



Appraisal News

Northern California Chapter of the Appraisal Institute

Chapter Workshops and Networking Social

Thursday, March 18

Location: Sheraton Four Points
5115 Hopyard Road, Pleasanton

Directions: 925/460-8000 or www.fourpoints.com

Parking: Complimentary

Workshops: Select from two simultaneous offerings:

How to Become a Real Estate Appraiser
3:00pm – 6:00pm

Presenters: Norm Hulberg, MAI, Hulberg & Associates
Mark Corsa, MAI, Washington Mutual
Ken Blakemore, San Joaquin Co. Assessor's Office
Gregg Harding, Office of Real Estate Appraisers

The Financing of Affordable Housing
4:00pm – 6:00pm

Panelists: Melissa Bach, MAI, Carneghi-Bautovich & Partners
Susan M. Burnett, MAI, Goldrush Realty Advisors, Inc.
Patti Stevenson, Vice President, Union Bank of California
Community Development Finance Department

Social: 6:00pm
(includes wine and hors d'oeuvres)

Price: AI Members Non-Members

Workshop Only: \$30 \$35

Social Only: \$30 \$35

Workshop & Social: \$30 \$35

About Workshop #1:

How to Become a Real Estate Appraiser

This chapter-developed program, which debuted in 2003, is back due to popular demand! Are you looking for a new professional career? Do you have an interest in real estate but selling is not your game? Have you ever thought, "What does it take to become a real estate appraiser?" If you answered "yes" to any of these questions,

▶ [Workshops and Social, page 2](#)

Special Northern California Chapter Recruitment Month Extension

Associate Membership Application Fee Is Still Being Waived: Save \$125

In conjunction with our March 18 workshop titled "How to Become a Real Estate Appraiser", the Appraisal Institute is waiving the application fees for new Associate members who join the Northern California Chapter before the end of March! Until March 31, all new recruits will have the \$125 Associate membership application fee waived. [Note: No portion of the 2004 dues will be waived.] To find out more about Associate membership in the Appraisal Institute or to join today, visit <http://www.appraisalinstitute.org/join/default.asp#associate>.

If you have any questions regarding recruitment month, please contact Wendy Woodburn, Manager, Membership Services at 312/335-4191 or by email at wwoodburn@appraisalinstitute.org.

Appraisal Consulting: A Solutions Approach For Professionals

Vineyard Creek Hotel, Spa and Conference Center, Santa Rosa — Friday, March 12, 2004

Clients are becoming increasingly sophisticated and demanding services that often go beyond traditional valuation. Are you equipped to provide this new level of professional counsel? Recent changes to USPAP give appraisers much greater flexibility in resolving client problems than any time in the past. Are you aware of the differences between appraisal consulting that includes a valuation component and consulting that does not come under USPAP? At this seminar, instructor Dawn Moliator, SRA, will show you how to develop new outlets for business.

You are sitting on a wealth of knowledge that clients are willing to pay for! At this dynamic seminar, you will learn how to develop new skills outside the traditional valuation methods. If you desire a consulting practice you must begin now to implement a strategic plan.

This seminar is approved for 7-hours of Appraisal Institute, SBE and OREA CEC ▶ [Appraisal Consulting, page 2](#)

Appraisal Consulting

from page 1

(#02754C706). Tuition is \$165 for Appraisal Institute Members and \$195 for Nonmembers. For additional details and registration information on this offering please visit <http://www.norcal-ai.org/brochure/cons-031204.pdf>. Limited space still available.

IMPORTANT REMINDER ABOUT USPAP

If you are a licensed/certified appraiser in California and you renew after 1/1/04, be sure to read the important announcement from OREA on the new USPAP requirements at: <http://www.orea.ca.gov/html/NewUSPAPReqmts.shtml>.

If you find yourself needing a National USPAP offering to fulfill your renewal requirements, see page 7.

