



Appraisal News



Northern California Chapter of the Appraisal Institute

Karen J. Mann, SRA

President's Message

Greetings!... colleagues and friends! HAPPY NEW YEAR!! I really like New Year's. This is a time for me to re-focus and re-organize myself. This is a time to review what I've accomplished during the prior year or year(s) and make plans for the upcoming year. This year will be no different — except this year I will start the New Year as your Chapter President.

My thanks go to those who surround me... so we could get off to a good start:

- **Lisa Estes, Executive Director** – who is like a Guardian Angel (she whispers into our ears what we really need to do next) and her assistant **Jenn LeGardeur** – who is excellent in echoing that whisper – thank you, ladies. I look forward to a great year.
- **Craig Owyang, MAI** – Has led our Chapter with the vim and vigor of the younger generation. Craig has been a good example for our under-40 group and has challenged others to step up to involvement and to their designations. He has done a great job as president. Craig, we thank you for taking the time from your practice and your family in order to serve.
- **Neil Lefmann, MAI, SRA** – Lefmann & Mann will be a good team – I personally look forward to working together next year (if only we could have gotten Kurt Reitman, MAI, so we could have done the ol' Lefmann, Reitman & Mann deal). Neil's long range view has been helpful and I will continue to depend on that contribution to the leadership team. A huge thank you to Neil for his dedicated service to the Chapter and especially his many trips to the Chapter Office for the computer upgrade and maintenance.
- **John Hillas, SRA** – If you need a task done, John is there. He gets the job done quickly and thoroughly (or he finds someone

♦ *President's Message, page 3*

Newsletter to be Available Only Online in 2002

In an effort to control costs, the Chapter will no longer be mailing the newsletter (March 2002 will be the last mailed issue) or course/seminar brochures. This information will be available for download from our website and through special email announcements.

Wanted: YOUR Email Address

Email is one of the quickest and most effective ways that the Chapter can communicate with you. Chapter members who do not currently belong to the chapter's group email, are encouraged to send an email to lisa@norcal-ai.org so that you too can stay informed of chapter events and issues that relate to you, the professional appraiser, and receive the newsletter. In addition, the group email provides a wonderful forum for chapter members to exchange information.

JANUARY

WORKSHOP & SOCIAL Thursday, January 17, 2002

Location: Bighorn Grill
2410 San Ramon
Valley Boulevard,
San Ramon

Directions: 925/838-5678

Parking: Complimentary;
additional parking
available under the
restaurant

Guidance: 3:00pm

Workshop: *PDF in the Appraisal
Office: Save Time &
Money!*

Speaker: Marv Downey
Market Value Systems

Workshop: 4:00pm

	AI Members	Non- Members
Workshop Only:	\$30	\$35
Social Only:	\$30	\$35
Both:	\$30	\$35

Reservations & Payment: Advanced reservations are required to ensure adequate seating and workshop materials. Simply fax a completed copy of the address portion of this newsletter to the Chapter Office at 925/932-7754 by Thursday, January 10. Cancellations without penalty must be received by 12 noon on January 10. Cancellations received after 12 noon on January 10, and "no shows" will be charged unless we are able to re-sell your reservation. *Reservations received after the cut-off date and walk-ins cannot be guaranteed.* Payment will be collected at the door. We reserve the right to substitute speakers under circumstances beyond our control.

About the Guidance Program: Are you ready for the Comprehensive Examination? Join us at the Associates Guidance workshop and find out about the examination process. The program will be presented by Craig A. Owyang, MAI, who will be the Vice Chair of the General Comprehensive Examinations Subcommittee in 2002. Subjects covered will include examination categories, how

♦ *Workshop/Social, page 3*



You Are Cordially Invited to Attend
Northern California Chapter's

Installation Celebration 2002



Saturday, January 26, 2002

Scott's Restaurant

Jack London Square, Oakland

6:30pm - 10:30pm

Hors d'oeuvres & No Host Bar

Dinner & Dancing

Guests will have a choice of

Mixed Grill Piccata - Chicken Breast & Salmon Fillet Dore

Mixed Seafood Grill - Swordfish, Salmon & Prawns

\$95 per person

Reserve an entire table of 8 for \$85 per person (kindly remit payment and all meal selections together to take advantage of the table discount)

