



Appraisal News

Northern California Chapter of the Appraisal Institute

Experts on Trial: Attacking & Defending An Appraisal In Litigation

• April 22-23, 1999 • Pleasanton Hilton •

Finally, the seminar you've been waiting for is coming to the Bay Area this spring! *Attacking & Defending an Appraisal in Litigation* provides the framework and considerations for attacking and defending an appraisal in litigation. Common mistakes made in appraising and testifying concerning an appraisal are stressed. Various standards and ethical rules that are commonly misapplied or misunderstood are highlighted and explained. In addition, common tricks and how to prepare for tricks on cross-examination are identified, as well as answering hypothetical questions at trial. Part II of the this seminar also highlights substantive appraisal theory differences that often cause different approaches and thus values for appraisals in litigation.

Major topic areas include:

- ▶ The Basic Framework: Effective Attack and Defense;
- ▶ Foundations: Definitions and Three Approaches;
- ▶ The Appraiser: Instructions from the Attorney;
- ▶ The Appraisal: Trapped by USPAP and Ethics?;
- ▶ The Appraisal Report: Minimum Requirements;
- ▶ The Review Appraisal: Preparing Your Attorney.

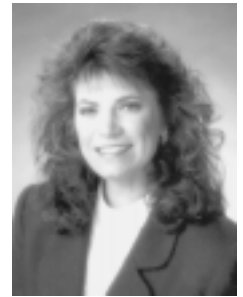
This seminar will be presented by its developer Ted R. Whitmer, MAI, CCIM, Attorney. Mr. Whitmer has engaged in real estate appraisal since 1981 appraising numerous types of property. He has significant experience teaching at the university level and for appraisal organizations. Ted is renowned in the Appraisal Institute for his development and presentation of The Comprehensive Appraisal Workshop.

The seminar is approved for 14-hours of Appraisal Institute Continuing Education Credit. Applications for 14-hours of OREA, SBE and California

See "Experts," page 6

Dawn M. Molitor, SRA President's Message

Challenge Your Capacity to Adapt, Survive and Thrive Part II



Dawn Molitor

This President's Message is Part II of last month's issue, and specifically deals with the residential appraisal industry. Again, the concept is not to create insecurity among members or identify absolute trends but to open up an insightful dialogue that can lead to both feedback and ideas if the Appraisal Institute, and your Chapter, are going to be successful in ensuring you and your designation lead our profession in the future.

Today, it is no surprise to a residential appraiser that transaction data is becoming more and more available, specifically to lenders and the public. We are currently in the throes of a power shift from the Realtor into the hands of the consumer. This change will be a significant variation for the majority of residential appraisers whose lender-work is directly obtained through financial institutions or real estate agents during a consumer purchase, refinance, equity loan, or PMI can-

cellation appraisal. With this change in clientele, the onset of automated valuation models (AVMs), and other semi-competing services, e.g., home inspections, the residential appraiser must continue to adapt in order to provide the new services demanded in this changing marketplace by changing participants. The headiest shift of power into the hands of consumers will occur if the Real Estate

See "President," page 3

AI Nor Cal Chapter Creates New Web Site

To recognize the recent merger of chapters, we have created a Web Site for the Northern California Chapter of the Appraisal Institute. We now have three new domain names, and all will access the chapter's web site. You can use <http://www.NorCal-AI.org>, <http://www.NorCal-AI.net>, or <http://www.NorCal-AI.com>. The old SFBay-AI.org URL will reach the new site for the next six or so months.

The new site has a different layout, which we hope is cleaner, with a more professional "look and feel." Cleaner, more descriptive graphics have been used, providing better buttons and banners.

Each page includes a utility box. This includes links that give the visitor the following easy access to the Webmaster, a form to request information from the chapter, a link to the National site, the most current chapter newsletter and a section called "NorCal Happenings" where current news will be posted.

See "AI Web Site," page 5

Subchapter Meeting Info

EAST BAY SUBCHAPTER THURSDAY, APRIL 15

Location: Hs. Lordships
Berkeley Marina

Workshop: 4:00pm
Topic: *The Commercial Real Estate Arena*

Presenter: David Deutcher
Commercial Real Estate Arena

Social: 6:00pm

Dinner: 7:00pm
Topic: *What do Chief Appraisers Want?*

Speaker: Nanci Sullivan, MAI
Principal of The Sullivan Group
Former Chief Appraiser at Bayview Bank

Price:	Members	Non Members
Workshop only:	\$25	\$30
Dinner only:	\$25	\$30
Both:	\$25	\$30

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 Monday, April 12. Please indicate the names of any guests that you might be bringing. Cancellations without penalty must be received by noon on Monday, April 12. Cancellations received after noon on April 12, 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.

