



# Appraisal News

## Northern California Chapter of the Appraisal Institute

### President's Message

**John A. Hillas, SRA**

**Hello friends** and colleagues. Well, there went another month in this paradise we call Northern California. I hope all is well with you and yours. A couple of quick thoughts include: thank you; check our web site; a look back to last month; and, "no thanks."

**"Thank you!"** Take a moment to thank someone for a job well done. So often we only take the time to complain

when something did not go well. Know that there are many people working overtime to make your chapter function. These people know all to well who they are, and my heartfelt thanks go out to them.

It really is important for you all to check our web site at least once each week. Plan ahead for activities and events, and please, please sign up as early as you can. It's not too late to sign up for the Valley Appraisal and Valuation Conference at UOP on Friday, May 21, and it's not too early to mark your calendar for the 54th Annual Fall

Conference on Friday, October 22.

Last month I shared with you some thoughts regarding re-addressing and re-assigning appraisal reports, with the short answer being "don't." Once an appraiser-client relationship is established for an assignment, it cannot be undone. The only way a new person or entity can be named as a client is to establish a new appraiser-client relationship in a new appraisal assignment. It can certainly involve the same property, data and analysis, but it

▶ *President's Message, page 7*

### CHAPTER WORKSHOP AND NETWORKING SOCIAL

**Date:** Thursday, May 20

**Location:** Sheraton Four Points Hotel  
5115 Hopyard Road, Pleasanton

**Directions:** 925/460-8000 or [www.fourpoints.com](http://www.fourpoints.com)

**Parking:** Complimentary

**Workshop**

**Registration:** 3:45pm

**Workshop**

**Hours:** 4:00pm – 6:00pm

**Networking**

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

**Topic:** Appraisers and Brokers:  
Understanding Each Other's Needs

**Panelists:** Lisa LaManna, Investment Sales  
— Colliers Parrish

Sandra Weck, Retail

— Colliers Parrish

Bruce Bauer, Land

— Colliers Parrish

Roy Dronkers, Residential

— Dronkers and Drybread

**Price:** AI Members    Non-Members

**Workshop Only:** \$30                      \$35

**Social Only:** \$30                      \$35

**Workshop**

**& Social:** \$30                      \$35

**Reservations & Payment:** Advanced reservations by Friday, May 14 are required to ensure adequate seating and workshop materials. Cancellations

▶ *Chapter Workshop, page 3*

### Valley Appraisal and Valuation Conference

**University of the Pacific, Stockton  
Friday, May 21, 2004**

This year's Valley Conference includes special segments on some of the Critical Documents that affect values. The afternoon session includes dynamic speakers Henry Claussen, Mike Belote, and the very prescient Mike Zagaris. These individuals will cover the flow of money from Wall Street to Main Street, the impact of pending legislation on the appraisal profession, and the future of the real estate economy in the Central Valley. Attendees will hear cutting edge information about influences that shape the changing real estate appraisal profession and enjoy opportunities to network.

Topics Include

- Critical Documents — The Preliminary Title Report
- Critical Documents — The Purchase Transaction
- Wall Street and Main Street
- Legislative Issues Affecting the Appraisal Industry in California
- Central Valley Real Estate — The Big Picture

This conference is approved for 7-hours of Appraisal Institute and SBE CEC; an application for 7-hours of OREA CEC has been submitted. Tuition is \$110 for Appraisal Institute Members and \$155 for Nonmembers. Tuition fee includes continental breakfast and lunch. For additional details and registration information on this offering please visit <http://www.norcal-ai.org/brochure/valley-052104.pdf>

# Members Page

## Members in the News

Appreciation is extended to **Greg Rinehart, MAI** (aka "Outreach Ambassador"). He is responsible for facilitating a sold-out joint networking lunch and workshop with IRWA Chapter #2 on behalf of the Appraisal Institute. Over 60 people attended an informative workshop titled "Bay Area Economic Perspective". Every aspect of the program received rave reviews — the facility (Preservation Park, Oakland), the catered lunch, the lunch speaker and workshop panelists. Many attendees commented that they welcomed the opportunity to network with members of another professional organization. Plans are already in the works for follow-up program in 2005! Thanks, Greg!