Kindly Respond before January 12

Black Tie Optional



Installation Celebration Response Card

Enclosed is \$ _____ for _____ reservations at \$85 or \$95/person

The following guests will be in attendance:

Dinner Selection

Mixed Grill Mixed Seafood

1. _____	<input type="radio"/>	<input type="radio"/>
2. _____	<input type="radio"/>	<input type="radio"/>
3. _____	<input type="radio"/>	<input type="radio"/>
4. _____	<input type="radio"/>	<input type="radio"/>

Remit checks payable to:

Appraisal Institute,

1243 Alpine Road, Suite 102,

Walnut Creek, CA 94596



**2002 Officers,
Directors and
Branch Chairs**

PRESIDENT

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jhillas@sierravaluation.com

SECRETARY

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Jan Kleczewski, MAI

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GOLDEN GATE/WEST BRANCH

Joe Napoliello

JosephNapoliello@prodigy.net

EAST BRANCH

Vacant - Chair Needed

SILICON VALLEY BRANCH

Vacant - Chair Needed

MONTEREY BAY BRANCH

Vacant - Chair Needed

SIERRA BRANCH

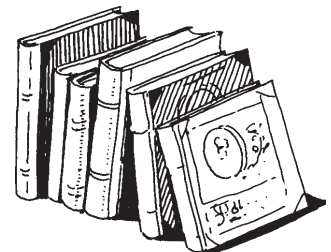
Christina Way

NORTH BAY BRANCH

Vacant - Chair Needed

CENTRAL CAL BRANCH

Vacant - Chair Needed



**Seeking Previous
Editions**

I am expanding my appraisal library, and looking for the 1st, 2nd, and 3rd editions of *The Appraisal of Real Estate*. Contact Scott Rurik, MAI, at 559/449-0493, or ser@scottappraisal.com

WANTED: As appraisers, your professional opinion is what your clients hire you for, right? Ever want to share your opinion with your colleagues?

We are seeking articles for IMHO (In My Humble Opinion), a column in which our members have an opportunity to share their opinions and ideas. Views expressed are those of the writer and are not necessarily supported by the Appraisal Institute or its leadership. Direct any comments or, if you would like to have your thoughts presented in this column, to: lisa@norcal-ai.org.

President's Message

from front page

capable to do it). John's practice is in Modesto. He is generally the first to show up at Chapter events, no matter where they are held. Thank you, John, for your dependability and your thoughtful contributions. Your Valley contributions and organizational skills have been most valuable. (John, next time we will find where the fish are.)

- **Bruce Hahn, SRA** – a real thinker! I appreciate Bruce's willingness to share new ideas. He is another "get it done" guy. In addition to serving as Chapter Secretary, Bruce has been instrumental on both the seminar and workshop committees.

Some special thank yous to:

- **Jeff Enright, MAI**, for developing an incredible course schedule for 2002. Course information can be found online at www.norcal-ai.org or www.appraisalinstitute.org. Also look for our schedule in the Winter AI Education/Resource catalog.
- **Greg Reinhardt, MAI**, for rising to my challenge of arranging for 9 new chapter-developed seminars which will be both interesting and timely for 2002.
- **My office staff** for keeping Mann & Associates running smoothly and efficiently whether I am physically there or not.
- **Scott, my husband** of 28 years for his support, patience, flexibility, understanding and for always listening to me. He is a great dancer (just watch him at the Installation Celebration), terrific fisherman and he can continue to be the captain of my boat!

It has been sometimes challenging and sometimes exhilarating to blend into one of the largest chapters in the country. It has been an interesting journey to develop this Chapter to be what it is today.

There are so many people who have been a part of that evolution and each one of you should be very proud. I personally thank each of you for your contributions in the past and for your future commitments. I am very thankful for my career as a professional appraiser and am proud



to serve our both our chapter and our organization.

