



Appraisal News



Northern California Chapter of the Appraisal Institute

State of the Chapter — Mid Year Report

Dawn M. Molitor, SRA
President's Message

More than half of my year as Chapter President has passed. I have sincerely enjoyed working with our merged Board of Officers, the many volunteer members and their committees, the Chapter staff comprised of Lisa and Jenny as well as meeting hundreds of members and representing our Chapter at various real estate/appraisal functions. The term, so far has been fabulous — thanks to all of you and your efforts!

Let's review the Chapter accomplishments and what is planned for the remaining 1999 year.

Merger Results

The merger of the Monterey Bay, San Francisco Bay Area, San Jose, and Sierra Chapters is physically complete. From my keen observations, it has successfully and pleasantly transitioned to the 'we' stage.

This merger has brought

together a most incredible mix of appraisal professionals. We should all be enticed to meet, foster, and develop associations by:

- ✓ attending the various Subchapter workshops/meetings held throughout our geographic area;
- ✓ mingling with new faces at Chapter Course and Seminar offerings;
- ✓ volunteering for Chapter committees; and,
- ✓ in Year 2000, I highly encourage you to attend the Installation Party expanding your social interaction with your colleagues. On January 1, 2000 we will further increase our exposure, services, and membership with the merging of the Central California Chapter! A warm welcome to each of you, we are proud to have your fellowship.

I firmly believe it is impera-

tive we keep growing our Chapter together, review the wants and needs of our membership regularly, and professionally appreciate what each of us brings to the gathering to nurture our members and prosper as a Chapter — we are on the right track.

Subchapter Issues

As you are aware, we have had mixed results with our Subchapters in the first half of the year. On one hand, the East Bay, Monterey, San Jose, and Sierra Subchapters have successfully offered multiple CE-accredited workshops. (A tremendous "thanks" to Greg Stephens who presented four, 2-hour USPAP Update workshops, one at each Subchapter!) As well as providing excellent lunch/dinner speakers. However, the Redwood Empire and Golden Gate Subchapters have been non-existent this first half of the year, *until now*.

Thanks to a handful of caring and courageous members, like Dusty Rhodes, MAI, and Siobhan Semple, MAI, these Subchapters are getting back on track, for the second half of 1999!

The Subchapter leaders will be

See "President," page 3



Dawn Molitor, SRA

REPORT: Leadership Advisory Council

by Jan Kleczewski, MAI

For a second year, I represented the Northern California Chapter at the Appraisal Institute's Young Advisory Council (YAC) meetings held in Washington, DC on March 17-19. The 30th anniversary of this roundtable discussion forum brought together 92 participants from across the country and Canada to discuss important issues affecting our profession and the Appraisal Institute.

A highlight every year is a morning on Capital Hill visiting Members of Congress as "goodwill ambassadors" for the Appraisal Institute, and to advocate AI positions on national legislation. I think everyone attending has been impressed by the AI's skilled and savvy Washington lobbying team led by Don Kelly, who prepared us for our Member meetings.

This year YAC voted to change the name of the organization

See "Report: YAC," page 5

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Mark Your Calendars for
New This Year's
Date! **Annual**
Fall Conference

Friday, October 15, 1999
San Francisco Marriott

- Expanded 12 Session Breakout Format
- Exhibitor & Career Fair

APPAC Contributions Set Record

APPAC, the Appraisal Institute's Political Action Committee, collected more than \$48,000 in January with the help of the new dues statement check-off for APPAC.

Since December 1998, APPAC has collected more than \$71,000, a new APPAC record. "This type of industry leadership sets the stage for the Appraisal Institute to advance a more aggressive agenda that benefits our members," said APPAC Chair Michael F. Sweeney, MAI, SRA.

The Appraisal Institute recently attended fund-raisers for the following Banking Committee members: Representatives Rick Lazio (R-NY), Judy Biggert (R-IL), Mark Green (R-WI), Jack Metcalf (R-WA), and Democrat Brad Sherman and Republican Doug Ose of California. The Washington office staff pressured issues such as FHA single-family reforms, the nationwide multi-family Mark-to-Market program, RESPA/TILA Reform and CMBS regulation.

Residential Appraisers: MAI@ola.com?