"Excellent! Everything about the day was terrific! Great speakers!" These are just some of the comments received on our sold out Vineyard Valuation IV Seminar held May 7 at Kirkland Ranch Winery in Napa. Hats off to **Eric Griffin, MAI**, **Tony Correia** and **David Holt** for organizing the informative list of panelists as well as serving as presenters. Thank you also to **Tony Brigantino, MAI**, for participating in the market update segment and to **Robin Erdmann, MAI**, and **Dale Popish, MAI**, for arriving early to check in over 100 attendees.

Members in the Monterey Bay area are to be commended for orchestrating a workshop titled "The Changing Role of the Appraiser and USPAP" presented by **Stephanie Coleman, MAI, SRA**, Appraisal Institute, Director of Screening and a Networking Social on April 22. A round of applause is extended to **Chris Daniel, SRA**, **Judy Brooke-Greene, SRA**, **Hallie Neuwirth, Frank May, MAI**, and **Tony Brigantino, MAI**. These same members are also working on a joint program with the Mortgage Bankers in Monterey on September 15 & 16. The event will include informative workshop sessions, a lenders fair and a golf tournament. Be sure to mark your calendar now!

Kudos to early risers **Rob Denton, MAI**, and **Steve LeGardeur, MAI**, for helping to register over 70 attendees at our recent offering of Course 410: National USPAP in Dublin.

## Join the Chapter's Group Email Distribution

Chapter members who do not currently belong to the chapter's group email, are encouraged to send an email to [lisa@norcal-ai.org](mailto:lisa@norcal-ai.org) stating their intent to join! Best of all – it's free!

## Newly Designated Congratulations!

**Raymond Mattison, MAI**  
Mattison Associates  
Commercial Appraisers  
Post Office Box 507  
Santa Rosa, CA 95402-0507  
707/575-0200 FAX 707/575-5933  
[rbmattison@worldnet.att.net](mailto:rbmattison@worldnet.att.net)

## Question of the Month

**Q. HOW CAN I FIND OUT WHICH BASIC EDUCATION TOPICS REQUIRED BY OREA ARE COVERED IN APPRAISAL INSTITUTE COURSES?**

**A.** Simply visit OREA's website at [www.orea.ca.gov](http://www.orea.ca.gov). Once at the OREA's home page:

- select "Find Education"; scroll to the end;
- select "Basic Education Topic Search";
- select the topic that you are looking for;
- scroll to "Appraisal Institute."

This is a great feature, especially when you are just starting to take your initial courses or are seeking specific topics to upgrade your license.