It is my intent is to serve our chapter diligently in order to meet or exceed the goals we made at the Board Retreat. A couple of key issues will include:

- Being accessible to you, the membership. Sometimes telephone tag is required, but you will be able to contact me via email karen@mannappraisal.com or by phone 510/790-2345 or toll-free 877/266-MANN

- If you want to know more about your 2002 President, you can check out www.mannappraisal.com; photos of fish caught and my first grandchild are on display as well as firm information

- Have a fun, fun, fun Installation Celebration scheduled for Saturday, January 26, 2002, at Scott's Restaurant in Jack London Square. Scott's is well known for fine dining but you will also have access to a most romantic setting adjacent to the marina. Excellent food, a few speeches and "let your hair down" dancing!

- Introduction of each of the new designees for 2001. A special invitation is being extended to all of our newly designated members to "take a bow" for earning their designations

- In addition of the many courses, seminars and workshops listed on the 2002 Schedule of Events, we are also looking into a Summer event which may include a picnic and/or Bay fishing on a party boat. We hope to provide you the opportunity to meet and network with each other. You may be surprised, but *even you* could get a referral by meeting someone new at an event.

- Did you know that the newsletter is available on-line at www.norcal-ai.org? The March 2002 issue will be the final mailed version. By eliminating the mailed version, we will reduce mailing expenses while providing you with information in a more timely manner.

- During the first half of 2002, we anticipate that online registration of workshops, seminars and courses will be available. Again, we hope it will be more convenient for you to register for an event without pulling out the check book.

So now, LET'S ROLL!!

Enthusiastically submitted,

Karen J. Mann, SRA
2002 President

Workshop/Social

from front page

to prepare for the examination and what to expect.

About the PDF Workshop:

Learn how to cut production costs and speed delivery of your appraisal reports! Receive tips and tricks of preparing electronic imaged documents of your appraisal reports and send them via the internet to your clients. Worried about the security of your electronic reports? You should be! Learn how to make your PDF files secure, un-editable, and protect pages from deletion, to prevent data mining of your reports. Also learn how to create an electronic file of your report that will comply with USPAP requirements. Want to learn how to print your report from a smaller file size and print more quickly than from form software or word processing software? Come see what you haven't yet learned about Adobe Acrobat software and PDF documents while you learn how to increase productivity and save money!

Introduction to Document Imaging

Why and When to Use PDF

Advanced PDF —

- **Editing Documents**
- **Security Features**
- **Archiving & File Management**

Applications for 2-hours of AI, OREA and SBE CEC are being submitted. Attendees seeking CEC must arrive by the 4:00pm start time and should allow a minimum of 15-working days for the processing of CE certificates. Partial credit is not available.



National Office Move Completed

The national headquarters has relocated to its new home at 550 W. Van Buren Street, Suite 1000, Chicago, Illinois 60607. Staff moved into the space November 19.

Please note that while the address has changed, phone and fax numbers remain the same, including individual staff numbers. To view/print a list of national staff members, visit www.appraisalinstitute.org.

Members on the Move

Ellen Byrne, MAI
Post Office Box 1163
Capitola, CA 95010-1163

Lanning J. Bryant, MAI
Comerica
1331 N. California Boulevard, Suite 400
Walnut Creek, CA 94596
925/941-1921 FAX 925/941-1999

Charles W. Glynn, MAI
55 Brookside Drive
San Anselmo, CA 94960-1441
415/457-2527 FAX 415/457-2544
metta4u@mindspring.com

Steven J. Herzog, MAI
The Herzog Group
2125 Wylie Drive, Suite 1
Modesto, CA 95355
209/544-0385 FAX 209/544-0386
Steve@TheHerzogGroup.com

Jason M. Maderis, MAI
West Coast Real Estate Advisors
3432 Divisadero Street
San Francisco, CA 94123
415/928-3280
westcoast_re@yahoo.com

Craig A. Owyang, MAI
Craig Owyang Real Estate
655 Sky Way, Suite 109
San Carlos, CA 94070

Karen Ann Simons, MAI
Karen Ann Simons & Associates
57 Post Street, Suite 903
San Francisco, CA 94104-5028
415/788-6100 FAX 415/788-2211
kasimons@pacbell.net

New Email

Bill Bacon, MAI
bilbacon@attbi.com

Dennis Smith, MAI
dsmith@smithassociatesinc.com

Attention All Members: 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. Your assistance in helping us keep your mailing and phone information up-to-date is greatly appreciated, plus it allows us to help others get in touch with you. When making an address change, please indicate if the update represents your business or home address and whether it is your preferred mailing address.

