



Appraisal News



Northern California Chapter of the Appraisal Institute

Start the New Year with Two Great Seminars!

Real Estate Disclosure Seminar: Friday, January 19

In today's information age, boilerplate disclaimers are obsolete as the only means of "disclosure." At a minimum, appraisers are liable to disclose any obvious evidence of adverse conditions and any relevant information readily available on the Internet, such as landfill sites, leading underground storage tanks, jail-prison proximity and so forth. Various federal and state laws and regulations require a full disclosure of these conditions, and this seminar instructs the appraiser on the compliance with these laws and regulations. The seminar features the Real Estate Disclosure Report — RED Report. For the first time, this format allows appraisers and other real estate professionals to combine on-site observations with Internet-based databases and report on over 150 Items of Disclosure (IDs). This includes: environmental contamination agency databases, soils problems, flood and earthquake zones, conservation districts, airport noise zones, superfund sites and much more.

A proprietary research organizational process is introduced that facilitates the disclosure of all IDs in the following categories: general, transactional, legal, distress, external, building, site, environmental, conservation and natural conditions. Much of the research is Internet-based, and upon completing the seminar, appraisers will have the ability to provide comprehensive disclosure reports to their clients.

Join seminar developer Randall Bell, MAI, on January 19 at the Clarion Hotel in Millbrae for this informative seminar. Mr. Bell specializes in real estate damage valuations. In addition to this seminar, he developed the Appraisal Institute's *Detrimental Conditions Seminar*. He has consulted on numerous interesting cases and his career has been profiled in the Wall Street Journal, People Magazine, the Associated Press and all major television networks.

This seminar is certain to be a sell-out! Don't delay – register today.

See "Seminars," page 4

Looking for Emerging Leaders and Solutions

Applicants for LDAC Sought

The 2001 Leadership Development and Advisory Council (LDAC) will be meeting March 12 – 14, in Washington, D.C. If you are interested in becoming a leader in the Appraisal Institute, contact the Chapter Office at 925/932-7753, for application information. Only 100 delegates will be accepted.



Installation Celebration

Join National Appraisal Institute President Brian Glanville, MAI, as he installs **Craig Owyang, MAI**, and the 2001 Officers and Board of Directors on Saturday, January 6.

This year's Installation Celebration will take place at the Hiller Aviation Museum in San Carlos. Guests will receive complimentary hors d'oeuvres, cocktails and a tour of the museum.

In addition to the company of new and old friends, guests can dance to the music of D.J. Dave Snikter. Advanced reservations are required. Contact the Chapter Office for details.

It won't be a celebration without you!

President's Message Craig A. Owyang, MAI

As I write this, I can say that on January 6, 2001 we will at least know who will be chapter president. No hanging chads, butterfly ballots or midnight Supreme Court decisions here. For better or worse, I am your chapter president. Please join me, the officers and Board of Directors at the Installation Celebration which will be held at the Hiller Aviation Museum in San Carlos. The National President of the Appraisal Institute, Brian Glanville will officiate.

Let me introduce myself: My name is Craig Owyang. For those who have difficulty pronouncing my name, say it as if it hurts... ow-yang. I am a fee appraiser practicing in Silicon Valley. In 1984, I started by appraising homes then moved to commercial properties in 1988. Personally, I recently was married to Michelle. Together, we have two children, Daniel & Nikki, ages 4 & 3.

With that said, during the next year, I invite each of you to forward any comments (good or bad), suggestions or recommendations directly to me. Generally, the best way to contact me is through e-mail at craig@owyang.com.

The coming year looks to carry with it many daunting challenges for our industry and organization. Yes, that statement is trite and well worn. However, with technological advances and shifting perspectives on mortgage loan underwriting, changes in our profession are inevitable and happening now. On a

See "President," page 3

Appraiser Qualifications Board To Hold Public Forum On the Future Level Of Qualifications For Appraisers

The Appraiser Qualifications Board (AQB) of The Appraisal Foundation has announced that it plans to conduct a public forum on Friday, February 9, regarding recommendations for the future minimum qualifications for real property appraisers. The forum will be held at the Sir Francis Drake Hotel, 450 Powell Street, San Francisco beginning at 9:00am.