One of the goals of the AI is to "create new and unique opportunities and benefits for our members." Today, AI is considering a variety of concepts being brought forward by members to promote our designations and our business.

Don Moore, MAI, from Wisconsin, specializes in residential property appraisal and developed a product that moves the residential appraiser from working with the lender to working with the seller and buyer in a real estate transaction (and becoming a referral source for the lender). Although the concept isn't new, the appraiser's role in this product has been ingeniously marketed.

Karen Mann, SRA, and I have been given the opportunity to participate in an AI committee to review this product, determine factors requiring resolution, and recommending if AI should endorse and promote the product to both our members, and the consumer-client.

This product won't be attractive to all residential appraisers. It will not function in all markets, and it is not the savior to our declining appraiser-lender role, but it does present a unique opportunity and a financial benefit for our members. It also provides a chance to promote the AI, and the SRA designation to our true client — the consumer.

In upcoming Newsletters, I will advise you on the progress of the committee. However, in the meantime, I would like to ask our residential members to investigate the website: MAI@ola.com and provide me your feedback. For specifics questions, I encourage you to contact Mr. Moore.

I have purposely left out the details of this product to entice you to open up the website, be *shocked* by some of its contents, and attempt to have you think outside the appraiser-lender box, and start thinking about the appraiser-consumer connection! Let's talk...

— Dawn M. Molitor-Gemrich, SRA

Affiliate on the Move

Larry Mesplé

11 Josepha Avenue
San Francisco, CA 94132
415/452-9658
415/452-9261 FAX

Members in The News

Special thanks to **Art Lombard, MAI** for helping with registration at the recent Streamlined Appraisal Forms Seminar presented by Sara Schwarzentraub, SRA.

The Northern California Chapter was well represented at the Region I Meetings held in Reno in May. Regional Representatives in attendance included **Dawn Molitor, SRA, Roland Burchard, MAI, Craig Owyang, MAI, Karen Mann, SRA, Neil Lefmann, MAI, Winnie Farwell, MAI, and Mitch Dunshee, MAI.**

Kudos to **Steve Geller, MAI**, who recently attended the Appraisal Institute's Instructor Leadership & Development Conference in Illinois in May.

Appreciation is extended **Bill Bambas, MAI**, who put together a fabulous workshop and dinner program for the May HUB Meeting held in Monterey.

Attention Newly Designated Members: Where is Your Profile?

New members are reminded to send their "Member Profile" to the Newsletter Editor, c/o Sean O'Reilly, SRA, Hamilton-Ricci & Associates, 930 Montgomery Street, Suite 300, San Francisco, CA 94133, upon notification of receiving your designation. All profiles should be submitted on disk. In addition, a professional quality black and white, wallet-sized photo should accompany your submission.

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

Members On The Move

Brian Grey, SRA

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80 Eureka Square, Suite 117
Pacifica, CA 94044
650/355-7400
650/355-8346 FAX

Dana L. Grover, SRA

Dana L. Grover Associates
244 N. 5th Street, Suite A
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408/287-4868
408/298-1120 FAX
danagrov@ix.netcom.com

John W. Hamilton, MAI

Hamilton/Ricci & Associates, Inc.
1245 Spring Street
St. Helena, CA 94574
707/963-4274

Andrea Yearsley, SRA

Andrea Yearsley Appraiser
5440 Montecito Avenue
Santa Rosa, CA 95401
707/542-1445
707/542-0157 FAX

Deadlines & Guidelines

The newsletter submission deadline is noon on the 5th of the preceding month. All submissions for the September, 1999 issue must be received by noon on August 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.

President

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approaching many of you to participate and assist in putting on the remaining Subchapter meetings. Please say, "Yes" when you are contacted. Your minimal effort will provide you and the members rewarding local education, and a professional forum to build upon. If you can't volunteer, take the time to attend your local Subchapter meeting.

To each Subchapter Chair, Vice Chair, and Advisory Committee — thank you for all the effort, education, and social enjoyment you have provided so many of us in the first half of 1999!

Education

To date, the Chapter has offered 5 seminars, 5 courses, and 8 different 2-hour workshops, for a total of 259 local educational CE hours. The remainder of the year will continue to be chock full of courses and seminars and, of course, Fall Conference on October 15 — a one day educational smorgasbord of topics and sessions worth 6 hours of CE credit (thanks to Jan Woolsey and her committee members).