## 2004 Officers, Directors and Branch Chapter Chairs

### PRESIDENT

**John A. Hillas, SRA**  
[jhillas@sierravaluation.com](mailto:jhillas@sierravaluation.com)

### VICE PRESIDENT

**Bruce A. Hahn, SRA**  
[bruce@landmarkvaluation.com](mailto:bruce@landmarkvaluation.com)

### TREASURER

**Claudia Carleton, MAI**  
[claudia@hulberg.com](mailto:claudia@hulberg.com)

### SECRETARY

**Robin J. Erdmann, MAI**  
[robinerdmann@comcast.net](mailto:robinerdmann@comcast.net)

### EX-OFFICIO

**Neil A. Lefmann, MAI, SRA**  
[neil@nalefmann.com](mailto:neil@nalefmann.com)

### DIRECTORS

**Bill Bambas, MAI**  
[bambow@sbcglobal.net](mailto:bambow@sbcglobal.net)

**Jeff Enright, MAI**  
[jeff@enrightco.com](mailto:jeff@enrightco.com)

**Mitch Dunshee, MAI**  
[mdunshee@sbcglobal.net](mailto:mdunshee@sbcglobal.net)

**Greg Rinehart, MAI**  
[gdr62@pacbell.net](mailto:gdr62@pacbell.net)

**Joe Napolliello, MAI**  
[JNapolliello@sanbrunocable.com](mailto:JNapolliello@sanbrunocable.com)

**Carole Laval, MAI, SRA**  
[claval@comcast.net](mailto:claval@comcast.net)

**Chris Daniel, SRA**  
[ctdaniel@sbcglobal.com](mailto:ctdaniel@sbcglobal.com)

**Anthony Mills, MAI, SRA**  
[acmills1@msn.com](mailto:acmills1@msn.com)

**Steve Castellanos, MAI, SRA**  
[scastellanos@bankofstockton.com](mailto:scastellanos@bankofstockton.com)

### GOLDEN GATE/MEETING GROUP

*Volunteers Needed*

### SIERRA BRANCH CHAPTER

**Christina Way, MAI**  
[cway@arrival.net](mailto:cway@arrival.net)

### CENTRAL CAL BRANCH CHAPTER

**Larry Hopper, MAI, SRA**  
[ldhopper@rpaappraisal.com](mailto:ldhopper@rpaappraisal.com)

**Kelly Stevens**  
[kellystevens@attbi.com](mailto:kellystevens@attbi.com)

### EAST BRANCH CHAPTER

**Rob Hensley, MAI**  
[Robert.Hensley@CBRE.com](mailto:Robert.Hensley@CBRE.com)

### MONTEREY BAY BRANCH CHAPTER

**Chris Daniel, SRA**  
[ctdaniel@sbcglobal.net](mailto:ctdaniel@sbcglobal.net)

### NORTH BAY BRANCH CHAPTER

**Raymond Mattison, MAI**  
[rbmattison@worldnet.att.net](mailto:rbmattison@worldnet.att.net)

### SILICON VALLEY BRANCH CHAPTER

**Jim Gavin, MAI**  
[James\\_Gavin@standardandpoors.com](mailto:James_Gavin@standardandpoors.com)



## 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, MAI, SRA

### Fall Conference

Peter Overton, MAI

### Public Relations

Joe Napoliello, 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>

### Directories

**JurisPro Online Expert Witness Directory:** JurisPro is an online directory for attorneys to search for expert witnesses to retain on legal cases. Users set up a profile that includes a biography, a picture, an option to record the user's voice, as well as a webpage, background and a CV, which resembles a full resume. JurisPro is offering AI members a 10 percent discount on their services. For more information, visit <http://www.jurispro.com> or contact JurisPro at 888/905-4040.

**Yellow Pages Directory Listings:** To maximize your listing in the Yellow Pages under an Appraisal Institute "trade name" heading, contact Ketchum Directory Advertising: 111 N. Canal Street, Suite 1150, Chicago, IL, 60606, 312/715-9290 or 800/825-7300.

**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.

## Chapter Workshop, from page 1

without penalty must be received by 12 noon on Monday, May 17. Cancellations received after 12 noon on Monday, May 17, 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. Remit payment payable to: Appraisal Institute, 1243 Alpine Road, Suite 102, Walnut Creek, CA 94596, register online at [www.norcal-ai.org](http://www.norcal-ai.org) or fax to 925/932-7754. We reserve the right to substitute speakers under circumstances beyond our control. Confirmations are not sent for workshops.

**About the Workshop:** The appraiser/broker relationship is a vital part of the appraisal process. Communicating with real estate brokers about market conditions and confirming sales and leasing comparables is critical in estimating the value of a property. However, many appraisers find that communication with the brokerage community can be a very difficult and daunting task. The purpose of this workshop is to help appraisers better communicate with residential and commercial real estate brokers. We have selected four highly decorated real estate brokers specializing in both commercial and residential sales and leasing to discuss a variety of topics. Some of the topics will include: how to increase responsiveness in the brokerage community; building trust and gaining access; and what you have, what they want, and how to make it all work. At the conclusion of the workshop, it is our intent that the attendees will have a better understanding of working with the brokerage community.

**Continuing Education Information:** Approved for 2 hours of Appraisal Institute and SBE CEC; an application for 2 hours of OREA CEC has 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.

