



Appraisal News



Northern California Chapter of the Appraisal Institute

March Chapter Workshop & Dinner Meeting

Thursday, March 16

- Location:** Silicon Valley Capital Club, Fairmont Plaza
 50 W. San Fernando,
 Suite 1700, San Jose
- Directions:** 408/971-9300
- Parking:** The Pavilion/Second Street Lot
- Lunch:** 11:30am
- Topic:** *Housing Crisis in Silicon Valley*
- Presenter:** Phil Serna,
 Vice President of
 Government Affairs
 Home Builders
 Association of
 Northern California
- Workshop:** 1:30pm
- Topic:** *Using CoStar: A Commercial Real Estate Information Service*
- Presenter:** Michael McGinn,
 Regional Director
 CoStar Group, Inc.
- Price:** AI Members Non-Members
- | | | |
|------------------|-------|-------|
| Workshop: | \$ 30 | \$ 35 |
| Dinner: | \$ 30 | \$ 35 |
| Both: | \$ 30 | \$ 35 |

See "Chapter Meeting," page 2

INSIDE

Valuation 2000	3
Associate Info	3
Members in the News	4
Education	5
Looking Ahead; Classifieds	6

Meetings And Moves

Greetings from rainy Walnut Creek. I hope this year so far in business for each one of you has been good. It should be: the economy is good, demand for appraisal services appears to be up, and we get entertained every night watching the candidates for President make all sorts of interesting and provocative statements. With the economy, and your practices/businesses where they are, we should all take time to enjoy our successes and take time to plan for our futures.

Finding Friends and Fun

I have enjoyed our first two Chapter meetings in Pleasanton and San Francisco. It's great to see old friends — pardon me — long time friends, and make new ones too. One of my privileges as president is to see and greet many of you at these meetings. Please always feel free to introduce yourselves if I happen not to greet you personally. By the way, if you missed the San Francisco meeting at Sinbad's — your loss. It was great food, some good speakers on Real Estate Sales Psychology and Loopnet. Thanks for a great job go to Joe Napoliello, Lori Horn, and Karen Simons.

Speaking of fun, it was great fun for me to speak to the Associates at the Associates' Guidance Workshop in Pleasant Hill on February 9. It was wonderful to see the energy and enthusiasm our Associates have in completing their designation requirements. I hope the day helped motivate you Associates to finish those demonstration reports, finish your experience reviews, and take the comprehensive exam. I encouraged many of you to find a mentor, or fellow associate, to keep you accountable to finish what you have started. Keep those demos on your desk right in front of you. My experience has been that if it is put away, it's out of

Roland Burchard, MAI



President's Message

sight.... out of mind. Have a plan to finish in the next 8-12 months and write it down. Most motivational speakers tell us that we must write down our plan, and then share it with someone to help us keep accountable to finish. The spoken plan or goal is a good way to help us stay on track. You associates are the future designated members, and the future leaders of this organization. We are depending on you to help the Chapter run as well as it does today.

I especially want to thank Dawn Molitor for all her efforts in making the Associates' Guidance Workshop a huge success.

Chapter Office Relocates To Walnut Creek

Speaking of planning for the future, I have the pleasant task of announcing that we are moving the Chapter Office to 1243 Alpine Street in Walnut Creek. It has been a long process to get there and I believe an explanation is warranted. When the predecessor Chapter (San Francisco Bay Area Chapter) moved in 1996 to its present location, there was some discussion among the leadership that an East Bay location might make more sense. But tradition and other reasons led us to continue the San Francisco location. The lease was to be effective till early 2002, but there was no option to renew at the present location.

Given the new makeup of our Chapter, discussions began the middle of last year about a possible move. It seemed

See "President," page 2

Chapter Meeting

from page 1

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 415/398-4259 by Tuesday, March 14. Cancellations without penalty must be received by noon on Tuesday, March 14. Cancellations received after noon on March 14, 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 Lunch Topic

The featured speaker will be Phil Serna, Vice President/Government Affairs of the Home Builders Association of Northern California (HBANC).

The HBANC is a professional association comprised of home builders, developers, trade contractors, suppliers, and related industry specialists who are dedicated to the advancement of the home building industry. Mr. Serna will be discussing the current housing crisis in Silicon Valley.