Workshops and Social

from page 1

be sure to join us for an informative 3-hour workshop on March 18. Our panelists include representatives from a local assessor's office, an independent appraisal firm, the Office of Real Estate Appraisers (OREA – the state licensing board), and a financial institution. They will outline the skills and experience requirements potential employers look for when hiring entry-level real estate appraisers. The workshop will allow for Q & A. Attendees are encouraged to email questions in advance to scastellanos@bankofstockton.com.

But wait, there is more! Don't rush into traffic when the workshop ends at 6:00pm. Plan to stay for our joint networking social that will include attendees from "The Financing of Affordable Housing" workshop that will conclude simultaneously. Simply complete the registration form below or register online at <http://www.norcal-ai.org/event.html>

About Workshop #2: The Financing of Affordable Housing

This workshop will explain the "alphabet" of public financing options, as well as conventional lenders, available to developers of affordable housing projects. What are HDC-MHP, LIHTCs, CLDAC, and TCAC approvals, how are they used, and who authorizes/approves them? By understanding the application for, and restrictions of, the approvals from these financing sources on the use and rental rates/sale prices of affordable housing, the appraiser can more accurately estimate the market value of an affordable housing project. Also explained will be how conventional lenders utilize their requested values for affordable housing developments when making financing decisions.

Reservations & Payment: Advanced reservations are required. Simply fax a completed copy of the form below to the Chapter Office at 925/932-7754 by Friday, March 12. Cancellations without penalty must be received by 12 noon on Monday, March 15. Cancellations received after 12 noon on Monday, March 15, 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 can be made at the door or you can register online at <http://www.norcal-ai.org/event.html>.

"The Financing of Affordable Housing" workshop is approved 2 hours of Appraisal Institute CEC; applications for OREA and SBE CEC have been submitted. Those seeking CEC should arrive by the 4:00pm start time and allow 30 working days for the processing of attendance verification certificates.

NOTE: CEC is not available for the "How to Become" workshop.

"March Workshops and Networking Social"

Thursday, March 18, 2004

Please fax to 925/932-7754 by March 12.* Kindly observe the registration deadline.

Name _____ Phone _____

Email: _____

I am an/a: AI Member (\$30) Non-member (\$35)

I am attending: How to Become Affordable Housing Networking Social

Charge my: VISA MasterCard

Account # _____ Exp Date ____ / ____

Signature _____

AI Use: Rec'd _____ Payment _____ Amt _____ Bal Due _____ DBM _____ DBE _____

Members Page

Membership Mourns Loss Of National Past-President Bert Thornton

The Appraisal Institute is mourning the loss of Appraisal Institute past-president Bert L. Thornton, MAI, who passed away on February 24, 2004, in Pasadena, Calif. Thornton was president of the organization in 1999. More recently he served on the Education Trust (2000-2003), and was presently serving as representative to the Pan Pacific Congress of Real Estate Appraisers, as a trustee and vice chair of the Real Estate Appraisers Group Insurance Trust, and as an advisor to the Governance Restructure Project Team.

Donations may be made in his name to the American Cancer Society or Appraisal Institute Education Trust. Donations to the Trust should be sent to the Appraisal Institute national office to the attention of Olivia Carreon (550 W. Van Buren St., Ste. 1000, Chicago, IL 60607). The Trust plans to establish a scholarship in Thornton's memory.

Thornton's family has asked that if you have memories or stories regarding Bert that you would like to share with them, to please send them to: William Kent Thornton, 867 Paseo Serenata, Camarillo, CA 93102.

2004 Officers, Directors and Branch Chapter Chairs

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Steve Castellanos, MAI, SRA
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GOLDEN GATE/MEETING GROUP