### "Appraisers & Brokers" Thursday, May 20, 2004

Kindly observe the May 14 registration deadline

Name: \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_

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

I will attend:  Appraisers & Brokers Workshop  Networking Social

Charge my:  VISA  MasterCard

Account # \_\_\_\_\_ Exp Date \_\_\_\_ / \_\_\_\_

Signature \_\_\_\_\_

AI Use: Rec'd \_\_\_\_\_ Ck # \_\_\_\_\_ Amt \_\_\_\_\_ Bal Due \_\_\_\_\_

DBM \_\_\_\_\_ DBE \_\_\_\_\_

## 2004 Annual Fall Conference

Vendor and Career Fair

Friday, October 22

San Francisco Hilton

*Celebrating 54 Years!*

# Branch Chapter / Local Meeting Group Events

## CENTRAL CAL MARKET UPDATE

**Date:** Friday, May 14

**Location:** LaRyan Event Center, Fresno

**Panelists:** Rick Baldonado, Meyers Group

Doug Cords,  
Commercial Retail Associates

Michael Schuh,  
Colliers Tingey Associates

Jim DeVaney, Golden State Financial

Dale Samuelian,  
Pearson Realty/Grubb & Ellis

Lou Ginise,  
Pearson Realty/Grubb & Ellis

- Topics:**
- New housing trends in Central California
  - Rental rate and vacancy statistics: retail, office, multi-family and industrial
  - New and planned projects: retail, office, multi-family and industrial
  - The agricultural preserve:
    - how to get in and out
    - its impact on value

**Tuition:** AI Members      Non-Members

(includes lunch) \$50

\$55

**About the Update:** The 2004 Central California Market Update is designed to provide the appraisal profession and real estate practitioners with the most current trends in the local real estate market. Statistics from the past year will be presented and discussed along with forecasts of where the individual market segments are likely to be headed in the next 12 months. Information on new and planned residential, multi-family, retail, office, and industrial projects will also be presented and discussed.

**Continuing Education Information:** Approved for 4-hours of Appraisal Institute and SBE CEC; an application for 4-hours of OREA CEC has been submitted. Attendees should allow a minimum of 15-working days for the processing of attendance certificates. Don't delay – register today!

<http://www.norcal-ai.org/brochure/camarket-051404.pdf>

## 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](mailto:lisa@norcal-ai.org).

## SILICON VALLEY

### BRANCH CHAPTER WORKSHOP AND NETWORKING SOCIAL

**Date:** Monday, May 24

**Location:** San Jose Hyatt  
1740 North First Street, San Jose

**Directions:** 408/993-1234 or [www.hyatt.com](http://www.hyatt.com)

**Parking:** Complimentary

**Workshop**

**Registration:** 2:15pm

**Workshop Hours:** 2:30pm – 4:30pm

**Networking**

**Social:** 4:30pm (includes wine and hors d'oeuvres)

**Topic:** South Bay Market Update

**Panelists:** James Gavin, MAI CRE  
— Standard & Poor's CVC

Bing Heckman, MAI

— Colliers Parrish

Alan Schultz

— PricewaterhouseCoopers

Jim Doss — Coldwell Banker

**Price:** AI Members      Non-Members

**Workshop Only:** \$30      \$35

**Social Only:** \$30      \$35

**Workshop &**

**Social:** \$30      \$35

**Reservations & Payment:** Advanced reservations by Wednesday, May 19 are required to ensure adequate seating and workshop materials. Cancellations without penalty must be received by 12 noon on Friday, May 21. Cancellations received after 12 noon on Friday, May 21, 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. Remit payment payable to: Appraisal Institute, 1243 Alpine Road, Suite 102, Walnut Creek, CA 94596, register online at [www.norcal-ai.org](http://www.norcal-ai.org) or fax to 925/932-7754. We reserve the right to substitute speakers under circumstances beyond our control. Confirmations are not sent for workshops.

