



# Appraisal News

## Northern California Chapter of the Appraisal Institute

### September Chapter Workshop & Dinner Meeting

Thursday, September 21

**Location:** Pleasanton Hilton  
7050 Johnson Drive (near  
I-580 & I-680) Pleasanton

**Directions:** 925/463-8000

**Parking:** Plentiful & Complimentary

**Guidance**

**Update:** 3:00pm-4:00pm

**Workshop:** 4:00pm-6:00pm

**Topic:** *What's New for  
Appraisers Today:  
Sharpen the Tools in  
Your Appraisal Toolbox*

**Presenters:** Dawn M. Molitor, SRA  
Teri Crater, VP, UBOC  
Stephanie Coleman, MAI,  
AI Director of Screening

**Dinner:** 7:00pm

**Dinner Topic:** *The Mind in Action*

**Presenter:** Representative from  
Productive Learning  
& Leisure

**Price:** AI Members Non-Members

**Workshop Only:** \$38 \$43

**Dinner Only:** \$38 \$43

**Both:** \$38 \$43

#### 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 925/932-7754 by Monday, September 18. Guests staying for dinner will have a choice of Sesame Chicken or Grilled Salmon. Cancellations without penalty must be received by 12 noon on September 18. Cancellations received after 12 noon on September 18, 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.

See "Chapter meeting," page 3

### State of The Appraisal Institute Is Good

*Roland Burchard, MAI*



#### President's Message

**G**REETINGS FROM HOT WALNUT CREEK. After my recent visit to Valuation 2000 in Las Vegas, I have come away with the opinion that the State of the Appraisal Institute is good. Members of your executive committee, board members, and other chapter members, some of whom serve on our national committees, enjoyed up to a week of training, communication, education, service, networking, and fun.

The directions and initiatives the Appraisal Institute is taking in the areas of membership services, education, promotion, and technology appear to me to be positive, forward thinking, and well thought out. In this profession we must always stay in a mode of changing and adapting to new markets, new customers, new needs, and new standards. We must have new tools and new technologies to keep

up with changes our customers demand. Our work product is our best advertising, but the Appraisal Institute must also do its part to promote the designations, and the Appraisal Institute.

**I** find in listening to our current President Woody Hanson, and many others as well, that they are succeeding in educating our members on these changes, and are doing well

See "President's Message," page 6

### Chapter Wins Two Awards At the National Meetings

**T**he Northern California Chapter was the recipient of the Appraisal Institute's *Newsletter* and *Innovative Education Program Awards*. This is the second year in a row that the Chapter has been recognized for its accomplishments. Many thanks to all those who have contributed their volunteer efforts to the newsletter and education offerings.

**Mark Your  
Calendar!**

**50<sup>TH</sup> ANNUAL FALL CONFERENCE  
EXHIBITOR & CAREER FAIR**

Thursday, October 19 • San Francisco Marriott

FABULOUS NETWORKING OPPORTUNITY

#### 12 Timely Breakout Sessions

- ▶ Smart Growth
- ▶ Understanding Retail Real Estate
- ▶ Assessor Appeals
- ▶ Technology Update
- ▶ GIS
- ▶ Design for Maintainability
- ▶ Residential Adjustments
- ▶ Statistics, AVMs & Mass Appraising
- ▶ Understanding a Title Report
- ▶ Institutional Investors
- ▶ Residential Problem Solving
- ▶ Scams & Flips

**Register Today: Early Registration Discounts Expire September 15!**

See page 2 for more details.

## Another Look at the 2000 Annual Fall Conference

*Following is a final look at some of the timely and informative breakout sessions that will be presented at this year's 50th Annual Fall Conference:*

- **Smart Growth**

Cities across the nation are reacting to the problems of uncontrolled sprawl, traffic congestion, ugly commercial strip development, jobs-housing balance, affordable housing, deteriorating civic infrastructure, environmental pollution, and other quality of life problems. Vice President Al Gore has made Smart Growth a national issue. Smart Growth policies and the more specific themes of The New Urbanism address these issues and have proven to be positive factors in the success, and thus in the values of urban neighborhoods and districts. This seminar will introduce the themes of The New Urbanism, and explain how Smart Growth policies and urban design affects the quality, functional success, and value of real estate.