The Appraiser Qualifications Board was given the responsibility of setting minimum qualifications for real property appraisers by the U.S. Congress in 1989. The original Qualification Criteria, which set the minimum requirements for education, experience, examinations and continuing education, were adopted by the Appraiser Qualifications Board in 1991 and modified in 1993. State appraiser regulators use these criteria for licensing and certifying real property appraisers.

"Before the Appraiser Qualifications Board begins deliberations on changes to the criteria, we felt that it would be imperative to hear the views of the organizations and individuals directly impacted by these changes," stated Arlen Mills, Chair of the Appraiser Qualifications Board. "The most important question to address is where should the criteria be ten years from now?" he added.

As envisioned, the public forum will consist of a series of panels composed of Federal regulatory agencies, state appraiser regulators, appraisal organizations, users of appraisal services and academicians. Following these panel presentations, there will be an Open Forum during which any meeting attendee will be invited to address the AQB. For more information contact Jim Park at 202/624-3044 or jim@appraisalfoundation.org.

Keep Us Posted

If you have recently moved, received a new phone, fax or e-mail, please submit your updated information in writing to the Chapter Office.

Please indicate if the update is your business or home address and whether it is your preferred mailing address.

UPDATES FROM NATIONAL

New! Member Account Numbers

For the past 10 years the Appraisal Institute has relied primarily on Social Security numbers to identify members in their database. Now, however, a new account number for every member has been devised, reducing the need to rely solely on SSNs. The new account numbers were used for the first time on the 2001 dues invoices. The new numbering system provides benefits to members and to the organization, including security for individual members, efficiency in updating member address changes, and facilitating e-commerce and database use.

Please note that the new account number bears no relation to MAI numbers. While the number sequence for the MAI designation will be maintained, the newly created account numbers will apply to all members regardless of designation or other membership status.

All members are urged to begin referring to their new account number when contacting the National office by phone, fax or e-mail to allow staff to pull up your records quickly without referring to your SSN.

New Tools to Help Members Manage Their Professional Destiny

The Appraisal Institute National Office has created customized ads for members to reach their target audiences. These ads were developed to enhance members' marketability to current and prospective clients.

Based on responses to a survey of members and chapters, the series of print-ready ads hit key messages for the four primary target markets that topped the survey's list: accounting, financial & legal professions, as well as the residential marketplace including consumers and Realtors. For increased impact, these ads also tie into the theme of our ongoing national campaign: Knowledge. Experience. Integrity.

The five different ads each come in five sizes: full page; half page (horizontal and vertical); one-third page; and quarter page. The ads can be customized to meet each member's specific needs. For more details and to order, contact Gianna Mavros at 312/335-4441 or email gmavros@appraisalinstitute.org.

The Appraisal Journal Now Available Online

Great News! Full text PDFs of *The Appraisal Journal* (only year 2000 so far) are now available for members through the Members Only section of the website (www.appraisalinstitute.org). Download the articles by:

- logging onto the Members Only section
- hit the blue link (3rd from top) for *The Appraisal Journal*
- hit any of the links for 2000 in order to go to the table of contents
- hit the title links.

Past issues are currently being scanned and posted, so keep your eyes peeled!

Member Discount on New PwC "Value Cycles" Publication

Under a newly forged co-branding agreement with PricewaterhouseCoopers, Appraisal Institute members may subscribe to two of the publisher's key periodicals at a heavily discounted rate. A year's subscription to the print version of *Real Estate Value Cycles* (two issues) is available to Appraisal Institute members for \$195, reduced from \$295, while the online version will be offered for \$100, reduced from \$195.

Additionally, the *Korpacz Real Estate Investor Survey*, also published by PwC, will be offered at a 10 percent discount when subscribed to in conjunction with *Cycles*, even if it is a renewal subscription.

The mid-year 2000 publication of *Real Estate Value Cycles*, is currently available through PwC. Members interested in subscribing should call 301/897-4637 or FAX 301/897-4620.