Attendees staying for the dinner will have a choice of chicken or beef. Please indicate your meal selection on your reservation form prior to faxing it to the Chapter Office. Payment will be collected at the door. We reserve the right to substitute speakers under circumstances beyond our control.

About the Workshop:

The instructor, David Deutscher, has been in the real estate brokerage business for 26 years starting in property management in 1973. In addition to property management, Mr. Deutscher has been a developer, and is an active broker of commercial real estate. His vast experience in commercial real estate led him to seek a convenient way for brokers and other market participants to easily access listing information.

After considerable study, Mr. Deutscher concluded that a mixture of Oracle's database software and Internet access, would provide the best mixture of reliability and cost effectiveness, and the Commercial Real Estate Arena was formed. Find out how this listing database works and learn about other useful tools of the internet available to real estate practitioners. Learn how to search effectively for real estate information over the internet with the Arena and other available sites. Increase your productivity and save time with data collection by attending this workshop. Applications for 2-hours of OREA, AI and SBE CEC are being submitted. Attendees seeking CE must arrive by the 4:00pm start time. Partial credit is not available.

About the Dinner Topic:

Nanci Sullivan, MAI, former Chief Appraiser at Bayview Bank and former Compliance Officer at Bank of California will tell you what chief appraisers want! She'll discuss what is most important: cost, turnaround or quality? Nanci will also discuss why some reports are reviewed heavily and some barely. Plan to attend and bring your questions!

SILICON VALLEY SUBCHAPTER THURSDAY, APRIL 15

Location: Silicon Valley Capital Club
Fairmont Plaza
50 W. San Fernando, Suite 1700
San Jose Directions: 408/971-9300

Parking: The Pavillion/Second Street Lot

Lunch: 11:30am
Topic: TBA- Contact the Chapter Office

Workshop: 1:30pm
Topic: *Update: Hardware, Software and Improving Efficiency in the Small Office*

Speaker: Mary Dum, Computer Whiz

Price:	Members	Non Members
Lunch only:	\$30	\$34
Workshop only:	\$30	\$34
Both:	\$30	\$34

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 Monday, April 12. Please indicate the names of any guests that you might be bringing. Cancellations without penalty must be received by noon on Monday, April 12. Cancellations received after noon on April 12, 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:

Contact the Chapter Office at 415/398-4259 or Jenny@NorCal-AI.org for lunch topic information.

About the Workshop:

Mary Dum, Editor of "REAMUG Journal" and author of "WinAppraiser: Windows for Real Estate Appraisers" will speak on computer hardware and software geared toward the real estate appraiser. She will cover present and future trends in computer hardware and appraisal software, the best digital cameras and color printers to serve our special needs, and the benefits of using the Internet. This workshop will be pertinent for both commercial and residential appraisers. This is an update to one of Mary's most popular workshops, *Hardware, Software and Improving Efficiency in the Small Office*, originally presented in 1994.

Don't miss this opportunity to draw upon her wealth of knowledge and experience. Approved for two hours of OREA (#99754C526), Appraisal Institute and SBE continuing education credit. Attendees seeking credit must arrive by the 1:30pm start time. Partial credit is not available.

1999 Annual Fall Conference

Planning for this year's Annual Fall Conference to be held on Thursday, October 21, is underway. Once again we will be hosting this annual event at the San Francisco Marriott. Join this exciting committee for a planning session on Wednesday, April 7 at 3:00pm in the 2nd Floor Conference Room, 110 Sutter Street, San Francisco. Can't attend but have some great ideas or are interested in working on one of 9 cutting edge breakout sessions? Contact 1999 Fall Conference Chair, Jan Woolsey, MAI, at 415/705-7525 or jan.woolsey@uboc.com.

Subchapter Meeting Info

SIERRA SUBCHAPTER

JUNE 16

Location: Stockton Radisson

Workshop: 4:00pm

Topic: 1999 San Joaquin and Stanislaus Counties RE Update & Forecast

Social: 6:00pm

Dinner: 7:00pm

Speaker: To Be Announced

About the Workshop:

This annual update workshop will focus primarily on San Joaquin and Stanislaus counties with emphasis on Stockton and Modesto. A panel of specialists will speak on industrial properties, retail, office, multi-family and the residential market.