- **Technology Update**

This session will bring you up to date on the latest hardware and software tools for our rapidly changing industry. We will survey digital imaging using cameras and scanners, office computer system requirements, hand-held and wireless appliances, general and special appraisal software and how the Internet is beginning to change the way we do almost everything.

- **Residential Problem Solving**

This session will focus on advanced case studies of real-life appraisal problems. Starting with a description of the problem, discussion of alternate solutions, determination of the final solutions, completing the assignment, and then waiting for the client response. Our panelists are full-time residential experts that have met numerous challenging assignments and will share practical solutions.

- **Statistics, AVMs and Mass Appraising**

Don't be fooled by the title! This session will provide both a look at the history of statistics in appraising and will also introduce you to basic statistical concepts. From mass appraising to AVMs, statistics have been, and continue to be, an important part of the appraiser's repertoire. Don't allow yourself to be replaced by a computer-generated evaluation, instead take advantage of the mass appraisal techniques that only now are available because of computer based statistical models, AVMs.

- **Scams & Flips: Real Estate Fraud**

John S. Brennan, Chief, Licensing Division, Office of Real Estate Appraisers, will be providing session attendees with a comprehensive PowerPoint presentation packed with information pertinent to all commercial and residential appraisers. The attendees will get to see sample cases of real estate "flips," what they are, how they are pulled off, how the appraiser is involved and how to avoid getting duped into being a part of a flip unknowingly. Mr. Brennan will also be covering "identity theft," which is also a major concern for everyone.

### Exhibitors and Vendors

Once again the conference will feature an Exhibitor and Career Fair. Due to the 50th Anniversary, we are expecting an increase in vendor participation. Be sure to visit the following exhibitors during the pre- and post-conference breaks and lunch:

**HULBERG & ASSOCIATES      OREA      BRADFORD TECHNOLOGIES**

If there is a vendor that you would like to see represented at this year's conference, please contact Karen Mann, SRA, at 510/790-2345 or karen@mannappraisal.com.

### Registration Discounts

The final day to take advantage of the early registration discounts is approaching fast. Be sure that your individual or group registration forms are postmarked by September 15 to save up to \$75 on the regular conference fee. Contact the Chapter Office at 925/932-7753 for registration information.

## Office of Real Estate Appraisers Announces New Acting Director

Secretary of the Business, Transportation and Housing Agency (BT&H) Maria Contreras-Sweet has assigned Anthony F. Majewski as Acting Director for the California Office of Real Estate Appraisers (OREA). Previously, Majewski served as OREA's Deputy Director overseeing administrative, licensing and enforcement functions of the office.

Before coming to the OREA, Majewski served as the Acting Chief Auditor of BT&H. There he managed performance and financial audits of BT&H's 12 departments. Prior to that, he served as a management auditor and manager of the Disability Insurance Program Fraud Task Force with the Employment Development Department, manager of Special Projects with the Department of Corrections, and as a Senior Performance Auditor with the California State Auditor General's Office.

Majewski holds a Bachelor of Arts degree from the University of California, Los Angeles. He also holds a Master's of Public Administration degree in Public Finance and Management from the American University, Washington, DC.

OREA's former Acting Director, Jerry R. Jolly, has returned to the Department of Alcoholic Beverage Control (ABC) to accept a new assignment as Acting Assistant Director. Jolly will oversee a grant program he developed at ABC which includes all Northern California ABC offices and assistance provided to local law enforcement agencies. Jolly has been on loan from ABC to OREA for approximately two years.

During Jolly's tenure as Acting Director at OREA, he made substantial improvements in the license application process and to overall customer service. OREA also began offering services on-line, such as searches for local real estate appraisers and license status verification. In addition, OREA was able to streamline investigative processes and eliminate any backlog of complaints filed against licensed appraisers. OREA gained an excellent working relationship with industry groups under Jolly's leadership.

The Northern California Chapter wishes Mr. Majewski and Mr. Jolly much success in their new positions.

Have you completed the 2001  
Committee Preference Form  
and returned it to the Chapter Office?