This is the most aggressive educational program our Chapter has ever offered in an attempt to meet your licensing needs! Tremendous thanks go to Claudia Carleton, Seminar Chair and Susan Burnett, Course Chair! In addition, your Chapter Board revised the educational pricing structure in April to simplify and encourage AI membership. Overall, there is *no* excuse for not meeting your state CE requirements *and* obtain a quality local education.

Chapter Office

With the expansion of our Chapter services, we have upgraded our postage machine, purchased a new digital copier/fax, and added a laptop computer. The point was simple, give our staff the right equipment to do the most efficient and effective job for our members.

Thank you, Lisa and Jenny for your ever-ready efforts and daunting attention that you provide each of us in our many times of need!

Chapter Website

This Website looks and functions beautifully, and has upgrades galore. The newsletter is posted, we have a chat room ready and willing (but still in need of leaders to set-up discussion

topics and build-up an open talk forum — any takers?), and the latest addition, group E-mail, has caught on like wild fire with our members! (However, folks, skip the joke transmissions — this is *not* the correct forum.) Plus, it is linked to many other useful sites that are expanded regularly.

My hat goes off (as so should yours) with much admiration and gratitude to our Technology Committee: Mike Herwood, SRA, Bruce Hahn, SRA, and especially web guru Dale Wykcoff. Fantastic!

Public Relations

Lots has been accomplished, much more needs to be planned and implemented. This is a B-I-G project, with lots of toys to choose and play with for marketing our Chapter, and indirectly marketing our members and their designations.

In March 1999, the Chapter sponsored Jan Kleczewski, MAI, to represent and attend the Leadership Advisory Council (previously known as YAC), in Washington, DC. Jan met with our State Senate and Legislative Leaders on Capitol Hill to discuss appraisal issues in California, and met with AI national leaders to discuss our member issues. If Jan's upcoming LAC Newsletter article intrigues you — contact the Chapter office to solicit your name for Chapter sponsorship in 2000.

Our Chapter was a sponsor/contributor to the 3rd Annual Real Estate Alliance for Charity, Auction & Gala in April. Its function is to raise funds for a permanent summer camp for children with HIV/AIDS and other life-threatening diseases in our community. It is the only professional, non-profit real estate charitable organization in Northern California. It is comprised of many high profile real estate organizations: IREM, BOMA, CREW, CCIM. I was proud to see the AI and our Chapter name advertised among these professional associations: It was excellent PR for all of us!

National AI has sponsored a number of award programs for 1998. We were just recently notified that we have won an award for Most Innovative Education Program. Does that surprise any of you?

1999 Second Half Goals/Aspirations

The Chapter Roster will be distributed late this summer — yeah! We have painstakingly attempted to obtain all of our merged members' current in-

formation and photographs, where applicable, including members of the Central California Chapter. If you have not worked on this Committee, it is a monumental task but the wait will be worth it.

The Sacramento-Sierra Chapter and the Northern California Chapter will be holding our first Joint Meeting/Social tentatively scheduled for August 26. Sac-Sierra Chapter President, Steve Rosenthal and I discussed the concept at the Region I meeting in Reno, NV. The Chapter Executive Directors, Lisa and Emily, flipped a coin, resulting in Sac-Sierra sponsoring the first meeting. Please mark your calendar to attend this monumental event. It is sure to be memorable with our neighboring AI members from the Sac-Sierra Chapter!

All you associate members, your Membership & Retention Committee comprised of the Guidance and Experience Review Committees will be looking for you this Fall. National AI will be sponsoring a comprehensive guidance program at the Orlando Conference. I, and other committee members, will be attending to learn the latest and greatest requirements, and motivational maneuvers to entice each of you through the designation process — you can't hide!

Summary

Overall, our merged Chapter has accomplished an incredible amount for its membership within the first 6-months of existence. Everyone who has partaken in this endeavor, signed up to volunteer their time and creativity can be most proud, and I personally thank you for your support.

Those of you who use the Chapter services, and appreciate all you get for your dues need to stop and say "Thank you" more often than not, because the volunteer membership that drives this ship is a pool of immense, dedicated, and talented colleagues that don't get paid a dime, but do it because they have a passion for this profession we call real estate appraisal!