More details and registration information will appear in the May newsletter.

President, from page 1

Settlement Procedures and Truth in Lending Acts (RESPA/TILA) are reformed in Congress, as anticipated. This change alone is expected to foster new relationships between parties to a real estate transaction, i.e., the lender and the consumer, the appraiser and the consumer.

Specific examples of this power shift are all around us. Groups like Acxiom and DataQuick will continue to joint venture to provide AVM valuations on a nationwide basis, at significant cost reductions to lenders and consumers. RESPA/TILA reform calls for bundling real estate transaction services to provide a more cost effective product to consumers, including the valuation. Recent PMI reform encourages direct contracting of services between the consumer and appraiser. The role of the real estate agent will continue to diminish as lenders push to work directly with the consumer using pre-qualification programs, and property listings become more accessible over the Internet. Products like Microsoft Home Advisor and Quicken Homeshark are Internet-based residential real estate sales products that threaten the National Association of Realtors membership and their

services to the consumer. If this is not enough, the recent HUD focus on the Valuation Conditions sheet identifies a conflict: Are appraisals more important than home inspections? Some will say that if residential appraisers don't assume a role in deciding if a home inspection is required, mandatory home inspections will pass.

In the meantime, county assessors are investigating the income potential of providing valuation estimates to lenders using assessment data while EDI allows the capture of our appraisal data to be used by lenders making loan decisions.

Seeking Solutions

In reading this discussion, you could interpret the demise of the residential appraiser, but it in no way needs to happen. However, it most likely does imply the demand for our current services and products will decline.

This is the time and place to prepare to provide new services and products for the needs of the client waiting on the horizon.

The first and most impor-

tant ingredient is to participate in the management and control of our data. Standards for how and where this data can be used through the development of the Residential Database is critical. The Residential Appraiser must become proficient in using all and any new techniques for valuing property to provide the diverse services that will be expected by lenders, and new clients like consumers. Assert our expertise in determining if a home inspection is warranted, so that a home inspection does not become the replacement for an appraisal. The key to success is: 1) identify your 'client'; 2) their needs; and, 3) provide the value-added services to fulfill those needs.

The Appraisal Institute, and your Chapter, have an obligation and a responsibility to help you prepare for such continual change. This will entail re-evaluating our designation requirements, education, experience review, and examinations to assist you in effectively competing.

We must assert our roles in the data management business. We also must form partnerships and alliances with complementary organizations and business groups that represent appraisal clientele today, as well as the future, in order to expand the knowledge of the services a residential appraiser provides.

This is the time to act and not be caught reacting. This discussion represents large but absolute challenges we need to face together for "us" to take better aim at our future.

Excerpts from this forum were paraphrased from the article, "Taking Aim on the Future" in the Appraisal Institute Magazine, Valuation Insights and Perspectives, 4th Quarter 1998.

"Business, more than any other occupation, is a continual dealing with the future; it is a continual calculation, an instinctive exercise in foresight."

— Henry R. Luce,
Founder, *Time* magazine

1999 Northern California Chapter Committee Chairs

ARRANGEMENTS

Siobhan Semple, MAI
415/472-7833

ASSOCIATES' GUIDANCE - GENERAL

Jeff Fillmore, MAI
408/241-4400

ASSOCIATES' GUIDANCE - RESIDENTIAL

Bruce Hahn, SRA
925/855-4950

FALL CONFERENCE

Jan Woolsey, MAI
415/705-7525

COURSES

Susan Burnett, MAI
415/356-8058

SEMINARS

Claudia Carleton
408/279-1520

WORKSHOPS/PROGRAMS

Bill Bambas, MAI
209/478-9204

EXAMINATIONS

John Merget, MAI
510/577-8079

EXPERIENCE REVIEW - GENERAL

Ken Matlin, MAI
408/436-5500

EXPERIENCE REVIEW - RESIDENTIAL

Deena Love, SRA
510/528-1588

FINANCE

Craig Owyang, MAI
650/595-8615

GOVERNMENT RELATIONS

Bruce Willmette, MAI
209/478-9204

MEMBER DIRECTORY

Mark Ottman
415/296-6692

MEMBERSHIP RETENTION

Eric Griffin, MAI
209/578-9943

NEWSLETTER

Sean O'Reilly, SRA
415/788-7722

EAST BAY SUBCHAPTER

Ann O'Rourke
510/865-8041

GOLDEN GATE SUBCHAPTER (SF/WEST BAY)