Volunteers Needed

SIERRA BRANCH CHAPTER

Christina Way
cway@arrival.net

CENTRAL CAL BRANCH CHAPTER

Larry Hopper, MAI, SRA
ldhopper@rpaappraisal.com

Kelly Stevens
kellystevens@attbi.com

EAST BRANCH CHAPTER

Rob Hensley, MAI
Robert.Hensley@CBRE.com

MONTEREY BAY BRANCH CHAPTER

Chris Daniel, SRA
ctdaniel@sbcglobal.net

NORTH BAY BRANCH CHAPTER

Volunteers Needed

SILICON VALLEY BRANCH CHAPTER

Jim Gavin, MAI
James_Gavin@standardandpoors.com

New Email Addresses

Carole Laval, SRA
claval@comcast.net

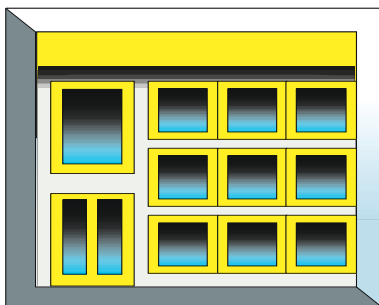
Member on the Move

Sean O'Reilly, MAI, SRA
O'Reilly Appraisal
760 Market Street, Suite 526
San Francisco, CA 94102
415/421-0107 FAX 415/544-9894
sean@oreillyappraisal.com
www.oreillyappraisal.com

Members In the News

Appreciation is extended to Joanne Roney, SRA, Michele McDonell, SRA, Janice Bezou, SRA, Wayne Prescott, MAI, Rich Labagh, MAI, Howard Levy, MAI, and Jim Tom, MAI, for volunteering their time on the chapter's Experience Review Committees.

A number of local MAI associate members sat for the February Comprehensive Exam. Special thanks to Art Lombard, MAI, Examinations Committee Chair, Mary Gates, MAI, Rob Denton, MAI, Howard Levy, MAI, Wayne Prescott, MAI, and David R. Hardy, MAI, for proctoring this two-day exam.



Entry Level RE Appraiser Courses

Course 110:
Appraisal Principles
March 25-27 and 29-31
San Jose

Course 120:
Appraisal Procedures
June 3-5 and 7-9
San Jose

Course 410:
National 15-Hour USPAP
April 29-30
Dublin

For details visit <http://www.norcal-ai.org/event.html>



2004 Committee Chairs

Arrangements

Siobhan Semple Stoddard, MAI

Membership Development

Steve Castellanos, MAI, SRA

Associates' Guidance

— General

Anthony Mills, MAI, SRA

Associates' Guidance

— Residential

Chris Daniel, SRA

Experience Review

— General

Peggy Darnall, MAI

Experience Review

— Residential

Michael Dambacher, SRA

Finance

Claudia Carleton, MAI

Government Relations

Carole Laval, SRA

Courses

Steve Kuhnhoff, MAI

Seminars

Frank Schmidt, SRA

Fall Conference

Peter Overton, MAI

Public Relations

Joe Napolliello, MAI

Technology

Karen Mann, SRA

Newsletter

Sara Cohn, MAI

Melissa Bach, MAI

Nominating

Neil Lefmann, MAI, SRA

Examinations

Art Lombard, MAI

Workshops

John Hillas, SRA

Melissa Bach, MAI

Rob Hensley, MAI

Rick Smith, MAI

What Does Membership in the Appraisal Institute Offer?

Each month we will highlight some of the benefits available to Appraisal Institute members. To view a complete list, visit <http://www.appraisalinstitute.org/membership/benefits.asp>

Real Estate Solution Software

REALM SOFTWARE: The Realm Software offers a 10 percent discount off of the regularly listed price on all new and additional licenses of ARGUS, DYNA, and CONNECT. Argus will also grant an extra 10 percent off to those who complete the Appraisal Institute's Course 810 — Computer Advanced Cash Flow Modeling or an approved Realm-sponsored ARGUS training course. For more information, contact: 469/791-1000, info@Realm.com.

Research Publications

CUSHMAN & WAKEFIELD MARKETBEAT SNAPSHOT: Cushman & Wakefield, a global real estate services firm, publishes a research publication, MarketBeat Snapshot which highlights market and submarket property statistics in the subscriber's chosen location. Cushman & Wakefield is offering AI members a 25 percent discount off of this publication. For more information visit <http://www.cushmanwakefield.com/us/>

HOTEL BROKERS INTERNATIONAL: HBI is offering two discounts to AI members. Members can receive the 2003 edition of TransActions Recap for more than 20 percent off the cover list price, or order the TransActions Subscription Service, which includes the 2003 edition of TransActions Recap and three custom searches of HBI's Information Services Division over the next year for a 50 percent savings. This promotion will also apply to the 2004 edition of TransActions Recap, with an anticipated release date of spring 2004. To place an order, call 800/821-5191 and have your AI membership number available.

