
MAY JUNE 2021 NEWSLETTER

PRESIDENT'S MESSAGE



Spring is here and has welcomed us with some fantastic weather. We are truly blessed to live in such a beautiful city, and I hope that you and your families are finding some time to take advantage of the added evening daylight hours. Spring is a time for renewal and growth and as the pandemic appears to be more under control, with vaccines more widely available, we will continue to monitor safety protocols. We hope to have in-person events as soon as it is safe to do so. The latest guidance from the Governor's office is that California will begin to fully reopen its economy on June 15, 2021, with mask mandates to remain in place. The reopening hinges on two factors: a sufficient vaccine supply and stable and low hospitalization numbers. Stay tuned for chapter education updates!

Circling back on growth and renewal, the San Diego Chapter board formed a Strategic Planning Committee to analyze our current business model and to ensure that San Diego members are being best served. The committee is researching several options which consider changes in the industry and our specific organization. The committee will present mid-term and long-term recommendations to the board once their review is completed. If you have any questions or specific recommendations feel free to email me at mark@hendricksonappraisal.com.

I would like to congratulate our immediate past president Jeremy Darner, MAI, SRA, AI-GRS for being recognized as an Appraisal Institute "Volunteer of Distinction" for 1Q 2021. The recognition program honors volunteers for their service to the Appraisal Institute, to the real estate valuation profession and to their local communities. Jeremy was nominated by his Appraisal Institute peers and has been a major asset to not only our chapter but also the profession as a whole. Congrats Jeremy and thank you for your leadership!

While we look forward to the prospect of in-person events in the future, we will need to continue to offer virtual events for the time being. The 2021 San Diego Market Symposium will be held virtually on May 13, 2021 from 8:30 am to 1:00 pm. This event is always highly informative and encourage you all to join us for the seminar. This year we will have brokers and economists presenting current market trends that they have witnessed in their property segments.

Also, the 2021 Chapter Nominating Committee prepared the slate of Officers, Directors, and Regional Representatives to serve the Chapter in 2022. The election will be held Virtually during the General Chapter meeting scheduled on Thursday, May 13, 2021 at 12:30 (upon conclusion of the Market Symposium event).

Thank you and I look forward to connecting with all of you at the May meeting!

Mark J. Hendrickson, MAI, AI-GRS
2021 Chapter President

2021 SECOND QUARTER GENERAL CHAPTER MEETING

Date: Thursday, May 13, 2021

The second quarter 2021 General Chapter meeting will be held virtually on Thursday, May 13, 2021.

The meeting will begin at 11:30 am.

The meeting speaker will be Nik Schoolis, Economist, Meyers Research/Zonda, who will give an overview of the local, state, and national economy and the effect of the Covid 19 pandemic on the San Diego market.

At the meeting, Chapter professionals present will elect officers, directors, and regional representatives to serve the Chapter in 2022 and beyond.

Registrants will connect using ZOOM interactive technology. For the full ZOOM experience, registrants should have a computer, internet access, webcam, and a microphone. You do not need a paid ZOOM account to participate.

A ZOOM link to join the meeting will be emailed to all registered persons on Wednesday, May 12, 2021.

There is no charge to attend the meeting.

[Register Now](#)

WELCOME NEW MEMBERS

In March, the following three individuals joined the Chapter as Affiliates:

Victoria Aliasiuk
Brandon Pinkston
Roberto Garcia

In April, Zac Blechman joined the Chapter as a Candidate for Designation.

JOBS BOARD

RE: GS13 Sr. Appraiser IRS Job Announcement, potential locations to be in Denver, Seattle, Sacramento, Los Angeles, and San Diego.

Link to announcement: <https://www.usajobs.gov/GetJob/ViewDetails/598114100>

This is an exciting opportunity for experienced appraisers. Application must be in by April 23, 2021.

REQUEST FOR PHOTOS

We'd like to start including pictures of/from Chapter professionals in future editions of the Chapter newsletter. If you have pictures that depict your experiences appraising during a pandemic, or even funny or beautiful ones, please send them to the Chapter office, along with a short caption.

Everyone who submits pictures will be entered in a raffle which will be held quarterly. The Chapter member whose name is drawn will receive a gift card from Starbucks.

2021 SAN DIEGO MARKET SYMPOSIUM

Date: Thursday, May 13, 2021

Time: Check in 8:00 am / Seminar 8:30 am to 12:30 pm

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

Dennis Hearst, Senior Vice President, CBRE (office market), Linda Greenberg, Principal, Lee & Associates (industrial market), Terry Moore, Principal, ACI Apartments (multi-family/apartment market), and Rob Ippolito, Senior Managing Director, Newmark (retail market) will discuss absorption, change in rents by class, what areas of San Diego County are strong, weak, or stable, construction activity, what type of product is selling, rental rates, vacancies, and inventories, as well as the effect of the Covid 19 pandemic, as they pertain to their markets.