Licensure, Residential and General Certification Packages

The Appraisal Institute is about to release its Licensure, Residential Certification and General Certification packages.

While the packages consist of existing Institute courses, they are now being marketed as units that correlate with the Appraiser Qualifications Board's (AQB) content and hourly education require-

See "Packages," page 5

Members on the Move

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Modesto, CA 95350

Jim Marbry, SRA

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Oakland, CA 94612
510/446-3092
JMarbry974@Worldsavings.com

Arlen C. Mills, MAI, SRA

The Mills Company
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Sonoma, CA 95476
707/938-2868 FAX 707/938-2755

Alfred C. Roessler, MAI

Roessler Associates
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Livermore, CA 94550

Jonathon Strong, MAI

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Hollister, CA 95023-9025

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Scot Fipps, MAI

scotfipps@yahoo.com

David Hamilton, MAI

dhamil2n@earthlink.net

Sean O'Reilly, SRA

pleasuresean@earthlink.net

Surfin' On the Net

Northern California Chapter of AI

<http://www.NorCal-AI.org>

Appraisal Institute (Chicago)

<http://www.appraisalinstitute.org>

The Appraisal Foundation

<http://www.appraisalfoundation.org>

Fannie Mae

<http://www.FannieMae.com>

Office of Real Estate Appraisers

<http://www.orea.ca.gov>

<http://www.orea.cahwnet.gov>

Department of Housing
& Urban Development (HUD)

<http://hud.gov>

The Appraisal Subcommittee

<http://www.asc.gov>

If you have located an informative site for appraisal information, please notify the Chapter Office so we can expand this growing list of on-line information sources.

President

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national level, the Appraisal Institute has attempted to identify areas of change and how to adapt. Specifically, the Residential White Paper and GAC White Paper address issues for each practice area and designation. Each of these reports proposes changes to the designation requirements which will better suit the market demands as they evolve. I encourage each of you to look over the white papers ... they may be found on the Appraisal Institute web site at www.appraisalinstitute.org. There are links to the reports on the welcome page of the site.

The white papers take a proactive approach to addressing the changing demand in our profession. There are many controversial ideas which have been proposed to the designation requirements. It may be debated if these changes are for the better or worse. In large part, I find the proposed changes good for our profession and organization. In addition to designation requirement changes, the Appraisal Institute is positioning itself so that its members will be the best suited to deal with changing market requirements.

Since becoming designated in 1994, it seems there has been an incessant push to increase the number of members in our organization. At the national meetings in November, some numbers were published which were cause for alarm. Although the average designated member is only pushing 50 years old, it should be noted that nationwide there are only 8 MAIs and 1 SRA that are 30 or younger. In years past, the number of associates (formerly candidates) typically outnumbered designated members by a ratio of 2:1. Today, the opposite is true with the number of designated members outnumbering associates by the same ratio of 2:1. It is very clear, the number of associates has dropped precipitously. This must change... it obviously means the organization needs more members.

The Appraisal Institute is not looking for every appraiser as a member. Rather, the organization seeks only the best practitioners as members. We are not seeking members as qualified as you, with an Appraisal Institute designation. However, we are looking for appraisers who are capable of becoming as qualified as you. Recruiting associate members to become designated appraisers will only benefit you and the organization. Stop

The Northern California Chapter is committed to providing the best service possible to its members.

for a moment and ask yourself this question: Do you benefit more by competing with another Appraisal Institute designated member or with a state licensed/certified appraiser?

Take the next logical question: Does an Associate member of the Appraisal Institute understand the requirements, benefits and rewards of becoming a designated appraiser. Wouldn't that Associate member appreciate the rewards that come designation? In my estimation, more Associate members in the Appraisal Institute can only serve to enhance the current members.

Does the Appraisal Institute want more members? Yes. Does the Appraisal Institute want every appraiser? No, we seek the most qualified practitioners who are capable of becoming designated. In order to encourage membership, the Appraisal Institute has declared February 2001 as "Membership Month." During the month of February, the application fee for new members will be waived. Existing members are asked to encourage their colleagues to become Associates with the Appraisal Institute.