Come join the fun, get involved, you'll never know what you are missing 'till you say, "Yes."

"The game is well worth the candle that may have to be burned far into the night. There is no feeling like the feeling of success." — J. Paul Getty



Q & A: Proposed Commercial Database — Part II

Q. WHO CAN PARTICIPATE IN THE DATABASE?

A. Only Designated and Associate members of the Appraisal Institute can contribute data to the Appraisal Institute Commercial Database. In addition, they will have the most discounted prices for subscription and data purchases.

Q. DO ALL APPRAISAL INSTITUTE MEMBERS HAVE TO PARTICIPATE?

A. Participation will be encouraged, but not required. The ultimate success of the enterprise will be based upon the service providing greater benefit to the member than the time and cost to participate.

Q. WHAT ARE THE BENEFITS OF MEMBER PARTICIPATION IN THIS DATABASE?

- A. 1. Participation in a shared database will increase productivity and profitability by lowering individual data collection time and expense through shared collection efforts
2. Quicker access to data will allow more time for data analysis.
3. Members will have access to higher quality data since all data will come from fellow Appraisal Institute members
4. Participating appraisers will have access to a level and quality of data that will give them a competitive advantage over non-Appraisal Institute appraisers
5. Participants can realize a new and enduring revenue source.

Q. WHO WILL OWN THE DATA?

A. The policies and procedures governing the Appraisal Institute Database will recognize the Member contributing the data as the owner of the Data. The Appraisal Institute and RealWorks will have the right to use the data for certain purposes such as data sales, summaries, market trending and publications. The relationship between the data provider, the Institute, and RealWorks shall be the subject of an agreement that shall set forth the relative rights and obligations of the parties.

Q. HOW CAN A MEMBER BE ASSURED THAT CONFIDENTIALITY OF DATA IS PRESERVED?

A. The Appraisal Institute recognizes the confidential nature of certain information. Submitted data that is confidential will only be used in market summary or trending reports, which will protect the specific identity of property, transaction, and lease information (including tenant names).

Q. HOW WILL REVENUES BE GENERATED FROM THE COMMERCIAL DATABASE AND HOW ARE DATA CONTRIBUTORS COMPENSATED?

A. There will be two types of revenue generated from the commercial database. The first type of revenue is the sale

of individual data records in detail or summary format. The second type is revenue generated from the compilation and analysis of large quantities of data (“derivative products”). Members shall be compensated for contributing data through royalty payments. Each time an individual record is purchased in detail or in summary format, 20% of the resulting revenue shall be payable to the data contributor. 13.5% of derivative product revenue will be put in a pool which will be distributed to data contributors.

Q. WHY DID THE APPRAISAL INSTITUTE CHOOSE TO SPONSOR THIS DATABASE WITH REALWORKS?

A. RealWorks, LLC, (“RealWorks”) is a joint enterprise of First Realty Advisors, Inc. (“FRA”) and DST Realty, Inc., a subsidiary of DST Systems, Inc. (“DST”). RealWorks has been selected by the Appraisal Institute to bring an “industry solution” on-line.

DST is a \$1.1 billion company that is a major data processor for the mutual fund, insurance and satellite TV industries. They developed the RTC accounting system and were a joint venture partner in one of the first loan conduits. All DST systems are fully year 2000 compliant. The Appraisal Institute commercial database will reside at the DST Winchester Data Center, one of the largest and most sophisticated computer facilities in the United States. FRA has been in the development forefront of software and technology products for the commercial appraisal industry for over seven years. Jointly, FRA and DST bring the financial resources to finance the project, as well as the human resources in both software programmers and real estate professionals to accomplish this endeavor.

Q. IS THE APPRAISAL INSTITUTE PROVIDING ANY DEVELOPMENT CAPITAL?

A. RealWorks is providing the necessary capital for the development and operation of the commercial database. The Appraisal Institute will incur minimal administrative costs associated with the database.

Want more information on the Commercial Database? Visit the Members Only section of the national web page at www.appraisalinstitute.com.

Please forward any comments to:

Tom Motta, Chair	tommmai@worldnet.att.net
Brian Glanville, VP	briang@teleport.com
Bob Stephens	imamai@rmi.net
Craig Smith	Smithpk@gte.net

A copy of your comments can be forwarded to the Chapter Office at Lisa@NorCal-AI.org.