**About the Workshop:** The South Bay real estate market is unique. While vacancies of commercial property have accelerated and job losses mount, pricing for leased investments continue to rise and sell briskly. Housing prices have remained unchanged and in some cases increased due to limited available supply. Property Tax conflicts continually arise and impact local services and Santa Clara County has taken a proactive approach to dealing with this. What drives this market? Why so many conflicts? How are these being dealt with? Listen to a panel of local experts in the commercial and residential fields discuss these and other relevant topics.

**Continuing Education Information:** Approved for 2-hours of Appraisal Institute and SBE CEC; an application for 2-hours of OREA CEC has been submitted. Those seeking CEC should arrive by the 2:30pm start time and allow 30 working days for the processing of attendance verification certificates.

**NOTE:** Those registered for Course 400 are invited to join workshop attendees for the networking social immediately following the conclusion of both programs at no additional charge. However, an RSVP is still requested.

# News From National

## 2004 Summer Conference In Toronto Almost Here!

Register today for our joint Summer Conference, "Passport to Professional Success," which we are cosponsoring with the Appraisal Institute of Canada in Toronto June 24-27. You may register and get all the latest conference updates via the national Web site, [www.appraisalinstitute.org/summer/default.asp](http://www.appraisalinstitute.org/summer/default.asp). You do not want to miss the exciting events we have planned: Opening Night Reception, Opening Breakfast, President's Reception and the Presidents' Banquet. All these events will give you the chance to mix and mingle with colleagues from around the world. Also, you will have the opportunity to earn up to 16.5 hours of continuing education credit.

To make hotel reservations, please contact the Westin Harbour Castle at 416/869-1600. The deadline to receive our special conference rates (\$235 CAD, plus applicable taxes) is Friday, May 14, 2004. Reservations after the deadline will be subject to availability and rate confirmation. If you have any further questions, please contact Gianna Mavros at 312/335-4224 or [gmavros@appraisalinstitute.org](mailto:gmavros@appraisalinstitute.org).

## 60-Day Notice of Proposed Amendments To the Appraisal Institute's Bylaws and Regulations

At its meeting on June 27-29, 2004 at the Westin Harbour Castle in Toronto, Ontario, Canada, the Appraisal Institute's Board of Directors will consider proposed amendments to the Appraisal Institute's Regulations and General Admissions Procedure Manual. The full text of the proposed amendments is available in the members only section of the Appraisal Institute's web site at [www.appraisalinstitute.org](http://www.appraisalinstitute.org) or upon request to the National Office at: 550 West Van Buren Street, Suite 1000, Chicago, IL 60607, 312/335-4140 or 312/335-4400 FAX. Unless otherwise noted, the proposed changes have no, or minimal, financial impact. Members of the Northern California Chapter are encouraged to share any comments or concerns with our Regional Representatives who will be attending the Regional Meeting in Portland on May 15. A complete list of Chapter Officers and Regional Representatives is available on our web site: <http://www.norcal-ai.org/officer.html>.

## Appraisal Institute Announces 2005 Vice President Candidates

Richard L. Borges II, MAI, SRA, Terry R. Dunkin, MAI, and Lee H. Waronker, MAI, SRA, have been announced as candidates for the position of 2005 vice president of the Appraisal Institute. The national Nominating Committee will meet in June in Toronto to make its recommendation for the office to the Board of Directors, which will vote on the nomination in November. The 2005 vice president will succeed to the office of president elect in 2006 and president in 2007.

## OREA Clarifies Important Information Regarding Course 410: National USPAP - 15 Hour

Individuals taking and passing the final examination for the 15 Hour National USPAP Course (Course 410) prior to January 1, 2005, may use the course for basic education credit or if already licensed continuing education credit to meet the 7 Hour National USPAP Update Course requirement.

If the 15 Hour National USPAP Course (Course 410) is taken on or after January 1, 2005, it will meet the USPAP requirement for basic education ONLY.

Individuals who are already licensed and take the 15 Hour National USPAP Course (Course 410) after January 1, 2005, may use it to meet continuing education hours ONLY. This course will not meet the USPAP requirement and the 7 hour National USPAP Update Course (Course 400) MUST be taken in addition to the 15 hour course.