The Northern California Chapter is committed to providing the best service possible to its members. We have planned an education schedule to meet designation and continuing education requirements. Continuing education will be in the form of timely seminars and low cost workshops. Over the last few years, we have rotated chapter meetings from region to region in an attempt to increase participation. We have been met with mixed results.

After careful consideration, we have decided to centralize chapter meetings which will meet on a regular basis. It should be noted this does not preclude subchapters from sponsoring localized meetings. We are in the process of selecting a suitable location where centralized chapter meetings will be held on a regular day and time.

Stay tuned for details...

AGENDA FOR ASSOCIATE MEMBERS

General Comprehensive Appraisal Workshop: January 11-14

If you are a general associate member working toward your MAI designation, this workshop is for you! Ted Whitmer, MAI, developed and instructs this exceptional program that covers the four modules of the Comprehensive Examination: General Concepts, Cost Approach & Market Analysis, Income Approach & Partial Interests, and Sales Comparison Approach. The 3-1/2-day workshop will be held at the Park Plaza Hotel near Oakland International Airport. Tuition for the full program is \$495 and includes the workshop materials. Workshop materials can be purchased separately for \$100.

Alternately, you can attend *a la carte* and pay \$150 per day (includes materials). Seating at this popular workshop is limited as this is only one of two offerings that Ted will be presenting in 2001. OREA and Appraisal Institute continuing education credits are available. For registration information contact the Chapter Office at 925/932-7753.

Demonstration Report Writing Seminars Come To the Bay Area

Not enough time to write your demonstration appraisal report? Maybe you've got the wrong idea of what's required. If you start with the right tools, less time will be required. These two-day seminars will set you on your way!

Both the General and Residential seminars will be presented on January 20-21 at the Holiday Inn in San Mateo. Attendees will receive the following:

- seminar manual
- demonstration guide
- grade sheets used to grade demos
- a place to ask questions about the process
- step by step discussion through each section of the report and sample outline
- actual report to grade as a case study
- sample demo to review in classroom only
- instruction by demo graders.

The tuition fee is \$350 for the General Seminar and \$275 for the Residential

Seminar. Attendees will receive a coupon for \$50 off the demo submission fee if the report is submitted within six months of attending the seminar. Contact the Chapter Office at 925/932-7753 for a registration form.

NOTE: *The Guide to Demonstration Appraisal Report Writing: Residential and General* can be downloaded by visiting www.appraisalinstitute.org (following the Report Application). The guide is intended to be an overview and outline of the demonstration report.

General Comprehensive Examination

The February General Comprehensive Exam will take place February 26-27 at the Clarion Hotel in Millbrae. Advance registration is required. The fee to take all four modules is \$300; \$200 to take two modules or \$100 to take one module. Applications must be received before January 15.

Contact Anna Vogt at 312/335-4184 or visit www.appraisalinstitute.org (download section).

Clarification on Associate vs. Affiliate Membership Categories

In the July the National Board of Directors adopted a policy that defines an associate member as an individual who engages in activity governed by USPAP and an affiliate member as one who is in a field related to real estate appraising or is interested in the field but who does not engage in activity governed by USPAP. Associate members are no longer implicitly considered to be pursuing the designation.

Any appraiser, whether or not he or she is licensed or certified or intending to seek a designation or not, will join as an associate member of the Appraisal Institute. Other related professionals (e.g. brokers, researchers, university officials, developers, lenders, etc.) who are not doing any work covered by standards will be welcomed into affiliate membership.

Current affiliate members who are doing USPAP-related work will not be required to change to associate membership unless they are seeking the designation, but as of September 1, 2000, any prospective member who does USPAP-governed work must join as an associate member.

Challenge/Re-Exam Opportunity

The Northern California Chapter is planning to host a special challenge/re-exam in early 2001. If you need to challenge or re-take an examination, contact the Chapter Office at 925/932-7753 or lisa@norcal-ai.org. Please specify which exam you need to take.