The Plan: Special Alert

The Appraisal Institute has joined a group of financial industry trade associations dedicated to monitoring the activities of Fannie Mae and Freddie Mac to ensure that these government sponsored enterprises (GSE's) stay within the intent of their Congressional charters. Entitled FM Watch, the coalition will alert the public to actions by the GSE's which benefit the interests of their investors at the expense of homebuyers and taxpayers. In addition, the coalition intends to support market competition that results in affordable housing for consumers. “Our members are looking for institutional support for the appraisers’ pro-consumer role,” said Donald E. Kelly, Vice President for Public Affairs. “Appraisals are essential due diligence for lenders and can also contribute greatly to consumer confidence in the purchase of a home,” he added.

Besides the Appraisal Institute, FM Watch is comprised of the Consumer Bankers Association, the Mortgage Insurance Companies of America, the Financial Services Roundtable, the Association of Financial Guarantee Insurers, the National Equity Lending Leadership Organization, the National Home Equity Mortgage Association, and the Consumer Mortgage Coalition, which includes Chase Manhattan, Wells Fargo, Norwest, PNC Bank, and others. An article on the coalition appeared June 17, 1999, in The Wall Street Journal.

Report: LAC

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to the "Leadership Advisory Council (LAC) to better reflect the evolution of this annual forum conducted since 1969. The new name reflects LAC's goal of achieving participation from "up and coming" leaders of the Appraisal Institute (the 35 year age limit was lifted some years back).

Our national leadership has been highly supportive of LAC, coming to Washington, DC to address our group and sitting in on discussion groups. To demonstrate the importance of LAC to the Appraisal Institute, and as an expression of his own enthusiasm for the event, President Bert L. Thornton instructed that a LAC Open Forum be added to the Annual Summer Conference to be held in Orlando. This special discussion forum will be conducted by 1999 LAC Chair Raymond Carroll, MAI, SRA, LAC Vice Chair Diane Butler, MAI, and the four LAC Discussion Leaders.

1999 topics included: "Evolving with the Capital Markets," "AI 2K: Opportunities for the 21st Century"; "Product vs. Service: What Are You Selling?"; and "Technology Tools for Tomorrow's Appraiser." If you're not going to Orlando this summer, the group's full recommendations are posted on the AI's website (www.appraisalinstitute.org). Following is a brief overview of the topics and recommendations.

"Evolving with the Capital Markets" — As real estate has become increasingly linked to Wall Street and the capital markets, there have been major changes in the demand for appraisal services. This panel considered the ways that the Appraisal Institute can better prepare our members to take advantage of new business opportunities arising from public capital markets that serve real estate.

The Appraisal Institute has already been moving aggressively on this front, with efforts such as "AI Wall Street," where a delegation has been visiting Wall Street to learn more about the services that the public capital markets are requiring and to promote the members of the Appraisal Institute as the professionals best able to provide these services. Classes and seminars covering changes in the capital markets were recommended to be added to the advanced educational opportunities now being offered by AI through the Center for Advanced Real Estate Analysis.

"AI 2K: Opportunities for the 21st Century" — Discussions of this broad

topic led to panel recommendations in education, membership and organizational communication. LAC recommended that the Appraisal Institute explore opportunities in cross-discipline education with "allied" schools and organizations, with educational credit.

Panelists expressed concern over the aging of the existing membership and the need to generate new membership interest. They recommended hiring an outside firm to survey current Associate Members about their views of the path to designation, their motivations to become members, and their evaluation of the organization, as a tool for strategic planning. This survey could potentially be expanded to cover unaffiliated appraisers.

Many recommendations were developed regarding improving communication between the National and Chapter levels, including streamlining the governing structure, enhanced use of email for communicating with members, and arranging for national staff (i.e. Executive Vice President) to visit local chapters to discuss trends, new programs, etc.

"Product vs. Service: What Are You Selling?" — Whether appraisers provide a product or a service was debated by this panel, with an eye toward programs that might help appraisers develop greater skills in general business and marketing ("soft skills"). LAC recommended continued AI focus on improving membership services through publications (electronic and print), emphasizing industry news and changing facets of the profession. It also recommended education offerings focusing on "soft skills", possibly incorporating this material into core courses.