Did you know that you can update your address information with the National Office online? Simply visit the Members Only section at www.appraisalinstitute.org.

Members in the News

Special thanks for **Janis Lassner, SRA**, and the following members who assisted with registration at the 2001 Annual Fall Conference: **Steve Chan, MAI, Mary Gates, MAI, Siobhan Stoddard, MAI, Claudia Carleton, Dennis Smith, MAI, and Jan Woolsey, MAI.**

Did you catch “*The Pitfalls of Lease Extension and Renewal Clauses*” written by **Ron Baum, MAI**, published in the November 19, 2001 issue of the *California Real Estate Journal*? Ron is an independent commercial real estate consultant based in Mill Valley. He specializes in commercial lease arbitration, property tax appeal and the valuation of institutional grade real property.

David P. Hamilton, MAI, will be serving on the Appraisal Institute’s Executive Committee. Congratulations, Dave!

Appraisal Institute President Glanville Responds to Bruss Column

In response to a recent article by syndicated newspaper columnist Robert Bruss, Appraisal Institute President Brian A. Glanville, MAI, wrote Bruss a letter and submitted letters to the editors of those papers running the column, defending appraisers in general and promoting competent appraisals such as those performed by designated members.

The column, “Making Sure the Appraisal is on the Money” ran in the *Chicago Tribune* on Nov. 16, 2001, as well as other papers nationwide, such as the Orlando *Sentinel*, within the following week. In it, Bruss wrote, “Mortgage lenders have realized for years the weakest link in the home-mortgage process is the appraisal. An appraisal is defined as an expert’s opinion of the market value of the subject property. But in reality, many appraisers are not truly experts. Instead, they are licensed specialists who know how to prepare an estimated market value of a subject property, which is acceptable to the lender.”

Bruss went on to suggest that a homeowner interacting with an appraiser “ask for (a) business card to verify his or her identity. Some licensed appraisers have been known to send their inexperienced assistants who are less than competent.”

In response, Glanville wrote, “My experience has proven that reputable lenders expect and welcome an independent, professional appraiser’s participation in a mortgage-related transaction. It is the appraiser’s impartiality and experience that help protect the lender’s interests, as well as those of the seller, buyer and even the real estate agent. Because of the important role today’s real estate appraiser plays, the designated appraiser has acquired specialized training and years of experience in valuing real estate that goes beyond merely driving past the property.

“In a time when lenders are beginning to utilize more streamlined ways of evaluating collateral, such as exterior-only inspections and automated valuation modeling, such training and experience is more valuable than ever. Moreover, the appraiser remains the only independent party in the transaction with no monetary interest in the outcome. In short, where less analysis and documentation is called for in a transaction, the more important it is for the appraiser to possess the highest level of education, experience and integrity in the profession. Designated members of the Appraisal Institute offer this level of expertise and trust.”

SRPA Path to MAI Designation Reinstated

The SRPA path to the MAI designation is being reopened based on action taken by the Board of Directors in November. The recommendation to reinstate the alternative requirements for SRPA members seeking the MAI designation was among the 60-day notice items approved by the Board. The original timeline for completing the requirements had expired December 31, 2000.

Questions concerning the reopening of this path should be directed to Dorothy Williams at 312/335-4172 or dwilliams@appraisalinstitute.org

AGENDA FOR ASSOCIATE MEMBERS

GAC Changes Requirements for Retaking Comp Exam

At its November 2001 meeting, the General Admissions Committee adopted the following motion regarding the General Comprehensive Examination:

“General associate members must be examined on all modules at the initial examination and thereafter must be examined on all modules for which credit has not been granted. If the examinee passes at least one module, then only those modules not receiving a passing grade are required for retesting. When general associate members present themselves for reexamination, they must write on all modules in which they have received failing grades.”