TBA

SILICON VALLEY SUBCHAPTER

Greg Stephens
408/577-6120

REDWOOD EMPIRE SUBCHAPTER (NORTH BAY)

TBA

MONTEREY BAY SUBCHAPTER

Ron Zeller, MAI
831/426-1750

SIERRA SUBCHAPTER

Steven Castellanos, MAI, SRA
209/838-2579

Members on the Move

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Monna Associates
3100 Mowry Avenue, Suite 205
Fremont, CA 94538
510/790-2345 FAX 510/790-1826

Jay Harper, MAI
Harper & Associates
445 Arguello Boulevard, #1
San Francisco, CA 94118
415/431-1088 FAX 415/922-0128

Steven C. Lederer, SRA
722 Park Hill Road
Danville, CA 94526
925/838-0706 FAX 925/838-0382

New Phone Number

Ron Baum, MAI
415/389-6261 FAX 415/380-9518

Newly Designated

Richard Labagh, MAI
The Reitman Group
2470 El Camino Real, Suite 200
Palo Alto, CA 94306
650/843-0740 FAX 650/843-0744

Members in the News

Steven J. Herzog, MAI, authored an article titled "Wind Energy: Power and Policy" that was published in the January issue of *The Appraisal Journal*. This is Herzog's second article to be published in the *Journal*. His first was on California water rights and appeared in the April 1996 issue. An independent fee appraiser in Modesto, he is also a professional forester and a real estate broker. Herzog received an MS in forestry from Oregon State University, Corvallis, and specializes in complex and unusual assignments, including litigation and natural resources.

In Memorium

We regret to inform you that **John H. Chambers, MAI**, passed away on January 20, 1999. Mr. Chambers retired from the employ of the County of Marin, as Chief Appraiser in 1977, but continued to do contract work until 1983.

Condolences are extended to the family and former colleagues of this longtime member.

A Message from the National President

Appraisal Coalition Lawsuit Dismissed

The Appraisal Institute's motion for Summary Judgement in the Appraisers Coalition Lawsuit has been granted and the case dismissed.

As President of the Appraisal Institute, I am very pleased that this litigation has come to an end, and we can direct our full attention to serving our members. Beyond that, with this litigation behind us, I am anxious for a new beginning and a rebuild-

ing of confidence throughout our membership. I am committed to having our organization deliver to all our members the quality service and support they deserve.

I want to thank all those who worked on this issue over the years. Your efforts are greatly appreciated. I look forward to our working together in the coming year.

— Bert L. Thornton, MAI

NATIONAL AT WORK FOR US

NAHB Invites AI to Participate in Major FEMA Initiative

The National Association of Home Builders Research Center has invited the Appraisal Institute to participate in a proposal to the Federal Emergency Management Administration (FEMA) to form multi-disciplinary disaster response teams.

NAHB and the Appraisal Institute presented the proposal to FEMA on February 5. If the contract is awarded, highly qualified real property appraisers with extensive experience in disaster recovery operations will be recruited to take part in the initiative.

"We are delighted to collaborate with NAHB's respected research center on this important project that gives Appraisal Institute designated members additional visibility in the insurance industry and the public sector," said Sean Hutchinson, Appraisal Institute vice president of educational programs and publications. "Because of the training and experience requirements for designation, our members possess unique competencies that directly support the FEMA initiative." For more information contact Sean at: sean_hutchinson@ai.ccmil.compuserve.com.

FHA Announces Lender Roster Requirements

On February 8, 1999, the FHA debuted the revised Handbook 4150.2-HUD/FHA Valuation Analysis for One-to-Four Family Dwellings. Continuing the reforms started by the Homebuyer Protection Plan in June 1998, the handbook clarifies tougher requirements for Lender Selection Roster eligibility. To be eligible to perform appraisals for FHA, appraisers must pass a HUD/FHA test on

appraisal methods and reporting, which focuses on applied knowledge of the new handbook. The Appraisal Institute has submitted the names of three individuals for a team that will craft exam questions.

Another significant change is the introduction of performance measures. FHA will monitor appraisers' performance in appraisal process, appraisal reporting, valuation conditions and maintenance of professional standards and field reviews.

Together with the Mortgage Bankers Association and the National Society of Real Estate Appraisers, the Appraisal Institute is developing a one-day multimedia seminar that concentrates on the changes to the Handbook and the revised Single-Family Appraisal Report forms. The seminar will prepare appraisers for the qualifying exam and help insure that appraisers continue to meet FHA requirements. For more information, contact Bill Endsley at 312/335-4230 or: bill_endsley@ai.ccmil.compuserve.com.