A Glimpse at Next Month's Chapter Meeting

Thursday, April 13

Location: Napa Valley Marriott
3425 Solano Avenue
Napa

Directions: 707/254-3350

Parking: Complimentary

Workshop: 10:00am

Topic: *Appraisals for Estate Tax Purposes*

Presenters: Kyle Martin, IRS Tax Attorney, plus a panel of Real Estate Appraisers

Lunch: 12:00pm

Topic: *American Center for Wine, Food & the Arts*

Presenter: Kal Edwards, Community Relations Advisor

Watch for registration information in next month's Appraisal News!

About the Workshop

The workshop leader will be Michael McGinn, Regional Director of CoStar Group. Founded in 1987, CoStar Group is the leading provider of information services to the commercial real estate industry. More than 2,800 client firms use their multimedia databases to track more than 272,000 buildings and 310,000 tenants. The CoStar database provides commercial real estate professionals with access to comprehensive information on office and industrial buildings, space availability, and properties for sale, which is complemented by an extensive library of digital color property and aerial photographs, lobby shots, and floor plans. In addition, CoStar has recently completed its acquisition of COMPS.COM, resulting in the largest source for commercial real estate information on the Internet. Through the acquisition of COMPS, CoStar will add a significant number of properties in other major commercial property types, such as retail, multi-family, and hospitality, to the company's existing database. Mr. McGinn will be presenting an overview of the CoStar database, including examples of how to search for comparable property details, lease and sale information, and historical data, as well as how to print this information in a variety of report types. In addition, he will discuss the acquisition of COMPS.COM and the anticipated changes to the CoStar database.

Applications for 2-hours of Appraisal Institute, OREA and State Board of Equalization continuing education credit are being submitted. Attendees seeking CE must arrive by the 1:30pm start time. Partial credit is not available.

Please observe registration deadlines.

President

from page 1

that because we are no longer the San Francisco Bay Area Chapter, the reasons for maintaining a San Francisco office location no longer appear to have much validity. After much discussion, a consensus developed among your leadership that a move to the East Bay, particularly Walnut Creek, made sense. The reasons were as follows:

1. An East Bay location would be more central to the new current Northern California membership. Accessibility of the office, and service to our members, would be enhanced at an East Bay location generally by making it easier to access the resources of the office and staff.
2. There was no longer a defined need

for a San Francisco office address. There was virtually no demand by members to use the San Francisco office or its resources. The use of Fax, e-mail, etc has likely eliminated any need for a downtown S.F. office. Committees meet elsewhere throughout the region.

3. An East Bay location would be more central to service our members educational offerings (classes, seminars, and workshops).
4. Commute time, traffic hassles, parking hassles and costs of staff and members visiting the office would be greatly reduced or eliminated.
5. There was no option to renew at the current location and we likely could have been forced out at the end of the lease. Small Fish in Big Pond issue. A full floor user is going to take our space.
6. Market rents in San Francisco are increasing much faster than in the East Bay, particularly Walnut Creek.

Given all of these reasons, and others, the Board of Directors authorized the breaking of the old lease and securing the new space in Walnut Creek. It is good to plan for the future. We have a five year lease with a five year option at a reasonable rent on space that will work well for us now and into the future.

Your Board of Directors, Executive Committee, Executive Director, and I feel strongly that this is a good move that follows from who we are now, and helps us plan more effectively to serve the membership going forward. As soon as we get settled in we hope to have an open house.

Until then I look forward to seeing you all at the March Chapter meeting in San Jose, and the Vineyard Valuation Seminar and Chapter Meeting in Napa in April.

Sincerely,
Roland H. Burchard, MAI
Y2K President

Sacramento-Sierra Chapter of the Appraisal Institute

proudly presents

THE MASTERS CLASS

Instructors:

Nelson Bowes, MAI, &

Ted Whitmer, MAI

Friday & Saturday, March 17-18

Holiday Inn Northeast,
Sacramento

For information,
call 916/972-9700

Valuation 2000: Register by May 1 and Save!

MGM Grand, Las Vegas • July 6 - 17

Appraisers have never had an opportunity like this before. Attending Valuation 2000 this July will be like attending several conferences at the same time. The multi-organizational gathering will take place July 10-13 at the MGM Grand Hotel in Las Vegas. By registering by May 1, the full conference fee is \$495. The registration fee increases to \$595 after May 1 and to \$750 after June 10.