## Chapter Meeting

from page 1

### Associates Guidance Update:

A special one-hour Associates Guidance program will take place at 3:00pm. Members of the Associates Guidance, Membership Retention & Recruitment and Experience Review Committees will be on site to answer your questions and provide an update to changes in the designation process. Associates who are serious about receiving their designations will not want to miss this timely update as some significant changes were approved by the National Board of Directors at the July Meetings in Las Vegas. There is no charge for NorCal Associate members to attend this informative program! Advance reservations are required.

### About the Workshop Topic:

#### What's New for Appraisers Today: Sharpen the Tools In Your Appraisal Toolbox

This program provides practical tools and current information for today's appraiser:

- Appraisal professionals will want to learn of the new requirements proposed for commercial and residential appraiser designations. As the focus of our industry has changed, so must its professionals.
- One of the new regulations facing the financial services industry is Regulation P (Privacy). Learn how this new regulation will impact appraisers and their clients and prepare to discuss the relationships between privacy and appraiser confidentiality.
- There are many misconceptions associated with the Uniform Standards of Professional Appraisal Practice (USPAP). Come prepared to discuss how to differentiate the myths from reality.

Applications for 2-hours of OREA, AI, and SBE CEC are being submitted. Partial credit is not available. Attendees seeking CEC must arrive by the 4:00pm start time and should allow 30 working days for processing of their CE attendance verification certificates.

### About the Dinner Topic:

#### The Mind in Action

Our minds are constantly in action. They direct us to perform certain tasks and react in certain ways that are often habitual. Join us for a dynamic, stimulating event and discover how these habits may be getting in the way of you responding to certain situations in the most optimal ways. Be ready to participate in experiential exercises that demonstrate how your habits limit you and why.

**Concluded at right**

## The Impact of AI's Residential Database

### Another Way to Expand Your Business and Add Revenue to Your Bottom Line

**S**yndicated real estate columnist Ken Harney wrote and distributed an article on Friday, June 23, about the Appraisal Institute Residential Database (AIRD™). This is the second article he has written about AIRD.

The first one appeared in September, 1998, when we announced it to our members and the world. The story may or may not have been published in your local newspaper. Nevertheless, you may have already heard about it.

In the article, Harney recognizes consumers need a professional appraisal. He claims AIRD allows appraisers to become part of the streamlining of the home real estate and financing process. However, some of you are worried about decreasing fees for residential appraisals, less reliance on appraisers and violation of the Uniform Standards of Professional Appraisal Practices (USPAP). Following are relevant Q&As to address your concerns. We think after reading

### Welcome New Administrative Assistant

**M**any of you have already been greeted by a friendly new voice when calling the Chapter Office. In late July we welcomed Jenn LeGardeur to our staff. Jenn is a Senior at St. Mary's College and will serve as a Part-time Administrative Assistant. Please extend a warm welcome the next time you have an opportunity to speak with her. We are thrilled to have her on board!

You'll walk away with:

- An understanding of how your habits limit your choices;
- A clearer picture of the specific areas where this comes into play for you;
- Tools you can use to break out of these limitations;
- An experience of how much we do out of habit and that breaking habits takes awareness;
- Knowledge of what it takes to make better choices and thereby improve the quality of your life;
- Applications of the experience to appraising.

Please observe registration deadline.

these questions and answers, and upon reflection, you'll agree that the Appraisal Institute is actually taking a very proactive position that is in your best interest.

**BACKGROUND ON AIRD:** *The Appraisal Institute's Board of Directors approved the development of AIRD in June 1998. It has been moving forward: first, through a committee spearheaded by our members to develop data storage standards; second, through the technology phase with FNC, Inc., our technology partner to develop the software interface and language.*

*AIRD was launched in July 2000 during the Valuation 2000 Conference. To date, more than 500 appraisers have signed up to contribute to it, and we expect many more to sign on. (Note: Over 100 members signed up in 24 hours as a result of reading Ken Harney's article.) The first and primary users are mortgage lenders and banks. It is anticipated that AIRD will have sufficient data for consumers to access it in late 2000.*

See "AIRD," page 5

### Real Estate Alliance For Charity Gala Seeks Auction Items

**T**he Northern California Chapter will once again serve as a sponsoring organization raising funds through the Real Estate Alliance for Charity (REACH) and helping to support the building of Camp Arroyo, a camp for children suffering from HIV/AIDS and other life threatening diseases. The Camp is scheduled to open this year.