Prior to this motion, General Associate Members had to pass at least two modules in one sitting before they were allowed to retake only those modules they did not pass. This new policy will be applied retroactively to all of those associate members who have taken the four-part modular Comprehensive Examination since 1997.

If you have any questions, please contact Carrie Vann at: cvann@appraisalinstitute.org

General Comp Exam of 2002 Set for Feb. 25-26

The General Comprehensive Examination will be given twice in 2002: on Feb. 25-26 and Aug. 26-27. The Exam may be taken only on these dates and at the scheduled locations. The locations for the February Exam are as follows:

Region I	Oakland, CA	Portland, OR
Region II	Denver, CO	Kansas City, MO
Region III	Chicago, IL	
Region IV	Brookville, NY	Waltham, MA
Region V	Greensboro, NC	
Region VI	Pittsburgh, PA	Iselin, NJ
Region VII	Los Angeles, CA	
Region VIII	Houston, TX	
Region IX	Atlanta, GA	
Region X	Tampa, FL	

NOTE: Locations are subject to change. Honolulu, Anchorage, Alaska, and Toronto, Ontario, are available sites upon request.

Applications can be obtained by visiting www.appraisalinstitute.org, download section, forms & applications.

George and Alberta Stauss Scholarship Applications Are Being Accepted

George Stauss, MAI (retired), is a longtime member of the Northern California Chapter and a former instructor of real estate courses. He obtained his MAI designation in 1966. His teaching career in the real estate program at San Jose State University spanned 20 years, including leading the Rho Epsilon real estate fraternity. Dr. Stauss was a prominent broker with the real estate firm of Coldwell Banker (known today as CB) from 1957-1993.

Having been a member of the Appraisal Institute and proudly holding the MAI designation for over 30 years, Dr. Stauss and his wife have generously granted funds to the Appraisal Institute Education Trust for the purpose of establishing a scholarship fund to assist:

- Associate members of the Northern California Chapter of the Appraisal Institute seeking the MAI designation, students or instructors in the field of real estate appraisal, real estate counseling, or real estate economics
- Individuals who contribute valuable writings or publications in the field of real estate appraising, counseling, or economics
- Individuals deserving financial support for the advancement of their educational career in real estate appraisal, real estate economics, real estate counseling, or individuals who have made a specific educational contribution to the field of professional real estate appraising, real estate counseling, or real estate economics

Preference in the awarding scholarships of \$500 to \$1,000 will be given to recipients specializing in the commercial (general) real estate rather than residential (single

Comprehensive Appraisal Workshop Available

Ted Whitmer, MAI, will once again be presenting the Comprehensive Appraisal Workshop in 2002. Sites selected include Orlando, Dallas and Mt. Laurel (NJ). For more information visit: www.comprehensiveappraisalworkshop.com.

family homes). At the discretion of the Appraisal Institute Education Trust (with the input and advice of the Northern California Chapter) the amounts may be larger or smaller than the above stated amounts in any given year.

Preference in awarding the scholarships will be given specifically to students with a Bachelor's degree and taking courses leading to the awarding of the MAI designation. Consideration will also be given to persons active in real estate appraising or counseling, or real estate economics taking courses for continuing education, however, the continuing education expenses must be for a course of study approved by the Appraisal Institute.

Scholarship awards for instructors can be for four-year college or university courses, with preference given to instructors of Appraisal Institute offered courses or seminars.

In the granting of the awards, preference will be given to Northern California Chapter Associate Members who are associated with San Jose State University, Stanford University, and the University of California at Berkeley. Associated shall mean a person who holds an undergraduate or graduate degree, holds instructor status, or is enrolled in a course of study at one of these three institutions.

Contact the Chapter Office at 925/932-7753 or jenn@norcal-ai.org for an application. Deadline for submission is February 15, 2002.

Coming Soon: New Designation Emblems

The National Board of Directors approved new designation emblems at their meeting in Chicago last month. The designation emblems, which members can use on their business cards and stationery, incorporate the look of the new Appraisal Institute logo. Development and delivery of designation pins, however, are still being reviewed.