New Programs for Banking Professionals

The Appraisal Institute, together with Valcor Advisory, Inc., will begin offering educational seminars for banking professionals. These seminars are designed to clearly convey how appraisals should be used in loan underwriting.

The common theme in these seminars, developed by William L. Pittenger, MAI, SRA, is loan repayment and how bankers should use appraisals to achieve this goal. The list of seminars includes: Appraisals and Real Estate Lending — What Every Banker Should Know; Appraisal Regulations Revisited; Fair Lending and the Appraisal Process; Appraisal and Appraiser Performance Review; and Contemporary Appraisal Management.

For information on seminar offerings contact Bill Endsley at 312/335-4230 or bill_endsley@ai.ccmil.compuserve.com.

Duplicate Mailings

If you are receiving duplicate mailings from the Chapter Office please contact us at 415/398-2876, FAX 415/398-4259 or Jenny@NorCal-AI.org.

Please bear with us as we transition into the new Northern California Chapter. Some of you may have been newsletter subscribers in the past, and we were not able to purge the files prior to some of our first quarter mailings.

Your patience and cooperation are greatly appreciated.

New Publications For 1999

Arlen Mills, MAI, SRA, and Anthony Reynolds, MAI, have authored a new softcover text titled *The Valuation of Apartment Properties*. This publication will help ensure that you are prepared to face the uncertainties of a volatile market. It provides an up-to-date examination of the specific appraisal challenges presented by multifamily, income-producing residential properties. From the difficulties encountered in collecting comparable data to forecasting demographic trends, the book addresses all an appraiser's nagging concerns. The authors put each of the three approaches to valuing apartments under the microscope and demonstrate a variety of valuation techniques. They focus on the essential processes of site and property analysis and market analysis, presenting a case study in which a 25-step worksheet is used to forecast market area demand and subject capture. Wrapping up the discussion — and placing the appraisal of apartment properties within the context of the general valuation process — Mills and Reynolds reexamine the three Rs of real estate appraisal; recycling, reporting, and reviewing.

Attention Members: Order before April 30 and save! If you act now, you can be charged by phone (VISA/MC) by calling 847/640-5270 and receive this text at the special introductory price of \$25.20 (exclusive of shipping and handling).

Deadlines & Guidelines

The newsletter submission deadline is noon on the 5th of the preceding month. All submissions for the May, 1999 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.

AI Web Site

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The site now includes a feature where one can search for appraisers. This is done by "wedging" into the database on the National site. When the chapter adapts a new local database system, the appraiser search facility will be updated with a search function on the local site, rather than National.

An evolving idea on the Web is the concept of an Internet Community. An Internet Community, like any community, is a location where people with common interests can communicate; share ideas and help one another. We believe that web sites developed for professional associations are ideal candidates for Internet Communities. We have moved the NorCal use of the Internet in this direction in several regards.

Broadcast E-mail

We are implementing a private broadcast email system. With this system, members can send an email to a single address and have the message forwarded to all members who subscribe to the system. Broadcast email provides a simple means to communicate with a wide array of individuals. The downside is that it is not very focused; email is sent without discrimination, therefore, must have broad appeal.

Message Boards

Unlike broadcast e-mail, message boards support narrow communications, because they are designed to address a specific topic. Eight message boards are available (see list below).

The software that drives these systems have been modified to make it easier to have the boards moderated. A moderated board uses a volunteer to be the "expert" for the topic of the board. At present, only the two Associates' Guidance Boards are moderated. If you are interested in volunteering to moderate a message board, please contact Michael Herwood at Herwood@aol.com.

MESSAGE BOARDS

- ▶ Commercial Real Estate Appraisal Issues;
- ▶ Residential Real Estate Appraisal Issues;
- ▶ Appraisers Wanted/Available
- ▶ Data Exchange;
- ▶ Technology and the Real Estate Appraiser;
- ▶ Give your input to the Technology Committee;

- ▶ General Associate Members' Guidance Board;
- ▶ Residential Associate Members' Guidance Board.

Portal (Mini Yahoo)

The obligatory "Internet Links" section is being updated. Typically, one finds a static set of links leading the visitor to useful Web Sites. The next level of a link section is referred to a "Portal", which we are implementing.

A portal is a system of Internet links that formerly was referred to as a gateway. Think of Yahoo, where users submit sites for inclusion. Once submitted, the sites are validated and included in the system. With a portal, members of our "on-line community" can share sites which they have found useful.