Additional questions should be referred directly to the OREA at 916/552-9000.

### "South Bay Market Update"

Monday, May 24, 2004

Kindly observe the May 19 registration deadline

Name: \_\_\_\_\_ Phone \_\_\_\_\_

Email: \_\_\_\_\_

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

I will attend:  South Bay Workshop  
 Networking Social

I am attending course 400:  Yes  No

Charge my:  VISA  MasterCard

Account # \_\_\_\_\_ Exp Date \_\_\_\_ / \_\_\_\_

Signature \_\_\_\_\_

AI Use: Rec'd \_\_\_\_\_ Ck # \_\_\_\_\_ Amt \_\_\_\_\_ Bal Due \_\_\_\_\_

DBM \_\_\_\_\_ DBE \_\_\_\_\_

# Course 600 — Income Valuation of Small, Mixed- Use Properties

**June 7-8 Fairfield**

Join Dawn Molitor, SRA, at the Hilton Garden Inn, Fairfield, June 7-8, when she presents Course 600. This course helps participants acquire the tools needed to appraise small, mixed-use residential-commercial properties, which can be complex valuations. Through lectures, in-class problems, and case study illustrations, participants learn how to derive supportable potential gross income multipliers (PGIMs), effective gross income multipliers (EGIMs) and overall capitalization rates (including the income and operating expense analysis) for these property types. The usefulness and relationship of multipliers and ratios is also explored. This hands-on learning experience will help participants understand what is required to appraise in this niche market.

### Topics Covered

- Theory of direct capitalization as it applies to small, mixed-use properties
- Development of potential and effective gross income estimates
- Income and operating expense analysis
- Development of rates and multipliers (factors) used in direct capitalization
- Reconciling the findings and various rates and multipliers used in the income capitalization approach

Tuition is \$310 for Appraisal Institute Members and \$410 for Nonmembers. For additional details and registration information on this offering please visit <http://www.norcal-ai.org/brochure/600-060704.pdf>.

### New Email Address

**Nathan Peruman, MAI**  
[velco@astound.net](mailto:velco@astound.net)

**Stephen G. Brown, MAI, SRA**  
[ps\\_brown@comcast.net](mailto:ps_brown@comcast.net)

**Mike Dambacher, SRA**  
[mikedambacher@sbcglobal.net](mailto:mikedambacher@sbcglobal.net)

## Education



### Upcoming Educational Offerings

- Course 310: Basic Income Capitalization** **May 13-15 & 17-19**  
Instructor: Gary DeWeese, MAI, and Craig Owyang, MAI  
Location: Radisson Hotel, Dublin
- 2004 Central California Market Update** **May 14**  
Instructor: Panelists  
Location: LaRyan Event Center, Fresno
- Valley Appraisal and Valuation Conference** **May 21**  
Instructor: Panelists  
Location: University of the Pacific, Stockton
- 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 Sm. Mixed Use Properties** **June 7-8**  
Instructor: Dawn Molitor, SRA  
Location: Hilton Garden Inn, Fairfield
- Course 510: Advanced Income Capitalization** **June 10-12 & 14-16**  
Instructor: Gary DeWeese, MAI, and Cliff Cryer, MAI, SRA  
Location: University of Phoenix, San Jose
- Course 410: National USPAP – 15 Hour** **July TBA**  
Instructor: Stephanie Coleman, MAI, SRA  
Location: TBA
- Course 420: Business Ethics and Practices** **July TBA**  
Instructor: Stephanie Coleman, MAI, SRA  
Location: TBA
- Effective Appraisal Writing Seminar** **July 30**  
Instructor: Alan Blankenship, PhD  
Location: TBA

**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](http://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.



# Agenda for Associates

## A Special Program for Associates: Mock Experience Review

This fall the Northern California Chapter's Associates' Guidance Committee will be presenting a special workshop on tips to help you prepare for your experience review. More details to follow later this summer.

