take a picture of your driver's license with your phone or send a scanned copy to <mailto:patti@sdcai.org>. Registrants who do not forward their photo ID to the Chapter Office will be ineligible for credit and will be prohibited from attending the seminar.

A WEBCAM IS REQUIRED. The session monitor must be able to see each of the students and verify that they are participating at all times throughout the seminar. If you do not have a camera on your computer, they are available at BestBuy and other online retailers starting at around \$30.

SEMINAR DEVELOPER AND PRESENTER: Denis DeSaix, MAI, SRA

EDUCATION CREDIT: This course is approved for 10 points of Appraisal Institute education credit, and for 5 hours of BREA continuing education credit (BREA Approval No. 19CP754601397). 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](#).

EDUCATION CREDIT: This seminar is approved for 10 points of Appraisal Institute education credit, and for 2 hours of BREAs continuing education credit (Approval No. 20CP754601442). Please note that not all states have approved virtual education; therefore, registrants must check their individual states for approval before registering for the program.

SEMINAR FEE (on or before October 8, 2020): Appraisal Institute Professionals \$49 / All Others \$69  
Seminar fees will increase \$20 on October 9, 2020.

Register online at [Accessory Dwelling Units](#)

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SAVE THE DATE

CALIFORNIA RENT CONTROL: NEW CHANGES FOR RESIDENTIAL INCOME ANALYSIS

Thursday, November 12, 2020 / Check in 12:30 pm / Seminar 1:00 pm to 3:00 pm

Location: It's Virtual; participate from where it is most convenient

More information will follow

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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, AI-GRS; [mark@hendricksonappraisal.com](mailto:mark@hendricksonappraisal.com)
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