A Useful Tool

This tool, our web page, will only be as useful as we, the "on-line community," make it. If we use it, it will happen.

The reader is encouraged to visit the NorCal web site. When submitting a site to the NorCal Portal, please have a brief description of the site, the URL and a title or name for the site.

— Mike Herwood, SRA, and Dale Wyckoff



Call for Experts

The Appraisal Institute's Appraisal Standards Council is seeking members who are experts in mass appraisal, business valuation, personal property valuation, or machinery and equipment valuation to work with the Council in evaluating and developing standards in these areas.

If you have expertise in these areas and would be interested in participating, please fax or e-mail your statement of qualifications to Jeff Liskar at 312/335-4444 or:

jeff_liskar@ai.ccmail.compuserve.com.

Surfin' On the Net

NOR CAL 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>

Appraisal Foundation Seeks Individuals for Board

The Appraisal Foundation, a non-profit organization dedicated to promoting professional appraisal standards and appraiser qualifications, is beginning its annual search for qualified candidates to serve on one of its three Boards. Completed applications for vacancies on the Board of Trustees, the Appraiser Qualifications Board, (AQB) and the Appraisal Standards Board (ASB) must be received by August 13, 1999. Individuals selected will serve three-year terms commencing January 1, 2000.

Vacancies on the Board of Trustees

There are three At-Large Trustee seats available. The Board of Trustees of The Appraisal Foundation is charged with funding the work of and appointing members to the AQB and ASB. The Board meets twice a year, in the Spring and Fall. Trustees are reimbursed for travel expenses and are not compensated for their time.

Appraisal Standards Board Vacancies

There are two vacant seats on the Appraisal Standards (ASB). The ASB is charged with developing, interpreting and amending the *Uniform Standards of Professional Appraisal Practice* (USPAP). Familiarity with USPAP is a pre-requisite of service on the ASB and a minimum of ten years of appraisal experience is required. The ASB meets five times per year for a total of approximately 15 days. Individuals serving on the ASB are compensated for their time and are reimbursed for travel expenses.

Appraiser Qualifications Board Vacancies

There are two vacant seats on the Appraiser Qualifications Board (AQB). The AQB is responsible for setting minimum qualifications criteria for state licensure and certification of real estate appraisers and has established voluntary qualification criteria for personal property appraisers. Familiarity with appraiser qualifications is a pre-requisite of service on the AQB. A minimum of ten years' appraisal experience is required. The AQB has three one-day meetings per year. Individuals serving on the AQB are compensated for their time and are reimbursed for travel expenses.

How to Apply

Applications for the positions outlined above are available on diskette in Word for Windows 6.0 format.

For more information or to request an application package, please contact Paula Douglas at 202/624-3048 or via e-mail at paula@appraisalfoundation.org.

E • D • U • C • A • T • I • O • N



A Look at 1999 Educational Offerings

Courses 410 & 420: Standards of Professional Practice April 7 - 9

[Course 410 meets the OREA's requirement for 16-hours of USPAP for initial licensing/certification as well as the USPAP requirement for licensing/certification renewal.]

Instructor: Arlen C. Mills, MAI, SRA
Fort Mason Center, San Francisco

Tuition: \$375 410 and 420 NorCal Chapter Members
\$450 410 and 420 All Others
\$250 410 or 420 NorCal Chapter Members
\$300 410 or 420 All Others

Experts on Trial: Attacking and Defending an Appraisal in Litigation

April 22-23

Applications for 14-hours of Appraisal Institute OREA, SBE, and California Bar CEC are being submitted.

Instructor: Ted Whitmer, MAI
Location: Pleasanton Hilton, Pleasanton
Tuition: \$230 NorCal Members
\$270 All Others

Lease Abstracts & Analysis Seminar

Spring/Summer

NEW! Streamlined Appraisal Forms in the Automated Underwriting Process

June 11

Second Quarter Course Offerings:

- Course 120: Appraisal Principles
- Course 310: Basic Income Capitalization
- Course 530: Advanced Sales Comparison

Third and Fourth Quarter Course Offerings:

- Course 700: Litigation Valuation Overview
- Course 710: Eminent Domain - Part A
- Course 430: Standards of Professional Practice - Part C
- Course 510: Advanced Income Capitalization
- Course 610: Cost Valuation of Small, Mixed-Use Properties
- Course 330: Apartment Appraisal: Concepts and Applications

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.*

URCEC Forms Gone

To weed out unnecessary paperwork, the Uniform Request for CE Credit Forms (URCEC) are no longer used for Nationally developed seminars (those that you receive the maroon binder) since attendees are required to turn in the orange scantron enrollment forms upon the conclusion of the offering. The National Office will cross-reference enrollment forms with sign-in sheets and update CE records. You will still receive certificates for OREA or SBE CEC (if applicable) that you can use as proof of attendance in the event of a discrepancy.