The conference is being jointly sponsored by the American Society of Appraisers, the American Society of Farm Managers and Rural Appraisers and the Appraisal Institute. In addition, a number of other appraisal and allied organizations will have a presence. Committee meetings of all three participating organizations will be held from July 6-10 and July 14-17.

George J. Mitchell, former US Senate majority leader will be the keynote speaker kicking off the conference. He will share his political insights on events unfolding worldwide and how they may affect the valuation profession. Don Tapscott, a well-known futurist and author will close the conference. Tapscott, the best-selling author of *The Digital Economy*, *Growing Up Digital* and *Paradigm Shift*, will discuss how valuation professionals fit into the new business model of tomorrow.

Program topics include: public interest value, capital markets, mineral property valuation, urban analysis, ad

valorem valuation assignments, land use regulations, wetlands, e-tailing, standards in the 21st century, the Uniform Agricultural Appraisal Report, environmental impacts on commercial and industrial properties. Also on the docket are a mock trial, a presentation called "The Deal" in which the audience will witness interactive role-play simulating the process of a merger and acquisition transaction, and a case study examining issues surrounding real and personal property and liquidation value vs. going concern value. Up to 20.5 hours of education credits will be available for those who attend a full schedule of sessions.

A block of guest rooms has been set aside for Valuation 2000 attendees at the MGM Grand Hotel & Casino at a rate of \$99 single/double plus tax. Visit the Valuation 2000 website at www.val2000.org or contact the hotel directly at 800/929-1111. If calling the MGM directly, be sure to mention that you want to receive the special Val2000 room rate. Guest room reservations must be made by June 9.

Southwest Airlines and United Airlines are the official air carriers for Val2000. To receive an airline travel discount for United call 800/521-4041 (ID Code 574YF) for Southwest call 800/433-5368 (ID Code V9850).

Questions regarding Valuation 2000 should be referred to Emily Wasserman at 312/335-4160 or e-mailed to: ewasserman@val2000.org.

Agenda for Associate Members

IMPORTANT: Changes in Requirements For Associate Members Pursuing Designation

At the December 1999 National Board of Directors meeting, the following changes to designation requirements were approved:

- Applicants for associate membership and current associate members are no longer required to be state certified appraisers. However, in the initial AQB level appraisal work, those members who are not certified must submit the equivalent number of hours needed for certification for review.

- Members may now take the Uniform Standards of Professional Practice (USPAP) Course offered by the sponsors of The Appraisal Foundation, which replaces the Appraisal Institute's Standards Part A Course. (Foundation sponsors include: Appraisal Institute, American Society of Appraisers, American Society of Farm Managers and Rural Appraisers, International Association of Assessing Officers, International Right of Way Association, National Association of Independent Fee Appraisers and the National Association of Master Appraisers).

- Within 10 years prior to readmission to general associate membership, credit for Specialized Appraisal Experience, the demonstration appraisal report and the General Comprehensive Examination will now be restored.

- Within 10 years prior to readmission to residential

associate membership, credit for Residential Appraisal Experience and the Residential Comprehensive Examination will now be restored. Residential associates already received credit for the demonstration appraisal report upon readmission.

- General associates no longer have to wait to receive credit for the demonstration appraisal report and the General Comprehensive Examination to submit the third (1,000) hours or final (3,000 hours) levels of experience. A similar motion for residential associate members will be presented at the next Board of Directors meeting in July.

- Five reports rather than 10 reports will be reviewed for general associate members on "the AQB Path" submitting the final level of 3,000 hours.

- General associate members may pass the exam of the Farm Managers and Rural Appraisers' Course A-40 as an equivalent to the Appraisal Institute's Course 550: Advanced Applications.

- Residential associate members may satisfy the requirement of passing the Residential Comprehensive Examination by passing the examinations for Courses 110, 120 and 210 (or equivalents).

For more Associate info, see page 5

Members In the News

Appreciation is extended to the following members who helped to make last month's Associates' Guidance Program a huge success: **Dawn Molitor, SRA, Roland Burchard, MAI, Craig Owyang, MAI, Eric Griffin, MAI, Jeff Fillmore, MAI, Deena Love, SRA, Ken Matlin, MAI, Bruce Hahn, SRA, Dave Hardy, MAI, Jim Marbry, SRA, Harry Clifford, MAI, Richard Kurz, MAI, SRA, Pete Doherty, MAI, and Chris Bell.** These members provided valuable information and insight to associate members serious in pursuing their designations.