## 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](http://www.appraisalinstitute.org).

**General Comp Exam  
August 23-24  
Oakland**

## Classified Guidelines & Deadlines

The newsletter submission deadline is noon on the 5th of the preceding month. All submissions for the July 2004 issue must be received by noon on June 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 via email to [lisa@norcal-ai.org](mailto:lisa@norcal-ai.org).

## 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](mailto:scastellanos@bankofstockton.com)

### Associates' Guidance — General

**Anthony Mills, MAI, SRA**  
707/765-6246 FAX 707/765-9634  
[acmills1@msn.com](mailto:acmills1@msn.com)

### Associates' Guidance — Residential

**Chris Daniel, SRA**  
831/624-6142 FAX 831/624-6148  
[ctdaniel@sbcglobal.net](mailto: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  
[mikedambacher@sbcglobal.net](mailto:mikedambacher@sbcglobal.net)

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  
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## President, from page 1

has to be considered a new assignment. A colleague has since pointed out another aspect of this issue. He said to be cautious not to use the verbiage "...the intended user is Blank Bank, their successors and/or assigns". The last part basically says you are not only naming your client as "client," but anyone else that your client gives the report to is also your "client." You are in control of who your client is. Exercise that control.

"No Thanks." This thought relates to engagements that state "Please do an appraisal of 123 Anystreet, but let us know if there are any value problems." Some who practice this need to be taken off of your approved client list, but some are legitimate clients who just don't realize what they are asking.

Not so long ago, I would flatly decline requests for "comp checks" or "value checks." I now state that I consider a "value check" to be providing a Preliminary Value Opinion, and providing value opinions is how I support my family. In other words, that service can be performed in accordance with Standards and Ethics, and it may be just the type of service that the client needs. There is also nothing wrong with a two-stage appraisal assignment, where you provide your client with a preliminary opinion of value, and they decide whether to proceed. The key is recognizing that what our clients need is not an appraisal "report," but rather, they need our opinions and conclusions. Market data is readily available, and it is not hard to fill out forms or follow a template. Knowledge, experience and integrity are what make the difference. Only an appraiser can determine which sales are "comparables." You are a valuation professional with needed skills, knowledge and experience. Don't sell yourself short.

## Looking Ahead

- May 13-15 & 17-19  
 Course 310:  
 Basic Inc Cap  
 — Dublin
- May 14  
 Central Cal Market  
 Update  
 — Fresno
- May 20  
 Workshop & Networking  
 — Pleasanton
- May 21  
 Valley Conference  
 — Stockton
- May 24  
 Course 400:  
 7-Hour USPAP  
 — San Jose
- May 24  
 Workshop & Networking  
 — San Jose
- June 3-5 & 7-9  
 Course 120:  
 Procedures  
 — San Jose
- June 7-8  
 Course 600:  
 Inc Val Sm. Mixed Use  
 — Fairfield

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*Library Hours by Appointment*

## Appraisers Wanted

**Review Appraiser - Sacramento, CA.** GreenPoint Mortgage seeks residential review appraiser. Must have State license or certification and 5 years local exp. Must have good computer writing & communication skills. Outstanding salary/benefit package. To submit your resume, visit the Careers Section of our website at <http://www.greenpoint.com> and Reference Job ID # 6202.

**Appraiser Full Time** employee position (East San Francisco Bay Area). Duties include appraisal of real property for public projects. College degree and Certified General Appraisal license required. Minimum of 3 years experience required. Real Estate license a plus. AR/WS offers a competitive salary and an excellent benefit package, including 401k, profit sharing, flexible spending plan, and medical, dental and vision insurance. Please email your resume to [ducas@arws.com](mailto:ducas@arws.com) or fax to 925/947-2095 attn: Denise Lucas.

**Senior Residential Review Appraiser — San Francisco.** Appraises all types of proposed and existing single-family residences and condominiums. Appraises residential income properties up to four units in size. Minimum of 5 years experience in appraising residential properties is required. College courses and courses completed through a professional appraisal organization (e.g., Appraisal Institute Courses 110 and 120 or equivalents) and practical experience in the appraisal field required. Certified Residential License required. Experience in luxury homes is preferred. Knowledge and background of proper appraisal policies, procedures and practices required. Knowledge and understanding of banking operations and related banking services required. Experience in Commercial Real Estate Valuation preferred. Ability to interact effectively with all levels of bank personnel, clients, and outside real estate professionals required. Ability to establish priorities and maintain steady workflow required. Excellent verbal and written communication skills required. To apply go to <http://cnb.com/careers>. The requisition number is # 0400150.