**HAPPY
NEW YEAR!**

Associate Updates

Donene Berry

the Appraisal Group
818 West 20th Street
Merced, CA 95340
209/384-0994 FAX 209/384-2933
tag@elite.net

Kevin Keane

Keane, Rothermich Group
36 Main Street
Tiburon, CA 94920
415/332-6778 FAX 415/332-6962

John Sundgren

the Appraisal Group
818 West 20th Street
Merced, CA 95340
209/384-0994 FAX 209/384-2933
tag@elite.net

New Email

Robin J. Erdmann

RobinErdmann@attbi.com

Corina Rollins

corinahenriques@earthlink.net

Attention Newly Designated Members!

New members are reminded to send their "Member Profile" to the Chapter Office, c/o Lisa Estes, lisa@norcal-ai.org upon notification of receiving your designation. In addition, a professional quality black and white, wallet-sized photo should accompany your submission.

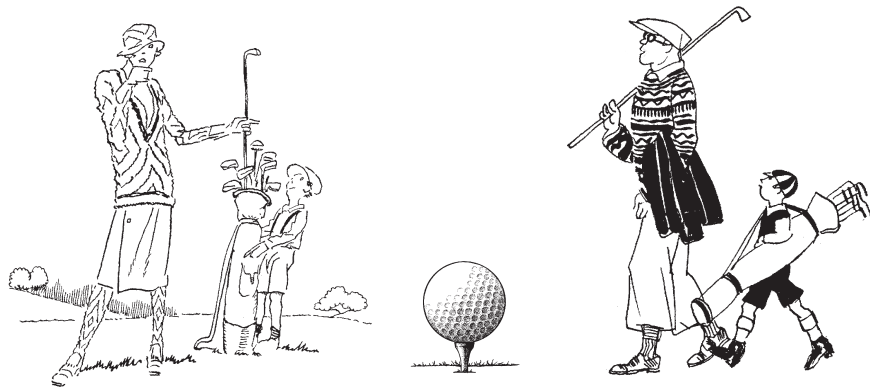
All profiles are printed on a first come, first printed basis. Isn't it time that you are recognized for your achievement? Submit your profile today!

Available

MAI Appraiser. Commercial appraiser currently available on a sub-contracting basis. Over 10 years of valuation experience working in most California markets on all property types including apartments, condos, offices, industrial/R&D, and retail. Ability to produce high-level cash flow models if needed. Proficient in both Argus 9.0 and Pro-Ject. References available. Please call Jason at 415/928-3280, or westcoast_re@yahoo.com.

Construction Estimating Services. Commercial and residential estimating in Excel spreadsheet format. Estimates developed to support replacement cost appraisals, insurance, certification exams or other purposes. Over 25 years experience. I work with you. Contact Richard Warsinger at 510/530-5921 or rhw@genesis1st.com.

TEE TIME ANYONE? GOLF COURSE VALUATION SEMINAR & TOURNAMENT



The Northern California Chapter is planning to present a Golf Course Valuation Seminar and a Golf Tournament (perhaps as an annual event). We need an indication of how many would be likely to attend. The Tournament and Seminar would be held in September 2002 in the Bay Area. It is possible that the golf course appraisal seminar (with CE credit) would take place in the morning, with the tournament to follow.

If you would be likely to participate, please respond by email to: aigolfevent@aol.com:

- Would you be likely to attend the tournament?
- Would you be likely to attend the seminar?
- Would you be interested in helping by serving on the Tournament Committee?
- Are you a member of a private club where the tournament may be held? If so, which club? _____
- Your name and email address _____

Thank you in advance for responding to this brief survey.

New Edition of Hotels & Motels Valuation Book Published

The Appraisal Institute is pleased to present *Hotels & Motels – Valuations and Market Studies* by Stephen Rushmore, MAI, and Erich Baum. This new text updates and expands on the 1992 *Hotels and Motels* book, the classic text on the valuation and analysis of lodging facilities.

Like the earlier work, *Hotels & Motels – Valuations and Market Studies* presents an overview of the lodging industry and the fundamental supply and demand relationships that underlie hotel investments. A wealth of statistical data on recent trends in the lodging industry is provided and its applicability to the valuation process is demonstrated. The text explores the collection and analysis of revenue and expense data and presents practical techniques for adjusting these data to reflect the individual characteristics of the subject property. The authors demonstrate how various capitalization and discounting procedures can be used in converting a property's estimated net income into a

final estimate of value.