The Fourth Annual Auction and Gala will be held on Friday, November 3, 2000, at the Great American Music Hall in San Francisco. Over 600 real estate professionals and associates will attend the Gala.

This event provides a great opportunity for you, as a member of the Appraisal Institute, to present your company to the real estate community while at the same time providing much-needed funds for a worthy cause.

Auction items are still being accepted. To be a sponsor or donate an auction item, contact Natasha Tuck at 415/352-7217 or ntuck@shorenstein.com.

## Updates from National

### In Memoriam

We regret to inform you that  
Retired Member

**Harold E. Buchman, SRA,**  
of Walnut Creek has passed  
away. Condolences are  
extended to his family and  
former colleagues.

The Chapter Office was  
recently notified that  
Life Member

**Albert D. Sousa, MAI,**  
of Benicia passed away  
on April 4.

**Paul Wendt, MAI, SRA,**  
was a pioneer in adapting  
modern financial theory to  
real estate appraisal. He  
died May 14 at his winter  
home in Chalapa, Mexico at  
the age of 91. He was Past  
President of the former East  
Bay Chapter of the Society  
of Real Estate Appraisers in  
1950 and held both the MAI  
and SRA designations. He  
was the first chairman, in  
1947, of the new Urban  
Research Program at UC  
Berkeley's School of  
Business and taught Real  
Estate Appraisal at Cal as  
Professor of Finance for the  
next 25 years, until  
accepting a position as  
Dean of the Real Estate  
School at the University of  
Georgia. Dr. Wendt authored  
many books but the best  
known to appraisers was the  
pioneering *Real Estate  
Appraisal, A Critical  
Analysis of Theory and  
Practice*, published in 1956.

— Michael Yovino-Young,  
MAI, SRA

### Continuing Education Log

As announced previously, for the year 2000 and beyond, members are to record programs taken after January 1, 2000 from non-Appraisal Institute education providers in the new CE log. Unfortunately, the log was not available until last month. If you would like a copy of the creditable topic list, please contact the AI Information Center at 312/335-4140 or [info@appraisalinstitute.org](mailto:info@appraisalinstitute.org). The Appraisal Institute will continue to record on your status report education programs that are sponsored within the Appraisal Institute Education Network (national office, region or local chapter). However, you are encouraged to maintain a complete record of all CE programs for your files.

### Meetings with Fannie & Freddie

While in Washington for LDAC, several of the national officers including President Woody Hanson and President-Elect Brian Glanville met separately with representatives from Freddie Mac and Fannie Mae. They discussed the challenges confronting appraisers and how the Appraisal Institute and the two agencies can work more closely in the areas of education, provision of appraisal services and other mutually beneficial efforts. During their conversation with Freddie Mac, a spokesperson from the agency assured our officers that residential appraisers will continue to be an important part of collateral risk-management activities, especially those appraisers who are technologically capable.

### Residential Database

The Appraisal Institute Residential Database (AIRD) is on schedule and was officially launched at Valuation 2000 in Las Vegas this July. To develop the national residential database, the Appraisal Institute is working closely with its joint-venture partner, FNC, Inc., a leading developer of data warehousing and financial software. Members who are interested in contributing their data may still sign up at [www.airdport.com](http://www.airdport.com). Participating appraisers should contribute the following information gathered from their appraisal assignments: data that is available in the public domain; factual information that has not been specifically identified as confidential by the client; and information that falls under the Uniform Standards of Professional Practice (USPAP) definition of confidential, but that the client has given the appraiser permission to release.

### Lum Library Update

The Lum Library's online catalog is back online. The switch to a new URL for the catalog is complete. Members who access the catalog through the Appraisal Institute Web site and who are still having problems may find that their PC has stored the old URL in cache memory. When you have the Lum Library page on your desktop, press the reload or refresh button on your browser menu. This will load the current page into your PC's memory, which will include the new URL. If you still have problems, please contact the library for assistance.

**FIRSTSEARCH** is a commercial information database available without charge on the Members Only side of the Web site. It includes a number of individual information databases including ABI/INFORM, the major information database used by the library. ABI/INFORM has more than 900 journals, over half of which are full text. When you go to FirstSearch, go to databases and choose "list all databases." Click on ABI/INFORM, click on "select," and then the basic search screen will appear. You may choose to print out articles or have them faxed to you.