IREM INCOME/EXPENSE ANALYSIS REPORTS: The Institute of Real Estate Management is offering AI members a 20 percent discount on their Income/Expense Analysis research reports. These reports provide quality income and expense data for private-sector office buildings, multifamily properties, community associations, federally-assisted properties and shopping centers in the top metropolitan markets in the United States and Canada. For more information visit www.irem.org/appraisal.

PLEASE NOTE, the benefits discussed in the programs above are for informational purposes only and may be subject to separate terms and conditions effective at the time the member signs up to participate with the company administering the respective program(s). Members may be required to agree to separate terms and conditions by the company administering the respective program(s) prior to participating in the program.

Do You Have An Opinion?

IMHO (In My Humble Opinion) is 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.

Join the Chapter's Group Email Distribution

Email is one of the quickest and most effective ways that our chapter members can communicate with each other. Have an appraisal-related question? Looking for comparable information? The chapter's group email serves as a great information exchange. Chapter members who do not currently belong to the chapter's group email, are encouraged to send an email to lisa@norcal-ai.org stating their intent to join! Best of all — *it's free!*

Branch Chapter / Local Meeting Group Events

JOINT AI/IRWA NETWORKING LUNCH & WORKSHOP

Date: Wednesday, April 14
Location: Preservation Park, Oakland
Networking: 11:30am
Lunch: 12:00pm
Presenter: Craig Fries, Precision Simulations
Workshop: 2:00pm
Topic: Bay Area Economic Perspective Workshop
Presenter: Brian Kirking, ABAG
Price: AI/IRWA Members Non-members
Lunch Only: \$20 \$25
Lunch & Workshop: \$35 \$40

Additional details in the April issue of *Appraisal News*. Advanced registrations are required. Applications for 2 hours of Appraisal Institute, OREA, SBE and IRWA continuing education credit are being submitted.

MONTEREY BAY BRANCH CHAPTER WORKSHOP & NETWORKING SOCIAL

NEW **Date:** Thursday, April 22
Location: Embassy Suites (Seaside) Monterey
Workshop: *Common Misconceptions About USPAP*
Presenter: Stephanie Coleman, MAI, SRA
 Director of Screening, Appraisal Institute
Time: 4:00pm
Social: 6:00pm
 (includes wine and hors d'oeuvres)
Price: AI Members Non-Members
Workshop Only: \$30 \$35
Social Only: \$30 \$35
Workshop & Social: \$30 \$35

About the Workshop:

This two-hour program will discuss how the role of the appraiser is changing. With clients often asking for shorter, faster appraisals, how can we meet those needs while still complying with USPAP? One of the topics of discussion will be limited appraisals and what constitutes a "limited appraisal". Critical in the process is determining the appropriate "Scope of Work" in light of the purpose of the appraisal. Relevant changes to USPAP will also be discussed. Approved for 2-hours of OREA CEC (#00754C612). Applications for 2-hours of Appraisal Institute and SBE CEC are being submitted. For more information or to register, visit <http://www.norcal-ai.org/event.html>.

CENTRAL CAL MARKET UPDATE

Date: Friday, May 14
Location: LaRyan Event Center, Fresno
Panelists: Rick Baldonado, Meyers Group
Additional panelists to be announced

2004 VALLEY APPRAISAL AND VALUATION CONFERENCE

Date: Friday, May 21
Location: University of the Pacific, Stockton
Panelists: Mike Belote, Lobbyist, California Advocates
 Henry Claussen, VP, Bank of Stockton
 Mike Zagaris
Additional panelists to be announced
Topics: *Critical Documents*
USPAP Review
Capital and Real Property Markets
Legislative Update
The Future in the Central Valley

SILICON VALLEY BRANCH CHAPTER

There is strong interest in reviving the Silicon Valley Branch activities. Please email Jim Gavin at james_gavin@sandp.com with the following:

- 1) Confirmation of your interest in being on a contact/ mailing list for Silicon Valley Branch Chapter / Local Meeting Group Events,
- 2) Any ideas that you may have for workshop topics.