Experts

from page 1

Bar CEC are being submitted. Partial credit will not be available. The tuition fee is \$230 for Northern California Chapter Members; \$270 for all others. This seminar is expected to sell out early. We regret that faxed registrations cannot be processed. All registrants will receive a detailed confirmation letter and map. Don't delay — register today!

*See Educational Offerings box above
for other hot new seminars coming in 1999!*

Agenda for Associate Members



For Associates

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 Associates' Guidance Chairs for assistance:

General Associates' Guidance

Jeff Fillmore, MAI
408/241-4400

Residential Associates' Guidance

Bruce Hahn, SRA
925/855-4950
bhahn@ricochet.net

In addition, feel free to contact the Member Services Department at 312/335-4100. 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

Rebecca Hiddle or Katie Laughlin

ASSOCIATE RECORDS

Dorothy Williams

EXPERIENCE REVIEW

Marilyn Moore or Harriet Kudlacik

STATUS/DEMO REPORTS

Jim Jones, Sonja Mann or
Margaret Latimore

Moved? Moving? New Phone Number? New e-Mail?

If you have answered "yes" to any of the above, please submit your updated information *in writing* to the Chapter Office. When making an address change, please indicate if the update represents your business or home address and whether it is your preferred mailing address.

The Appraisal of Real Estate, 11th Ed., Available

The Chapter Office has a new supply of *The Appraisal of Real Estate, Eleventh Edition* (1996). The price (which includes sales tax) is \$49.50 for Appraisal Institute Members and \$53.50 for non-members. To order your copy, send your check (add \$7 for shipping/handling per text) payable to: Appraisal Institute, 110 Sutter Street, Suite 1010, San Francisco, CA 94104. Contact the Chapter Office at 415/398-2876 for a list of other texts currently in stock.

In Pursuit of Designation

Residential associate members must complete all designation requirements by 12/31/99 or:

- ▶ Be required to successfully complete Course/Exam 500: Advanced Residential Form and Narrative Report Writing (applicable to those admitted prior to 1/1/93);
- ▶ Be required to successfully complete the Residential Comprehensive Examination prior to third/final level (applicable to those admitted prior to 7/1/96). [Note: A motion that recommends an alternative to the Comprehensive Examination until 12/31/00 will be included in the current 45-Day Notice Material and presented at the June 1999 National Board of Director's Meeting.]

General associate members must complete requirements by 12/31/00 or:

- ▶ Be required to successfully complete Exam 520: Highest & Best Use and Market Analysis, and Exam 530: Advanced Sales Comparison and Cost Approaches (applicable to those admitted prior to 1/1/93). These exams may be challenged.
- ▶ Convert to the new "AQB Path" and will be required to submit the full 3,000 hours of Specialized Appraisal Experience for final level (applicable to those admitted prior to 7/1/96). Note: If credit has already been received for the first and/or second level, this credit *will not convert* to the final level, as those levels do not meet the same Standards criteria.
- ▶ The alternative to the college degree requirement will expire. Applicable to those admitted prior to 1/1/91.

All associate members must be a state-certified appraiser by 12/31/00 or be reclassified as an affiliate member. General associates must be general state-certified.

Need more information?

Contact Anna Vogt at 312/335-4184 or anna_vogt@ai.ccmail.compuserve.com.

Associate on the Move

William M. Range

Landmark Commercial Appraisal Corporation
3100 Mowry Avenue, Suite 205
Fremont, CA 94538
510/790-3377 FAX 510/790-3379
e-mail: range@landmarkappraisal.com
Internet: www.landmarkappraisal.com

Attention Residential Associates

Courses 210 & 500

Are you on track to meet your designation requirements but need to satisfy your education requirements for Course 210: Residential Case Study and/or Course 500: Advanced Residential Form and Narrative Report Writing?

If you answered "yes" and are in need of Course 210 or 500, contact the Chapter Office at 415/398-2876 or Lisa@NorCal-AI.org. If there is sufficient interest, the Chapter will investigate offering these courses before the end of the year to help keep you on the path toward designation!