Thank you to **Joe Napoliello, Lori Horn, SRA, and Karen Simons, MAI,** for putting together an informative workshop and dinner presentation at the February Chapter Meeting held at Sinbad's in San Francisco. Many of the attendees commented positively about having chapter meetings in SF once again!

Did you catch the article titled *Valuation and the Appraisal Institute in a Global Economy: The European Initiative* in the January issue of The Appraisal Journal? The article was co-authored by **Joe Vella, MAI.**

Thank you to Examinations Chair **John Merget, MAI,** for proctoring a Special Challenge Exam in late February.

Attendees at the January Chapter Meeting selected the following slate of members to serve as the 2000 Nominating Committee: **Neal Lacativo, SRA, Tim Simon, MAI, Willa Farnow, SRA, Ron Garland, MAI, SRA, Gary DeWeese, MAI, Fred Rowland, SRA, and Eric Griffin, MAI.** The committee will be chaired by **Dawn Molitor, SRA.**

Deadlines & Guidelines

The newsletter submission deadline is noon on the 5th of the preceding month. All submissions for the April 2000 issue must be received by noon on March 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.

Members On the Move

John C. Clifford, MAI
Clifford Associates
268 Bush Street, Suite 2300
San Francisco, CA 94104
415/397-1308 415/397-1311 FAX
clifford@wenet.net

Christopher E. Frasco
Real Estate Valuation Services
1801 Bush Street, Suite 116
San Francisco, CA 94109
AM 415/925-0577
PM 415/440-3738
415/925-9051 FAX
cfrasco@earthlink.net

Diane F. Nowak, MAI
1587 S. Novato Boulevard, Suite 201
Novato, CA 94947
415/898-4178 415/898-5168 FAX

John J. Merget, MAI
927 Mendocino Avenue
Santa Rosa, CA 95401
707/575-5915 707/575-5689 FAX
jjm-mai@pacbell.net

Rick P. Smith, MAI
Aaron & Smith Asset Advisory Group
7750 North Fresno Street, Suite 101
Fresno, CA 93720
559/435-6077 559/435-6079 FAX
reffevalue@worldnet.att.net

Jim W. Tom, MAI
1904 Franklin Street, Suite 204
Oakland, CA 94612
510/286-0112 510/286-0114 FAX
jimt9@aol.com

Bruce M. Hahn, SRA
Real Estate Appraiser & Consultant
2081 Stratton Road
Walnut Creek, CA 94598-2353
925/932-0448 925/932-4844 FAX
925/683-3548 Mobile

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.

Members: Update Your Library for Free

The Chapter Office still has a limited number of copies of the Institute's 1999 Standards of Professional Appraisal Practice. If you are a chapter member and would like to add a copy to your library, please send a check payable to Appraisal Institute to the Chapter Office for \$4 to cover postage and handling.

Appraiser Available

Commercial Real Estate Analyst with experience that includes 4 years appraising complex income producing properties seeks position with a Commercial RE firm or development company. Experience includes cash flow analysis using Argus and Pro-Ject. For resume, please contact Allen Fleming at 707/428-5521 or AEFlem@aol.com.

Miscellaneous

Free. 40 years of *The Appraisal Journal* plus a dozen other issues. Contact Tom Dum, MAI, at 510/526-0356.

In Memoriam

Haskell Berry, Jr., MAI, real estate appraiser, instructor, builder, sea captain, suffered a stroke on his 34-foot sailboat last December off Trinidad in the Caribbean. He was 68.

Known to his appraisal colleagues for his intellectual skills, Haskell was a man of many talents, enjoying the pursuit of all on his terms. His unquestioned integrity set a standard of excellence of which all in the Appraisal Institute could be proud. It falls on us who knew him professionally to continue promoting the high standards and ideals by which he lived.