2004 Silicon Valley Branch Chapter Chair Jim Gavin, MAI, will collect the responses and begin to take action in coordinating events so South Bay appraisers can network and simply gather to talk about our business.

COMING SOON

By popular demand

Course 320: General Applications

August 26-28 and

August 30-September 1

Instructor(s): John Urubek, MAI, and
 Joe Magdziarz, MAI, SRA

Location TBA

Agenda for Associates

Reply Requested: Demonstration Report Writing Seminars

The Associates' Guidance Committee is considering presenting the Demonstration Report Writing Seminars for both MAI and SRA associates in 2004. However, we need to hear from interested associates who would like to attend this seminar in Northern California.

Please contact the Associates Guidance Chairs (Anthony Mills, MAI, SRA, 707/765-6246; acmills1@msn.com or Chris Daniel, SRA, 831/624-6142; ctdaniel@sbcglobal.net) if you would like this seminar to be offered by the Northern California Chapter.

At this time, this seminar is not scheduled for any locations in the western or mid-western states. If you need this seminar to complete your demo, you owe it to yourself to let us know ASAP.

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.

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

Miscellaneous

Office Space. Private windowline office on 2nd floor. Operable windows, hardwood floors, use of conference room. Share with appraiser, architect, land rights consultant. Sublease \$525/month through 2006. Located Sutter/Kearny in SF. John Kaeuper, 415/397-1168.

Who Are You Going to Call?

Need help understanding the requirements for designation or a little nudge to get your demo started? Confused about all of the changes that have occurred since you became an associate member? Fear no more! Contact the following committee chairs for assistance:

Membership Development & Retention

Steve Castellanos, MAI, SRA
209/929-1441 FAX 209/929-1394
scastellanos@bankofstockton.com

Associates' Guidance — General

Anthony Mills, MAI, SRA
707/765-6246 FAX 707/765-9634
acmills1@msn.com

Associates' Guidance — Residential

Chris Daniel, SRA
831/624-6142 FAX 831/624-6148
ctdaniel@sbcglobal.net

Experience Review - General

Peggy Darnall, MAI
510/452-4477 FAX 510/452-4230

Experience Review — Residential

Michael Dambacher, SRA
209/532-8833 FAX 209/532-8634
dambacher@mlode.com

In addition, feel free to contact the Member Services Department at the National Office. The professionals who staff this department, are experts in helping to determine your needs and can help put you on the path toward designation.

Comprehensive Exam

Carrie Vann
312/335-4189
cvann@appraisalinstitute.org

Katie Powell
312/335-4187
kpowell@appraisalinstitute.org

Associate Records

Dorothy Williams
312/335-4172
dwilliams@appraisalinstitute.org

Experience Review

Marilyn Moore
312/335-4173
mmoore@appraisalinstitute.org
Harriet Kudlacik
312/335-4157
hkudlacik@appraisalinstitute.org

Status/Demo Reports

Nancy Morales
312/335-4177
nmorales@appraisalinstitute.org
Margaret Latimore
312/335-4174
mlatimore@appraisalinstitute.org

Still Looking for A Few More Hours?

Have you found yourself needing a few more hours to meet your continuing education requirements? Now is the time to review the list of upcoming education programs on page 7 and register! Don't get caught short.

If your renewal cycle is about to come due, don't wait to start gathering your attendance certificates and getting all of your continuing education records in order. The Chapter Office only maintains records for seminars and workshops, while the National Office maintains the records for courses (regardless if the course was sponsored by a local chapter). For course transcripts contact the Appraisal Institute's Information Center at 312/335-4140 or info@appraisalinstitute.org.