**Commercial Real Estate Underwriter III — San Francisco.** Provides real estate credit and loan underwriting expertise to relationship managers. Performs a large amount of work involved in due diligence and background analysis needed before credit approval can be granted. Makes decisions on loans and terms between \$25 million to \$100 million. Evaluates prospective loan transactions. Writes credit analysis reports. Provides opinions and recommendations regarding approval of proposed credit. Considers and evaluates credit structure and terms. Determines sources and uses of funds. Analyzes industry data, competitive factors, historical performance, projected results, risks and mitigating factors. Will have some portfolio management responsibilities, including tracking of documentation exceptions, tracking of financial covenants and risk grading evaluation. Assists in training junior underwriters on the team. Bachelor's degree and 7 to 10 years commercial/real estate banking lending experience required. Must be experienced in providing underwriting analysis for both commercial and real estate banking, have experience in high volume level of real estate underwriting, be detail-oriented, possess strong analytical skills, knowledge of accounting, and spreading of statements, strong verbal and written communication skills, strong interpersonal skills and able to work under pressure in a team environment. To apply go to <http://cnb.com/careers>. The requisition number is #0400075.

**Northern California/Bay Area:** Commercial Appraiser position available at a growing commercial firm. Must be thorough, detail oriented, motivated, computer literate, and have strong writing skills. State License required. Minimum three years experience. MAI or actively seeking designation. Contact: Jeffrey Fillmore, MAI at 1062 Willow Street, San Jose, CA 95125, 408/299-0444, 408/299-0449 FAX, or e-mail your qualifications to: [jfillmore@fillmoregroup.com](mailto:jfillmore@fillmoregroup.com).

**Review Appraiser — Orange County/San Diego/Santa Rosa.** National residential mortgage lender seeks experienced appraisers to perform desk reviews according to USPAP standards. Position requires a BS degree, SRA or advanced candidate preferred, and at least 2-5 years recent experience in a similar capacity reviewing high-end property valuations with a regulated financial institution. Salary and performance bonus range \$100-120K, plus excellent benefits package. Relocation assistance may be considered. Interested candidates should forward a detailed resume as a Word document, including most recent compensation level, to: [chrisgroup@charter.net](mailto:chrisgroup@charter.net). Christopher Group Executive Search.

## Appraisers Available

**Appraiser Trainee Available (CA).** Motivated entry-level appraiser seeking position in the East Bay Area. California Appraiser Trainee Licensed. Committed to fulfilling California requirements necessary for Certified Residential Appraisal Licensing. Member of the Appraisal Institute actively pursuing SRA designation. Current work experience includes Office Administrator position with a Financial/Business Management Company. Available immediately. Contact Melissa Scalise. Email [melissascalise2004@yahoo.com](mailto:melissascalise2004@yahoo.com) or FAX 309/279-0382.

**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](mailto:cprescott94086@yahoo.com) or 916/541-5472.

**Real Estate Appraiser Trainee Available.** Full or part-time in the San Francisco Bay Area (preferably the East Bay or Peninsula). I have my state license, home office and work independently. For complete resume call 510/427-4200 or email [VenaTamb@aol.com](mailto:VenaTamb@aol.com).

**Commercial Appraiser Available** (1.5 year of commercial experience, upgrading to AL level in July), top tier MBA, 14 years of banking experience. Currently seeking a part-time position in the Bay Area. Appraised several property types including hotels, industrial, multifamily, mixed use, office and retail. Very strong analytical and communication skills. Highest level of attention to details. Wall Street experience in cash flow valuation.e.g., developed specific real estate valuation models. Contact information: [Avance04@cs.com](mailto:Avance04@cs.com) or 415/509 2054.