— W. Jack Kidder, MAI

E • D • U • C • A • T • I • O • N



A Look at 2000 Educational Offerings

- Course 710: Condemnation Appraising - Basic** March 22-23
 Instructors: Steve Roach, MAI & Bob Jones, MAI
 Location: Sunnyvale Hilton, Sunnyvale
 Tuition: \$295 Appraisal Institute Members
 \$385 Non-Members
- Course 720: Condemnation Appraising - Advanced** March 24-25
 Instructors: Steve Roach, MAI & Bob Jones, MAI
 Location: Sunnyvale Hilton, Sunnyvale
 Tuition: \$295 Appraisal Institute Members
 \$385 Non-Members
- Courses 410/420: Standards of Professional Practice** March 30-April 1
 Instructors: Stephanie Coleman, MAI, SRA, & Dawn Molitor, SRA
 Location: Petaluma Community Center, Petaluma
 Tuition: 410 and 420
 \$375 Appraisal Institute Members
 \$450 Non-Members
 410 or 420
 \$250 Appraisal Institute Members
 \$300 Non-Members
- Course 110: Appraisal Principles** April 3-8
 Instructors: Craig Owyang, MAI and Cliff Cryer, MAI
 Location: Monarch Hotel, Dublin
 Tuition: \$475 Appraisal Institute Members
 \$575 Non-Members
- Vineyard Valuation II Seminar** April 14
 Panelists Include: William Lyons, Jr. Secretary of Food & Agriculture, plus representatives from the lending & financial community and growers/owners
 Location: Kirkland Ranch Winery, Napa
 Tuition: \$ 165 Appraisal Institute Members
 \$ 195 Non-Members
- USPAP Update Seminar** May 5
 Instructor: D. Michael Mason, MAI, SRA
 Location: Campbell Community Center
 Tuition: \$105 Appraisal Institute Members
 \$130 Non-Members
- Federal and State Laws & Regulations Workshop** May 6
 Instructor: D. Michael Mason, MAI, SRA
 Location: Campbell Community Center
 Tuition: \$70 Appraisal Institute Members
 \$85 Non-Members
- Course 120: Appraisal Procedures** May 8-13
 Instructors: Craig Owyang, MAI, and Harry Holzhauer, MAI, SRA
 Location: Best Western Novato Oaks, Novato
 Tuition: \$475 Appraisal Institute Members
 \$575 Non-Members
- Right of Way Acquisition Problems: Case Law & Case Studies Seminar** May 19
 Panelists: To be announced
 Location: San Ramon
- Course 310: Basic Income Capitalization** June 19-24
 Instructors: Craig Owyang, MAI, and Gary DeWeese, MAI
- REITs and the Role of the Real Estate Professional** July 21
 Instructor: Gary S. DeWeese, MAI

To receive advanced notification of these upcoming course offerings, contact the Chapter Office at 415/398-2876. 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.

Associate Info

from page 3

Deadline to Submit General Demo Appraisal Reports

General associate members who are planning to take the August 2000 General Comprehensive Examination must have their demonstration appraisal reports submitted by March 1 in order to guarantee that it will be graded in time to take the Examination. This deadline allows for one grading of the demonstration appraisal report. Demonstration appraisal reports may be submitted after the deadline, but there is no guarantee that they will be graded in time to take the General Comprehensive Exam in August 2000.

The August General Comprehensive Exam will take place on Monday and Tuesday, August 28-29. Eligible associate members seeking the MAI designation are encouraged to contact Rebecca Hiddle at 312/335-4190 for registration information. The exam will be held at the Clarion Hotel in Millbrae, near San Francisco International Airport.

How Do You Stay Informed About Changes to Your Designation Track?

Associate Members who have joined the Chapter's group e-mail will receive regular updates as well as motivational tips on obtaining their designations.

If you are not already part of the Chapter's Group e-mail, please send an e-mail to Lisa@NorCal-AI.org and indicate that you would like join this informative network.

Staffing Change in The Demonstration Report Area

Effective February 7, Sonja Mann retired. Nancy Morales has replaced Sonja as the Senior Coordinator of the Demonstration Appraisal Reports area. Nancy handles all demonstration report submissions as well as the corresponding seminars.

She can be reached at 312/335-4177 or nmorales@appraisalinstitute.org.