To request a duplicate attendance certificate for a seminar or workshop offered by the Northern California Chapter, submit your request to the Chapter Office in writing. Due to the volume of requests, only written requests/faxes can be handled. Be sure to include the date (month/year) and the name of the program. As much of the back-up documentation is now stored in archives, allow a minimum of three weeks for your request to be processed. Non-affiliates of the Northern California Chapter should include a \$15 processing fee with their written request. This research will be provided to members of the Northern California Chapter at no charge.

Vineyard Valuation IV Kirkland Ranch Winery, Napa Friday, May 7, 2004

Topics Include:

- Industry Trends
- Vineyard Values:
Past, Present & Future
- What Does It Cost To Produce
A Glass Of Wine?
- Vineyard Characteristics
- Central Valley Markets

Speakers Include:

Cyrill Penn, Wine Business
Hal Forcey
Richard Brockmeyer
John Bergman
Stan Xavier, Correia-Xavier

Spring REAMUG Meeting

Real Estate Microcomputer Users Group

March 26 & 27, 2004
Holiday Inn Bayside
4875 North Harbor Drive
San Diego

Topics Include

- The CoStar COMPS Sales Program and Where It Is Going
- M & S Connect Continues to Grow
- Preparing Quality Maps, Graphics & Internet Sources
- Software and Hardware Update — What Has Changed and What Has Not!
- Commercial Report Generators: The National Perspective
- So, You Want To Switch To A New Computer?
- Lo-Tech Workshop: Have You Considered Doing This?

Continuing education credits (10.5 hours) are pending approval from OREA.

For registration information contact Christina Way at 209/883-2796, email cway@arrival.net.

Education



Upcoming Educational Offerings

- Appraisal Consulting Seminar** **March 12**
Instructor: Dawn Molitor, SRA
Location: Vineyard Creek Hotel, Santa Rosa
- Course 210: Residential Case Study March 18-20 & 22-24**
Instructor: Dawn Molitor, SRA
Location: Hilton Garden Inn, Fairfield
- Course 520: Highest and Best Use Analysis** **March 22-27**
Instructors: Gary DeWeese, MAI, and Dan Swango, MAI
Location: San Jose Hyatt, San Jose
- Course 110: Appraisal Principles** **March 25-27 & 29-31**
Instructor: Arlen C. Mills, MAI, SRA
Location: University of Phoenix, San Jose
- Course 400: National USPAP Update (7-hour)** **April 23**
Instructor: Stephanie Coleman, MAI, SRA
Location: Embassy Suites, Monterey
- Course 410: 15-Hour National USPAP** **April 29-30**
Instructor: Arlen C. Mills, MAI, SRA
Location: Radisson Hotel, Dublin
- Course 420: Business Practices and Ethics** **May 1**
Instructor: Arlen C. Mills, MAI, SRA, & Jim Bautovich, MAI, SRA
Location: Radisson Hotel, Dublin
- Vineyard Valuation IV** **May 7**
Instructor: Panelists
Location: Kirkland Ranch Winery, Napa
- Course 400: National USPAP Update (7-hour)** **May 24**
Instructor: Stephanie Coleman, MAI, SRA
Location: San Jose Hyatt, San Jose
- Course 120: Appraisal Procedures** **June 3-5 & 7-9**
Instructor: Craig A. Owyang, MAI
Location: University of Phoenix, San Jose
- Course 600: Income Val of Small Mixed Use Properties** **June 7-8**
Instructor: Dawn Molitor, SRA
Location: Hilton Garden Inn, Fairfield

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

Name _____ Phone _____

FAX _____ Email _____

There are 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 one month prior to the offering to help avoid possible cancellation.