1999 Demo Report Writing Seminars Offered

These two-day seminars are specially designed for associate members who are preparing to write their demonstration appraisal reports. It's also required for those who need to revise their demos and haven't had the benefit of attending this seminar before. The seminar fee of \$275 includes a coupon for \$50 off the demo submission fee (if the report is submitted within six months of attending the seminar).

Remaining 1999 offerings include:

Non-Residential	May 15-16	Dallas
Residential		
Non-Residential	August 21-22	Chicago
Residential		
Non-Residential	October 2-3	Denver
Non-Residential	November 6-7	Philadelphia
Residential		

But wait, there's more! Associate members who submit their demonstration reports before 12/31/99 will be rewarded with a set of Appraisal Institute education and admission coupons totaling \$250 (Yes! You read it correctly, \$250!) By submitting your demo prior to 12/31/99 you will receive 5 coupons valued at \$50 each that may be used toward national education offerings given on the national/regional/chapter level, or toward the application fee for the Comprehensive Examination, or for your final level of experience fees. One coupon can be used per offering/application. Coupons are non-transferable and will be valid until 12/31/00. For registration information on the demo seminars contact Sonja Mann, Membership Services, at 312/335-4177 or e-mail sonja_mann@ai.ccmail.compuserve.com.

Looking Ahead

- April 7-9 Course 410/420
— San Francisco
- April 15 East Bay Workshop/Dinner
— Berkeley
- April 15 Silicon Valley Workshop
— San Jose
- April 22-23 Experts on Trial
— Pleasanton
- May 15 Reg I Meeting
— Reno
- May 20 Board Meeting
— Monterey
- May 20 HUB Meeting
— Monterey
- May 21-22 Monterey Bay Seminar
— Monterey
- June 16 Sierra Subchapter
— Stockton
- June 25-28 National Meetings
— Orlando
- October 21 Fall Conference
— San Francisco

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SF Library Hours by Appointment

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e-mail: Lisa@NorCal-AI.org
Administrative Assistant
Jenny Greene
e-mail: Jenny@NorCal-AI.org

SIERRA OFFICE

Darcy Krajewski
209/526-3526

Public Affairs Office Moves

The Appraisal Institute's Public Affairs office has moved. The new address, phone, and fax information is:
2600 Virginia Avenue, NW, Suite 123
Washington, DC 20037
202/298-6449 FAX 202/298-5547

Members Only Section Unveiled on

www.appraisalinstitute.org

The Appraisal Institute (National) Web site now features a Members Only section providing a protected Web site area where members, chapter and national staff can communicate and pool resources. The Members Only pages will grow as members use this area for communication and document delivery traditionally done by fax and mail.

The section also offers access to message boards and chat rooms. Chapter presidents and executive directors will have a new method of communicating to and with their own members as well as with national staff.

After first-time visitors provide their personal member information, they may create a custom user ID and password for later visits to the section.

Appraisers Wanted

National Firm has openings in its Bay Area office for entry level and experienced appraisers. Strong analytical & writing skills are a must. Base salary + an incentive bonus. Mail or fax resume to Brad Paul, MAI, of Joseph Blake & Associates, 2815 Mitchell Drive, Suite 210, Walnut Creek, CA 94598 or FAX 925/974-0338.

Residential Appraiser Positions Available. Norwest Mortgage/ValueIT is looking for experienced residential appraisers to join our team. Positions available throughout the Bay and surrounding areas. Must hold current California License/Certification and FHA approval. Attractive compensation package includes 401K, comprehensive health benefits, up-to-date hardware/software, on-going training, tech support, data, expenses and a competitive fee split. Please fax resume to David Adams at 619/271-4304 or e-mail daadams@valuit.com.

Palo Alto Appraisal/Consulting Firm has openings for trainee & associate appraiser positions. Applicant must have working knowledge of Word or Wordperfect. Work assignments will include litigation, arbitration, and high-end investment properties throughout the Bay Area. Contact Kurt Reitman, MAI, 650/843-0740 or fax resume to 650/843-0744.

Coming Next Month!
Information on
MONTEREY BAY SEMINAR
May 21-22



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

FIRST CLASS MAIL



Mark Your Choice!

Please mark the appropriate boxes below when registering for the East Bay (4/15), or Silicon Valley (4/15) Subchapter Meetings. *Carefully check all that apply.*

I am a: Member Non-member

I will attend EBS: 4/15 Workshop 4/15 Dinner 4/15 Both

EBS dinner preference: Beef Chicken

I will attend SVS: 4/15 Lunch 4/15 Workshop 4/15 Both