Throughout the text two case study properties — an existing hotel and a proposed facility — are used to illustrate each step in the analytical process valuation professionals use to arrive at sound conclusions and recommendations.

The hotel industry continues to change and the methodologies employed by hotel analysts must evolve as well to reflect the investment strategy and rationale of typical hotel and motel investors. *Hotels & Motels—Valuations and Market Studies* presents and explains contemporary procedures applied in the preparation of hotel market studies, financial forecasts, investment analyses, and valuations.

Through March 15, 2002, Appraisal Institute members can purchase a single copy of *Hotels & Motels* for the special introductory member price of \$30; thereafter the member price is \$35. The nonmember price is \$45. Call 888/570-4545 and request stock number 0688M.

“Creditable Providers” Idea Dropped

The additional requirement that continuing education programs must be those of “credible providers” was voted down at the November meetings in Chicago. This amendment was to have become effective January 1, 2002. Earlier this year, members were notified that next year in order to add a program to their CE Logbook, the program must be on the credible topics list AND the sponsor of the program must be on the credible providers list. After receiving responses and input from members, the Continuing Education Subcommittee studied this policy further and determined that this additional requirement is unnecessary. Therefore, this will NOT be implemented next year.

Please note, however, that the current Continuing Education policy outlining the credible topics allowed on a member’s CE log does remain in place. Members may include any continuing education seminar presented by any education provider in their CE logs as long as the topic is on the credible topics list.

If you have any questions about CE matters, please contact Rebecca Hiddle, Specialist, Membership Services at rhiddle@appraisalinstitute.org.

Learn New Computer Skills and Save Money

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, and 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.

E • D • U • C • A • T • I • O • N

Upcoming Educational Offerings

- Course 110: Appraisal Principles** January 14-19
Instructors: Dawn Molitor, SRA, & Craig Owyang, MAI
Location: University of Phoenix, Pleasanton
- Chapter Workshop & Social** January 17
PDF in the Appraisal Office: Save Money & Time!
Location: Bighorn Grill, San Ramon
- Advanced Residential Appraisal Problem Solving** February 1
Panelists: Dawn Molitor, SRA, Corina Rollins, CRPA/R
Fred Rowland, SRA, & Mike Turkull
Location: Monarch Hotel, Dublin
- Course 120: Appraisal Procedures** February 4-9
Instructors: Dawn Molitor, SRA, & Craig Owyang, MAI
Location: University of Phoenix, Pleasanton
- Sales Comparison Approach Seminar** February 8
Instructor: Nelson Bowes, MAI
Location: Campbell Community Center, Campbell
- Course 550: Advanced Applications** February 11-16
Instructors: Nelson Bowes, MAI & Virginia Messick, MAI
Location: Fremont Chamber of Commerce, Fremont
- Course 210: Residential Case Study** February 25 - March 2
Instructors: Dawn Molitor, SRA, & Maggie Hambleton, SRA
Location: Monarch Hotel, Dublin
- Analyzing Commercial Lease Clauses** March 8
Instructor: Ted Anglyn, MAI
Location: Sunol Valley Golf Club, Sunol

Yes, please provide me with registration information on the above checked education programs.

Name _____ Email _____
Phone _____ FAX _____

Three ways to receive advanced notification of these upcoming education offerings: ① visit our website at www.norcal-ai.org; ② call us at 925/932-7753; or, ③ fax this page back to 925/932-7754.

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.

Interested in Becoming an AI Instructor?

The Instructor Leadership & Development Conference is scheduled for February 28-March 3, 2002, at the Cobb Galleria Center in Atlanta, Georgia. Applications are now currently available upon request. If your chapter knows of a member who would be interested, please have them request an application from Jimmy

Driskill at jdriskill@appraisalinstitute.org or 312/335-4221. Those interested should submit their application and current resume with a letter of recommendation from their chapter leadership or Regional Education Liaison as soon as possible as space is limited. Applications will be considered on a first come-first serve basis.