"Technology Tools for Tomorrow's Appraiser" — This panel examined the role of technology in the appraisal profession. Free e-mail accounts for all members under the Appraisal Institute domain name were recommended, so every member could have an email address like: membername@appraisalinstitute.org. LAC also wants AI to sponsor a web page hosting service available to all members at a nominal cost.

Consider seeking a nomination to LAC for the 2000 meetings in Washington D.C. Next year's meeting, which I will be attending again as an alternate discussion leader, will be held at the Hyatt Regency on Capital Hill on Monday to Wednesday, March 20-22. LAC gives you a chance to influence the direction of our organization and profession, as well as a great opportunity to network with your peers from across the country. If you have interest, and be-

lieve you can be an effective LAC representative, contact the chapter office to learn more.

Standard Y2K Disclaimer in Appraisal Reports

Properties may have year 2000 problems whose cost to cure would affect the market value of the building. Articles in the 3rd Quarter 1998 *Valuation Insights & Perspectives* and the April 1999 issue of *The Appraisal Journal*, address the year 2000, or Y2K problem, in some detail. Appraisers may not have the knowledge or experience to test for Y2K compliance or determine the cost to bring the property into compliance. Therefore, the appraiser should consider making a standard disclaimer and statement of limiting conditions such as the following:

Unless otherwise stated in this report, problems with year 2000 compliance were not investigated, nor called to the attention of, nor did the appraiser become aware of such during the appraiser's inspection. Problems with year 2000 compliance of embedded systems and the cost to correct them would affect the value of the property but the appraiser is not qualified to recognize or estimate the cost predicated on the assumption that no such year 2000 problems exist and no responsibility is assumed for any such problems, nor for any expertise or knowledge required to discover them.

If the building owner or manager has followed the recommendation by the Building Owners and Managers Association (BOMA) International to complete a checklist answering basic questions to plan the company's year 2000 compliance activities, include this information in the appraisal report with this suggested language:

The client has provided a Y2K compliance report for the property performed by X. According to the report dated X, no Y2K problems were found in the systems studied. The reader of this appraisal report is urged to review the client report in detail for a description of the inventory and assessment of embedded systems and the manufacturers' statements regarding Y2K compliance. The information provided in the client report are "republications" under the Information and Readiness Disclosure Act. The appraiser has not independently verified the contents of the republications and takes no responsibility for the accuracy or completeness of information contained in such republications.

Residential Consulting

Tuesday, August 24



Petaluma Community Center

This newly developed seminar will teach participants the valuable concepts and real-world tips to propel them into the world of consulting. Even the experienced consultant will gain insights on how to fine-tune their consulting and how to put new ideas into practice.

Designed for residential appraisers with no previous consulting experience as well as the experienced consultant who will benefit from new consulting ideas and from an interactive to learning experience.

By the end of the seminar participants will be able to:

- ☛ identify differences between consulting and appraisal services;
- ☛ recognize USPAP issues;
- ☛ identify seven key components that integrate into each consulting assignment;
- ☛ develop strategies for managing and marketing your consulting practice;
- ☛ incorporate new techniques that present more effective results in narrative reports;
- ☛ apply learned techniques to practical real-life situations.

The seminar is approved for 7-hours of Appraisal Institute Continuing Education Credit. Applications for 7-hours of OREA and SBE CEC are being submitted. Partial credit will not be available. The tuition fee is \$145 for Appraisal Institute Members; \$185 for all others. We regret that faxed registrations cannot be processed. All registrants will receive a detailed confirmation letter and map. Don't delay — register today!

See page box at right for other hot education programs being offered this summer!

Update for The Appraisal Of Real Estate

Members who purchased *The Appraisal of Real Estate* before January 1999 can obtain a four-page insert showing changes made to Chapter 17 of the text in later printings. To obtain an insert, call 312/335-4449 or visit: www.appraisalinstitute.org.