Associate Update

Laura Tow

881 Coachman Place
Clayton, CA 94517
925/672-6617 FAX 925/937-6312

New Email

Chris Bell

CBFish@pacbell.net

Seminars

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Appraisal of Nonconforming Uses: Friday, February 2

Properties that do not conform to current land use regulations can create controversies and lead to erroneous valuation conclusions. Participants focus on interim use and overimproved properties, analyzing specific case studies, and exploring the problems encountered in appraising nonconforming uses.

Specific topics include:

- proper application of the theory of consistent use
- three approaches to value for underimproved properties
- proper allocation of the value premium
- problems posed by illegal uses (e.g. in-law apartments).

We are pleased that Nancy Mueller, MAI, will be returning to the Bay Area to present this offering. Mark your calendar for Friday, February 2 at the Embassy Suites Hotel in Walnut Creek (conveniently located next to Pleasant Hill BART).

For registration information on either of these seminar offerings, contact the Chapter Office at 925/932-7753 or jenny@norcal-ai.org.

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Packages

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ments. The Appraisal Institute expects the packages to yield a number of benefits, including the availability of offerings throughout the region. Increased availability will make it easier to complete the introductory education and move on to the designation track. An objective of the package concept is to attract individuals currently taking courses through proprietary schools, under the mistaken impression that the Appraisal Institute's courses take significantly longer to complete than those of other providers. The new packaging is designed to highlight how closely our program hours align with the AQB's hourly requirement, while offering superior content and instruction.

Appraisal Institute Licensure Package – 94 hours

- Course 110: Appraisal Principles
- Course 120: Appraisal Procedures
- Course 410: Standards of Professional Practice (USPAP) – Part A

Residential Certification

Package – 133 or 126 hours

- Course 110: Appraisal Principles
- Course 120: Appraisal Procedures
- Course 410: Standards of Professional Practice (USPAP) – Part A, *plus*
- Course 210: Residential Case Study, *or any two of the following 16-hour courses:*
- Course 330: Apartment Appraisal
- Course 600: Income Valuation of Small, Mixed-Use Properties
- Course 610: Cost Valuation of Small, Mixed-Use Properties
- Course 620: Sales Comparison Valuation of Small, Mixed-Use Properties

General Certification

Package – 188 hours

- Course 110: Appraisal Principles
- Course 120: Appraisal Procedures
- Course 310: Basic Income Capitalization
- Course 320: General Applications
- Course 410: Standards of Professional Practice (USPAP) – Part A, *plus any one of the following 16-hour courses:*
- Course 330: Apartment Appraisal
- Course 600: Income Valuation of Small, Mixed-Use Properties
- Course 610: Cost Valuation of Small, Mixed-Use Properties
- Course 620: Sales Comparison Valuation of Small, Mixed-Use Properties.

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A Look at 2001 Educational Offerings

Real Estate Disclosure	January 19
Instructor: Randall Bell, MAI	
Location: Clarion Hotel, Millbrae	
Tuition: \$150 Appraisal Institute Members \$175 Non-Members	
Appraisal of Nonconforming Uses	February 2
Instructor: Nancy Mueller, MAI	
Location: Embassy Suites, Walnut Creek (at Pleasant Hill BART)	
Tuition: \$185 Appraisal Institute Members \$225 Non-Members	
Course 540: Report Writing and Valuation Analysis	February 4-10
Instructors: Nelson Bowes, MAI, & Alan Blankenship, PhD	
Location: Monarch Hotel, Dublin	
Tuition: \$625 Appraisal Institute Members \$725 Non-Members	
Course 110: Appraisal Principles	March 19-24
Instructors: Craig Owyang, MAI, & Dawn Molitor, SRA	
Location: Monarch Hotel, Dublin	
Tuition: \$475 Appraisal Institute Members \$575 Non-Members	
Courses 410/420: Standards of Professional Practice	April 5-7
Instructors: Dawn Molitor, SRA, & Stephanie Coleman, MAI, SRA	
Location: Petaluma Community Center, Petaluma	
Tuition: • Parts 410 and 420 \$375 Appraisal Institute Members \$450 Non-Members • Parts 410 or 420 \$250 Appraisal Institute Members \$300 Non-Members	

To receive advanced notification of these upcoming course offerings, contact the Chapter Office at 925/932-7753 or jenny@norcal-ai.org. We reserve the right to cancel or substitute dates, locations and/or instructors as necessary. Interested attendees are encouraged to register at least 37 days prior to the offering to help avoid possible cancellation.