Classified Guidelines & Deadlines

The newsletter submission deadline is noon on the 5th of the preceding month. All submissions for the February 2002 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.

Looking Ahead

- Jan 14-19 Course 110: Principles
— Pleasanton
- Jan 17 Board Meeting
— San Ramon
- Jan 17 Chapter Workshop & Social
— San Ramon
- Jan 26 Installation Celebration
— Oakland
- Feb 1 Adv Res Problems Seminar
— Dublin
- Feb 4-9 Course 120: Procedures
— Pleasanton
- Feb 8 Sales Comp Seminar
— Campbell
- Feb 11-16 Course 550: Adv App
— Fremont
- Feb 25-Mar 2 Course 210: Res Case Study
— Dublin
- March 8 Analyzing Comm Lease
— Sunol
- March 21 Board Meeting
— San Ramon
- March 21 Chapter Workshop & Social
— San Ramon

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Library Hours by Appointment

Appraisers Wanted

Three Job Openings available in East and South Bay regions. Will inspect properties, collect and analyze data. Prepares appraisal reports for complex residential type properties. Prepares appraisals from submitted plans and specs. Does drive by appraisals. Performs construction monitoring on residential projects with costs up to \$500,000. Must possess a valid state full certified residential or certified general appraiser license. A minimum of 3 years experience. Thorough knowledge of current underwriting criteria. Please email resumes to Lora_Lee.Del_Rosario@Bankofamerica.com. No phone calls please.

Experienced Commercial Appraiser position available at a growing East Bay Commercial firm. Candidate must be computer savvy, team player, good communicator, self-motivated, detail oriented, and have strong writing skills. State General Certified License required. MAI or actively seeking designation. Competitive fee split and profit sharing plan. Please contact Michael E. Dunn, MAI, CCIM, 1657 North California Boulevard, Suite 208, Walnut Creek, CA 94596, 925/472-5850 or FAX 925/472-5855, mikedunn@pacbell.net

Ribacchi & Associates is seeking a commercial real estate appraiser for an open position in the Sacramento office. Position offers flexible working environment, a wide range of opportunity on general practice assignments, a compensation package that is commensurate with the level of experience. Good writing skills, computer literacy and two years of experience required. FAX or email your resume to Richard A. Ribacchi, MAI, 916/863-7501 or ribacchimai@ribacchi.com.

Commercial Real Estate Appraisal Position. National firm has openings in its Bay Area Office for experienced appraisers wishing to get involved with large institutional grade properties. Strong analytical & writing skills are a must. Willing to pay very attractive splits for strong applicants. Call or fax resume to Brad Paul, MAI, of Joseph J. Blake and Associates. Phone 925/974-0330 or FAX 925/974-0338.

California Bank & Trust is looking for a California State general certified licensed appraiser in Northern California. The primary responsibility of the position is the preparation of technical appraisal reviews to meet USPAP and FIRREA requirements. The position involves the supervision and administration of all appraisal requests. Minimum 3-5 years of commercial appraisal or review work on a variety of commercial real estate properties with a major bank is preferred as well as large subdivision appraisal analysis and complex commercial appraisal experience. Candidates should have a bachelor or masters degree in business administration or real estate. Strong analytical verbal and written communication skills are a must. Computer skills in word processing, spread sheet analysis, ARGUS, internet / browser protocol and database are essential. HR Contact: Judy Rohl 510/808-1652, or careers@calbt.com

Curtis-Rosenthal, LLC, is looking for experienced commercial appraisers to help Claudia Carleton grow our San Francisco office. Relationship-based clients include Wall Street and Life Company lenders, Public Agencies and Law Firms. The successful candidate will have: CGREA license; strong written, verbal and computer skills; an entrepreneurial approach to business; an optimistic attitude and a good sense of humor. Send resume, comp. hist. and ref. to: David Rosenthal, MAI; drosenthal@curtisrosenthal.com; e-fax: 509/277-9840; www.curtisrosenthal.com



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FIRST CLASS MAIL

Please mark the appropriate boxes below when registering for the January 2002 Chapter Workshop & Social. *Please carefully check all that apply:*

I am an/a: AI Member Non-member

I will attend: Guidance Workshop Social