E • D • U • C • A • T • I • O • N



A Look at 1999 Educational Offerings

Course 430: Standards of Professional Practice — Part C July 29-30

Instructor: Sydney Hawran, MAI
Location: PG&E Learning Center, San Ramon
Tuition: \$335 Appraisal Institute Members
\$385 Non-Members

Course 310: Basic Income Capitalization August 5-7 & 12-14

Instructors: Loren Leavitt, MAI & Richard Betts, MAI, SRA

Residential Consulting Seminar August 24

Instructor: Craig Harrington, SRA
Location: Petaluma Community Center, Petaluma
Tuition: \$145 Appraisal Institute Members
\$185 Non-Members

Course 700: The Appraiser as an Expert Witness (Litigation Overview) September 16-17

Instructor: Nancy Mueller, MAI
Location: Carmel Mission Inn, Carmel
Tuition: \$285 Appraisal Institute Members
\$370 Non-Members

Course 620: Sales Comparison Valuation of Small, Mixed-Use Properties September 23-24

Instructor: Gary Taylor, SRA
Location: Monarch Hotel, Dublin
Tuition: \$285 Appraisal Institute Members
\$370 Non-Members

Course 330: Apartment Appraisal: Concepts and Applications Fall 1999
FOURTH QUARTER COURSE OFFERINGS:

Course 710: Eminent Domain - Part A

Course 510: Advanced Income Capitalization

FIRST QUARTER 2000 COURSE OFFERINGS:

Courses 410 & 420: Standards of Professional Practice

Course 110: Appraisal Principles

Course 550: Advanced Applications

To receive advance 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.

Is Your OREA Renewal Cycle About to Come Due? Are You Ready?

Have you found yourself needing a few more hours to meet your year-end continuing education requirements? Now is the time to review of the list of upcoming education programs above and register! If your renewal cycle is about to come due, now is the time 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).

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.

Preparing for 2000: Reply Requested

As you know, the Appraisal Institute provides premier courses and seminars that keep pace with appraisers' needs. To help us best meet your designation and continuing education needs, please take a moment to complete the survey below. Your input will assist us in making sure that the programs you need and want are offered locally:

Tell Us What You Want...

COURSES

- Course 110: Appraisal Principles
- Course 120: Appraisal Procedures
- Course 210: Residential Case Studies
- Course 310: Basic Income Capitalization
- Course 320: General Applications
- Course 330: Apartment Appraisal: Concepts & Applications
- Course 410: Standards of Professional Practice – Part A
- Course 420: Standards of Professional Practice – Part B
- Course 430: Standards of Professional Practice – Part C
- Course 500: Advanced Residential Form and Narrative Report Writing
- Course 510: Advanced Income Capitalization
- Course 520: Highest & Best Use and Market Analysis
- Course 530: Advanced Sales Comparison and Cost Approaches
- Course 540: Report Writing and Valuation Analysis
- Course 550: Advanced Applications
- Course 600: Income Valuation of Small, Mixed-Use Properties
- Course 610: Cost Valuation of Small, Mixed-Use Properties
- Course 620: Sales Comparison Valuation of Small, Mixed-Use Properties
- Course 700: Appraiser as Expert Witness: Litigation Valuation Overview
- Course 710: Eminent Domain, Part A
- Course 720: Eminent Domain, Part B
- Course E3: Advanced Rural Case Studies

SEMINARS

- New!* FHA Requirements
- New!* Appraisal of Nonconforming Uses
- New!* Case Studies in Commercial Highest & Best Use
- New!* Case Studies in Residential Highest & Best Use
- New!* Partial Interest Valuation - Divided
- New!* Partial Interest Valuation - Undivided
- New!* Regression Analysis in Appraisal Practice
- New!* REITS and the Role of the RE Professional
- Automated Valuation Models
- Appraising One-to-Four Family Income Properties
- Appraising Manufactured Housing
- Appraisal of Nursing Facilities
- Appraisal Reporting of Complex Res Properties
- Basic Income Modeling Using Spreadsheets
- Valuation of Detrimental Conditions in Real Estate
- Residential Design & Functional Utility
- Residential Property Construction & Inspection
- Disaster Appraising
- Dynamics of Office Building Valuation
- Eminent Domain and Condemnation Appraising
- Appraisal Review — Residential Properties
- Special Purpose Properties
- Small Hotel/Motel Valuation
- Hotel/Motel Valuation (2-days)
- Litigation Skills for Appraisers: An Overview
- New Industrial Valuation
- Appraising High-Value and Historic Homes
- Data Confirmation & Verification Methods
- Using Your Financial Calculator
- Appraisal of Local Retail Properties
- Lease Abstracting and Analysis
- Highest and Best Use Applications
- Vineyard Valuation
- Ranch Valuation
- Understanding Limited Appraisals — Residential
- Wetlands
- Federal and State Laws & Regulations Workshop (4-hour)
- Other: _____

Tell Us Who You Are...