Two Great Ways to Get Education Near Your Home or Office

First, the Chapter is always looking for new, accessible, and affordable facilities to hold its courses and seminars. If you know of any facilities that meet this criterion, please forward the name and location to Lisa Estes at: lisa@norcal-ai.org.

Secondly, we can always use volunteers to help with the development of local seminars. Some of our most successful programs (including Wetlands Valuation, Vineyard Valuation, and Right of Way) have been developed by you, our members. If you have an idea that you think would make a successful chapter-developed seminar, please forward your thoughts to 2001 Seminar Chair Claudia Carleton at: claudia@hulberg.com.

COMP USA Savings Opportunity!

Want to become more productive? Need to work smarter but not harder? Computer programs driving you nuts? If you answered "yes" to any of these questions, we have a solution for you! The Northern California Chapter has teamed up with COMP USA to offer you computer training classes at a savings of \$45 per class.

Choose from Word, WordPerfect, Excel, PowerPoint, Palm Pilot, Web Site Design, Access, ACT, Quicken to name just a few.

Contact the Chapter Office at 925/932-7753 for more details or send your check payable to Appraisal Institute, 1243 Alpine Road, Suite 102, Walnut Creek, CA 94596 for \$150 per class. Classes can be taken nationwide and vouchers are good for the next several years.

Looking Ahead

Jan 6	Installation Celebration — San Carlos
Jan 11-14	Gen Comp Workshop — Oakland
Jan 18	Board Meeting — TBA
Jan 19	RE Disclosure — Millbrae
Feb 2	Nonconforming — Walnut Creek
Feb 15	Chapter Meeting — Walnut Creek
Feb 26-27	Gen Comp Exam — Millbrae
Mar 12-14	LDAC — Washington, DC
Mar 15	Chapter Meeting — TBA
Mar 19-24	Course 110 — Dublin
Apr 5-7	Courses 410/420 — Petaluma

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Administrative Assistant

Jenn LeGardeur
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Library Hours by Appointment

Appraisers Wanted

Extremely busy, San Mateo based fee appraisal shop is searching for an experienced residential appraiser interested in assignments in San Francisco, San Mateo and Santa Clara Counties. Highest fee split paid. Fax resume to 650/837-0077.

Production Manager San Rafael & Danville (position #155997) supervises and evaluates the work of professional support staff, resolves appraisal issues/problems, reviews complex or questionable appraisals. Requires 6+ years of progressively responsible related work experience. Must be state certified. **Staff Appraiser San Rafael & Danville** (position #155995) or **Staff Appraiser San Jose** (position #149926) successful candidates must have 5+ years of experience in 1-4 SFR reviews and production. Supervisory background required. Qualified candidates may obtain an application packet from any Washington Mutual location. Please fax your resume, indicating the position # applying for, to Attn: HR/DL, 209/460-2586. EOE. For additional postings contact the Washington Mutual Nationwide Jobline at 1-800/952-0787.

Commercial Appraisal Positions. East Bay Location. Mid-level appraiser position must have state certification. Appraisal trainee position is also available and we are willing to train. Fax resume to 925/472-5855.



Classified Guidelines & Deadlines

The newsletter submission deadline is noon on the 5th of the preceding month. All submissions for the February 2001 issue must be received by noon on January 5. We reserve the right to reject or edit classified ads. Ads are limited to 40 words. A \$40 publishing fee must accompany submission from non-affiliates.

Advertising is complimentary for AI members and affiliates. Ads will be printed on a space available basis. The Appraisal Institute assumes no responsibility for the reliability of ads other than to publish them.



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FIRST CLASS MAIL