Looking Ahead

- March 16 Chapter Meeting
— San Jose
- March 16 Board Meeting
— San Jose
- March 22-23
Course 710
— Sunnyvale
- March 24-25
Course 720
— Sunnyvale
- March 30-April 1
Courses 410/420
— Petaluma
- April 3-8 Course 110
— Dublin
- April 13 Chapter Meeting
— Napa
- April 14 Vineyard Valuation II
— Napa
- May 5 USPAP Update Seminar
— Campbell
- May 6 Fed/State Laws & Regs
— Campbell
- May 8-13 Course 120
— Novato

2000 Chapter Officers

PRESIDENT

Roland H. Burchard, MAI

Roland H. Burchard & Associates
1350 Treat Boulevard, Suite 280
Walnut Creek, CA 94596
925/935-9200 FAX 925/935-3095
e-mail: burchard@pacbell.net

VICE PRESIDENT

Craig A. Owyang, MAI

RE Appraiser/Consultant
1640 Laurel Street
San Carlos, CA 94070-5217
650/595-8615 FAX 650/595-4073
craig@owyang.com

TREASURER

Karen J. Mann, SRA

Mann & Associates
3100 Mowry Avenue, Suite 205
Fremont, CA 94538
510/790-2345 FAX 510/790-1826
karen@mannappraisal.com

SECRETARY

Neil A. Lefmann, MAI

N.A. Lefmann Associates
1626 West Campbell Avenue
Campbell, CA 95008
408/379-3100 FAX 408/379-3602

CHAPTER OFFICE

(through 3/17/00)
110 Sutter Street, Suite 1010
San Francisco, CA 94104
415/398-2876 FAX 415/398-4259
www.NorCal-AI.org
(effective 3/18/00)
1243 Alpine Road, Suite 102
Walnut Creek, CA 94596
925/932-7753 FAX 925/932-7754
www.NorCal-AI.org

Library Hours by Appointment

Executive Director

Lisa M. Estes

e-mail: Lisa@NorCal-AI.org

Administrative Assistant

Jenny Greene

e-mail: Jenny@NorCal-AI.org

Appraisers Wanted

Curtis-Rosenthal, LLC, is looking for the best & brightest experienced commercial appraisers to join our expanding California firm. Positions are available in our San Francisco, Los Angeles and Newport Beach offices. Successful candidate will have California Certified General License; strong written, verbal and computer skills; an entrepreneurial approach to business and an optimistic attitude & a good sense of humor. Send resume, compensation history and references to Jennifer Segal, MAI, FAX 415/677-4102 or jsegal@curtisrosenthal.com.

Real Estate Analyst needed to assist in managing real estate trends data, collateral assessment programs, and appraisal review function. Requires skill in desktop and network applications, Internet research tools, and appraisal procedures. Fax resume and salary requirements to G. Slattery at 415/788-2823.

Commercial Appraiser. Applicant should have at least 2+ years of C&I appraisal experience. Current California State certified general license required. Positions in Sacramento and East Bay areas. Please fax resume, compensation history and references to Hiring Manager, Smith & Associates at 916/567-1149.

San Francisco Office of a national consulting firm seeks someone with 2-5 years +/- appraisal or market research experience. An appraisal license is not required, but would be very helpful. Our practice consists primarily of apartment valuations and market studies. Responsibilities include:

market research, valuation support, cash flow analysis, and report writing. The position requires proficiency with spreadsheets and excellent communication skills. Must be a self-starter, detail oriented, and able to manage multiple projects. This is a salaried position commensurate with experience. Send cover letter, resume, and salary requirements to: Appraisal Department, Novogradac & Co., 246 - 1st Street, 5th Floor, San Francisco, CA 94105, FAX 415/356-8090.

Cushman Wakefield is seeking MAI appraisers and advanced associates (5+ years of experience) for the San Jose and San Francisco offices. This is a great opportunity to be part of a growing and innovative staff of professionals. Please e-mail resume to rob_perrino@cushwake.com.

Monterey Peninsula. Opportunity to join an established small residential practice on the Monterey Peninsula; fee split basis. Work includes all levels with interesting high-end coastal properties. E-mail at rbartron@redshift.com or fax to 831/624-5812.

Commercial Appraisal Trainee. Established East Bay commercial appraisal firm offers an opportunity for a motivated, professional individual interested in commercial real estate appraisal. Appraisal, real estate, or right of way experience is a plus but not necessary. The position requires a college degree, and strong writing, computer, and analytical skills. No phone inquiries, please. Send resume to Roland Burchard & Associates, 1350 Treat Bl., Suite 280, Walnut Creek, California 94596.

See "Appraisers Available," page 4



110 Sutter Street
Suite 1010
San Francisco, CA 94104
415/398-2876 FAX 415/398-4259

FIRST CLASS MAIL

Please mark the appropriate boxes below when registering for the March Chapter Meeting. *Carefully check all that apply.*

I am a: AI Member Non-member
I will attend March 16: Lunch Workshop