**THE INFOEXCHANGE** menu option is still under construction. When complete, the entire InfoExchange listing will be searchable by keyword or thesaurus term. Contact the library for past listings. If your literature search is not completely successful, please contact the library. The library's information files include Appraisal Institute materials and articles from 40 other journals. Call 312/335-4467 or e-mail [ailibrary@appraisalinstitute.org](mailto:ailibrary@appraisalinstitute.org).



## Assistance for Associates

A special one-hour update workshop will be held on Thursday, September 21, at the Pleasanton Hilton prior to the regularly scheduled Chapter Workshop and Dinner Meeting. This event will provide Associate members with an opportunity to catch up on changes to the designation requirements approved at the July National Meetings and ask questions of Guidance Committee members. The format will be informal and geared to help you stay on track to meet your designation goal.

To register, check the appropriate box(es) on the mailing panel of this newsletter and fax it to the Chapter Office at 925/932-7754. There is no charge for NorCal Associate Members to attend. We hope to see you on the 21st.

## Attention Residential Associates

I wish to convey a very positive message to Residential Associates preparing for their experience reviews. I recently met with the Northern California Residential Experience Review Committee and wish to thank the committee members for their professionalism as they shared their observations and recommendations relating to the appraisal reports I submitted for review.

Deena Love, SRA (Committee Chair), Leslie Wilson, SRA, Robert Thompson, SRA, Paul Hart, SRA, and Mark Frederickson, SRA, provided very informative feedback pertaining to the various sections of the reports. Each committee member was very supportive and positive as they conveyed their observations and recommendations, noting the strengths within the reports as well as observed weaknesses. The Members expressed a sincere interest in my ability to provide the best appraisal reports possible for my clients and their recommendations had immediate application for my appraisal practice.

I would therefore encourage residential associates pursuing the SRA designation to submit their reports for review as quickly as possible. Instead of the "unpleasant" experience so many of us fear it would be, it has proven to be a very rewarding and informative step in the journey towards the designation.

— Greg Stephens,  
Residential Associate

## Agenda for Associates

### Affiliate Updates

#### René Breedlove

5815 Sherwood Forest Drive  
El Sobrante, CA 94803  
510/669-9100 FAX 510/669-9100

### Associate Updates

#### Raymond S. Taylor

Taylor Appraisal Services  
433 Airport Boulevard, Suite 409  
Burlingame, CA 94010  
650/347-2240 FAX 650/347-2275

## AIRD

from page 3

### Q: What is AIRD?

A: AIRD is the first national, Web-based source of factual, accurate and nonconfidential residential physical property data created by appraisers for appraisers and the housing industry. Known by its developers as "America's Real Data," the data in the database is the highest quality available, verified by valuation experts and made available to the public.

### Q: Will the average cost for residential appraisals drop from \$300 to \$400 compared to \$75 to \$100?

A: The average cost for full appraisals is not likely to change much; however, the kinds of services your clients seek, in an era of automated valuation models, broker's price opinions and credit scoring, are already changing (along with the prices for those services), and you need to be prepared to meet the legitimate needs of your clients.

As you know, time is money when you work with clients. Collecting data from many sources is time-consuming. Since you spend much less time gathering data because you can access AIRD and find comparable property data in the exact neighborhood where you are appraising, your costs may be lower.

At the same time, you will be able to offer a wider range of services to your clients, including new "automated" services at lower prices as well as traditional appraisal products at current or higher prices. Automated Valuation Models (AVMs) are changing the speed of business as well. AIRD provides you with a vehicle to directly meet the competitive threat of AVMs, as well as adapting AVMs to the service mix you offer your clients.