NAME _____

FAX (____) _____

CITY OF RESIDENCE _____

CITY OF EMPLOYMENT _____

CHAPTER NAME _____

Check all that apply:

- MAI SRPA SREA SRA RM
- General Associate Residential Associate
- Affiliate Member Not Affiliated

I am seeking education for:

- Continuing Education
- Appraisal Institute Designation Requirements

Thank you for your prompt response. We look forward to helping you meet your education needs in 2000!

Return completed form to:

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

Looking Ahead

- July 13 Board Meeting
— Oakland
- July 29-30 Course 430
— San Ramon
- Aug 5-7 & 12-14 Course 310
— Location TBA
- Aug 23-24 General Comp Exam
— Millbrae
- Aug 24 Res Consulting
— Petaluma
- Aug 26 Joint Program w/
Sac-Sierra Chapter
— TBA
- Sept 16-17 Course 700
— Carmel
- Sept 23 HUB Workshop/Mtg
— East Bay
- Sept 23-24 Course 620
— Dublin
- Oct 15 Fall Conference
— San Francisco

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Library Hours by Appointment

Executive Director

Lisa M. Estes
 e-mail: Lisa@NorCal-AI.org

Administrative Assistant

Jenny Greene
 e-mail: Jenny@NorCal-AI.org

Appraisers Wanted

Independent Contract Appraisers Needed. Commercial and multi-family assignments. Applicant must have form and narrative appraisal experience. WordPerfect and Argus knowledge a plus. Fee split basis. Properties located throughout the Bay Area. FAX resume to 800/364-8087.

“Commercial” Appraiser Position Available with established Stockton appraisal firm. We are seeking person who is eager to learn, is seeking excellence, and has good writing and computer skills. MAI designation or MAI associate (candidate) membership helpful but not required. We offer a good working/learning environment and competitive fee split compensation. Please mail or FAX resume to: The Bramwell-Smith Company, 2025 W. March Lane, Suite 1, Stockton, CA 95209 FAX 209/478-4451.

Monterey Peninsula Appraisers has an immediate opening for a residential real estate appraiser working in Monterey and San Benito Counties. Monthly fee splits from 50-70%, plus annual bonuses! Excellent working conditions, flexible hours, state-of-the-art computers and software, digital cameras, E&O Insurance, Appraisal Institute continuing education, and all office expenses paid. Contact or send resume to: Fred T. Rowland, SRA, P.O. Box 22618, Carmel, CA 93922, 831/625-6700, FAX 831/625-6759 or e-mail rowland@mbay.net. All inquiries will be confidential.

Commercial Appraiser Position available for East Bay firm. Primary work area will be the San Francisco Bay Area. Compensation and or split is based on experience/education. Please fax resume to Jim

Larsson, MAI at 925/299-8190.

Review Appraiser Providian Home Loans. Licensed/certified residential appraiser to review fee reports for nationwide lender. Full-time salaried, in-house staff position located in Pleasanton. Production environment, must work independently. Requires minimum 2-years experience. Fax resume to 888/649-4973 attn: Appraisal Department.

Appraisal Assistant Providian Home Loans. Coordinate fee appraisal orders for nationwide lender. Liaison for lender and fee panel. Monitor orders, turn times, maintain database and vendor files. Full time, located in Pleasanton. Requires appraisal or real estate experience. Fax resume to 888/649-4973 attn: Appraisal Department.

Residential Appraisal Analyst Providian Home Loans. Evaluation and inspection of potential foreclosure properties with the liens of concern typically in second position. A qualified candidate will be required to have a strong background in the evaluation of all types of residential property. A candidate should also be highly resourceful and diligent, and should have strong research and investigative skills. National travel is required. Please fax resumes to the Asset Evaluation Department and the attention of Mahir Decker at 925/251-9801.

**2000 Education
 Survey Enclosed.
 Reply Requested:
 See page 7**



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