Looking Ahead

- March 12 Appraisal Consulting
— Santa Rosa
- March 18 Workshops/Networking
— Pleasanton
- March 18-20 & 22-24
Course 210: Res Case Study
— Fairfield
- March 22-27 Course 520:
Highest & Best Use
— San Jose
- March 25-27 & 29-31
Course 110: Principles
— San Jose
- April 22 Monterey Bay
Workshop/Social
— Monterey
- April 23 Course 400:
7-Hour USPAP
— Monterey
- April 29-30 Course 410:
15-Hour USPAP
— Dublin
- May 1 Course 420: Ethics
— Dublin
- May 7 Vineyard Valuation
— Napa

2004 Chapter Officers

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John Hillas, SRA

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jhillas@sierravaluation.com

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bruce@landmarkvaluation.com

TREASURER

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claudia@hulberg.com

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Robin J. Erdmann, MAI

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robinerdmann@comcast.net

CHAPTER OFFICE

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www.norcal-ai.org

Executive Director

Lisa M. Estes
lisa@norcal-ai.org

Administrative Assistant

Pat Moore
pat@norcal-ai.org

Library Hours by Appointment

Appraisers Wanted

National Firm in Walnut Creek seeks MAI or appraiser with 3+ years of experience to join a fast-paced, professional office where you are given excellent technical support and data resources. Qualified candidates are quality-oriented and proficient in MS Word and Excel (Argus experience desirable). Please fax your resume to Diane F. Nowak, MAI, Joseph J. Blake and Associates at 925/974-0338 or email me at dnowak@blakeglobal.com.

East Bay Appraisal Firm is seeking a Commercial Appraiser with a minimum of three years experience and state license. Must be a self-motivated, detail oriented, computer literate individual with good communication and strong writing skills. MAI or actively seeking MAI designation, competitive fee split and pension plan. Contact Michael E. Dunn, MAI, CCIM, at 1647 N. California Boulevard, Suite 208, Walnut Creek, CA 94596, 925/472-5853, FAX 925/472-5855 or email qualifications to mikedunn@pacbell.net.

Here's a Great Opportunity for Retail/Commercial Real Estate Appraisers. We are a retail/commercial real estate development company located in Palo Alto, CA and we have immediate opportunities for two talented Real Estate Research/Analysts. These positions report directly to the President and offer excellent pay and benefits. You will research and analyze commercial and retail properties in northern California to provide underwriting data to support investment and/or development. A strong understanding of retail or commercial markets coupled with a minimum of 2 years appraisal experience would help you succeed in these positions. Undergraduate degree in finance, urban planning, business or a real estate related field is very desirable. For immediate consideration, Fax resume to 650/494-6305 or email to www.careers@marcusmillichap.com or call Jim Breshear at 650/842-2218.

Appraisers Available

Appraiser Trainee Available. I am currently seeking a part-time position with a Sacramento or Placer County appraiser or appraisal firm as a Trainee Appraiser. I have my state issued trainee license and an A.A. degree in Administration of Justice (paralegal emphasis) and over 12 years experience in a legal environment. Contact information: cprescott94086@yahoo.com or 916/541-5472.

Classified Guidelines & Deadlines

The newsletter submission deadline is noon on the 5th of the preceding month. All submissions for the May 2004 issue must be received by noon on April 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. Submit ads to lisa@norcal-ai.org.

Question of the Month

Q. WHY DOES THE NORTHERN CALIFORNIA CHAPTER NOT SPONSOR MORE EDUCATION OR NETWORKING OPPORTUNITIES IN DOWNTOWN SAN FRANCISCO?

A. The chapter services a very large geographic area. At present the largest concentration of our members work/reside along the I-680 corridor. Facilities that offer both affordable parking and access to public transportation are difficult to come by in downtown SF. However, we are always in search of new facilities and welcome specific suggestions. Each year to help us determine which offerings should be presented and where they should be presented, we distribute an Education Survey. The 2004 Education Survey was published in the May 2003 issue of *Appraisal News* <http://www.norcal-ai.org/newsletters/0503.pdf> as well as widely distributed at 3rd and 4th quarter education offerings. Though most of the scheduling for 2004 is now complete, appraisers who are looking for specific education offerings before the end of the year are strongly encouraged to complete the survey and return it to the Chapter Office. In addition, the Golden Gate/West Branch Chapter is designed to provide workshops of "local" interest and networking opportunities. If you would like to volunteer to serve on the Golden Gate/West Branch Chapter or attend programs in this area, please send an email with your current contact information to lisa@norcal-ai.org.