Chad O'Connor, Senior Managing Director, Marcus & Millichap, will give an overview of the status of the lending market, volume of transactions, size of a typical transaction, if certain market segments are unable to get financing right now such as office or retail properties, is refinancing occurring, what additional steps/requirements are lenders needing to see to get loans done, how financing has evolved over the last year in light of Covid 19, and any forecast expectations.

Nik Scoolis, Economist, Meyers Research/Zonda, will give an overview of the local, state, and national economy and the effect of the Covid 19 pandemic on the San Diego market.

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.

SEMINAR DEVELOPED BY: The Chapter Education Committee

EDUCATION CREDIT: This seminar is approved for 20 points of Appraisal Institute continuing education credit. Four hours of BREA continuing education credit are pending. 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 May 2, 2021): Appraisal Institute Professionals \$109 / All Others \$139
Seminar fees will increase \$20 on May 3, 2021.

[Register Now](#)

AERIAL INSPECTIONS FOR REAL ESTATE

Date: Thursday, June 10, 2021

Time: Check in 8:30 am / Seminar 9:00 am to 12:00 pm

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

At this seminar, participants will learn what is a drone, the four environments that drones operate in and how they impact real estate, and the three types of drones that are being used for aerial inspections. They will understand which aerial drone works best in urban, suburban, and rural environments, the various real estate businesses and their need for aerial inspections, and the crossover real estate businesses using aerial inspections. Participants will discuss the future trends of how drone technology will affect real estate. Rules and regulations will be discussed, including the public issues of privacy and security. Participants will also learn how to navigate the FAA website, how to determine whether you are using your drone for commercial business, how to register a drone, how to become a certified remote pilot, and understand the Federal Code of Regulations and the rules that apply to aerial inspections using drones. A case study will be presented that will include how to develop a planned mission for an urban single-family residential home, how to set up a landing and take-off zone, and how to develop flight patterns to keep people and property safe. Participants will also learn how to determine the risk mitigation procedures for a safe operation, and anticipated hazards and how to deal with them.

SEMINAR DEVELOPED AND PRESENTED BY: Lamar H. Ellis, III, MAI, SRA, Remote Pilot, FAAST DronePro

EDUCATION CREDIT: This seminar is approved for 15 points of Appraisal Institute continuing education credit, and for 3 hours of BREA continuing education credit (BRE A Approval No. 21CP754601465). 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 April 28, 2021): Appraisal Institute Professionals \$69 / All Others \$89
Seminar fees will increase \$20 on April 29, 2021, and an additional \$10 on May 31, 2021.

[Register Now](#)

COMPLEX LITIGATION APPRAISAL CASE STUDIES

Date: Wednesday, June 30, 2021

Time: Check in 8:00 am / Seminar 8:30 am to 4:30 pm

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

Based on the Appraisal Institute textbook Applications in Litigation Valuation: A Pragmatist's Guide, this seminar discusses in detail three of the book's case studies that provide an overview of litigation strategies for appraisers who are new to litigation work, as well as a reinforcement of litigation skills for more experienced appraisers. Case study topics include title issues, continuing nuisance, and

condemnation.

NOTE. Applications in Litigation Valuation: A Pragmatist's Guide is required for this seminar. If you do not have the textbook, please order in the [Online Store](#).

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.

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

EDUCATION CREDIT: This seminar is approved for 35 points of Appraisal Institute education credit, and for 7 hours of BREA continuing education credit (Approval No. 18CP754601302). 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 May 18, 2021): Appraisal Institute Professionals \$169 / All Others \$189
Seminar fees will increase \$20 on May 19, 2021, and an additional \$20 on June 20, 2021.

[Register Now](#)

CHAPTER LEADERSHIP

President: Mark Hendrickson, MAI, AI-GRS; mark@hendricksonappraisal.com

Vice President: Colleen Matthies, MAI; tcmatthies@cox.net

Treasurer: Lee Stephens, SRA; leensharon@cox.net

Secretary: Brent Johnson, SRA, AI-RRS; brent@res1value.com

Director: Ben Kunkel, MAI; ben@jrcvaluation.com

Director: Kent West, MAI; kjwest@kpmg.com

Director: Melissa Lofing, MAI; mlofing@apprise.us

Director: John Morgan, MAI; jmorgan@irr.com

Director: Mark Watson, MAI; mwatson@usbank.com

Director: Kevin O'Harra, SRA; kevin@koappraisals.com

Director: Daniel Arms, SRA; danielarms@gmail.com

Immediate Past President: Jeremy Darner, MAI, SRA, AI-GRS; jeremy@peoplescompany.com

Patti Kreutzer, Executive Director