## 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 Associates Guidance Chairs for assistance:

### General Associates Guidance

**Jeff Fillmore, MAI – Chair**  
408/241-4400

### Residential Associates Guidance

**Bruce Hahn, SRA – Chair**  
925/932-4044  
appraser@pacbell.net

**James Marbry, SRA – Vice Chair**  
800/657-2400 x237

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

**Rebecca Hiddle**      **Katie Powell**  
312/335-4190      312/335-4187

### Associate Records

**Dorothy Williams**  
312/335-4172

### Experience Review

**Marilyn Moore**      **Harriet Kudlacik**  
312/335-4173      312/335-4157

### Status/Demo Reports

**Jim Jones**      **Margaret Latimore**  
312/335-4191      312/335-4174

**Nancy Morales**  
312/335-4177

## Surfin' On the Net

Northern California Chapter of AI

<http://www.NorCal-AI.org>

**Appraisal Institute (Chicago)**

<http://www.appraisalinstitute.org>

**The Appraisal Foundation**

<http://www.appraisalfoundation.org>

**Fannie Mae**

<http://www.FannieMae.com>

**Office of Real Estate Appraisers**

<http://www.orea.ca.gov>

<http://www.orea.cahwnet.gov>

**Department of Housing**

**& Urban Development (HUD)**

<http://hud.gov>

**The Appraisal Subcommittee**

<http://www.asc.gov>

If you have located an informative site for appraisal information, please notify the Chapter Office so we can expand this growing list of on-line information sources.

# President's Message

from page 1

in delivering the tools to help us succeed in this new millennium. What do I mean, well for starts the residential and commercial databases. I am of the opinion that these databases will, on balance, help our members and our profession. We can be the leaders in both the collection and distribution of good data, but also by creating the data standards we have better control of that data and its many possible applications.

I encourage all of you to watch, but also to participate, as we roll out these programs in the next six to eight months.

Chicago is also doing better to promote the designations in the many markets around the United States but also overseas. International efforts to possibly export our education, standards, and promote our designations is going well. The Appraisal Institute is considering a number of changes, including some to the designation requirements and bylaws, that they believe will make help broaden the base of membership without lowering the bar. Please review the Board of Directors actions from July (to be posted to the Website shortly), and the two "White Paper" studies to get a full flavor of some changes coming ahead. If you like what you see in these new directions, or if you don't, come out to the upcoming Chapter meetings do discuss these issues and ask questions.

You will likely see more specific changes in the upcoming 45 day material in the fall. Stay tuned.

You should know too that the Appraisal Institute is doing better financially now than it was several years ago. Part of that is the economy and its ability to attract new affiliates and associates.

However, there is one area of concern I must bring up. And this is that it is still clear that we are, both at the Chapter and National levels, not yet replacing designated members who are retiring with newly minted designated members. We still have a "Graying" problem. This problem manifests itself especially hard in the area of education/course revenues. Nationally and at your Chapter

## E • D • U • C • A • T • I • O • N



### A Look at 2000 Educational Offerings

**Going Concern and Real Estate Valuations** September 22

Presenters: Steve Clark, MAI, SRA, and Margaret Singleton, MAI, SRA, ASA

Location: Pleasanton Hilton, Pleasanton

Tuition: \$185 Appraisal Institute Members  
\$225 Non-Members

**50th Annual Fall Conference** October 19

Location: San Francisco Marriott  
See pages 1 & 2 for details

**Course 430: Standards of Professional Practice** November 6-7

Presenters: Syd Hawran, MAI, & Dawn Molitor, SRA

Location: Fort Mason Center, San Francisco

**Course 510: Advanced Income Capitalization** November 8-11 & 13-14

Instructors: Richard Betts, MAI, SRA, & Cliff Cryer, MAI, SRA

Location: Monarch Hotel, Dublin

Tuition: \$525 Appraisal Institute Members  
\$625 Non-Members

### Courses & Seminars Planned for Early 2001

**Litigation Marketing Seminar**

**Real Estate Disclosure Seminar**

**Course 705: Litigation Appraising: Specialized Topics and Applications**

**Course 110: Appraisal Principles**

**Course 120: Appraisal Procedures**

**Courses 410/420: Standards of Professional Appraisal Practice**

*To receive advanced notification of these upcoming course offerings, contact the Chapter Office at 925/932-7753 or jenny@norcal-ai.org.*

*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.*

level we can no longer assume or rely on significant course revenues since so many of our associates are through, or close to being through, the designation tract courses. We have had the luxury of somewhat lower dues because we could count on this education revenue source. Seminars are doing well this year, and we expect a good turnout at Fall Conference. However, since we can no longer count on the courses as a significant revenue source, we must transition to a more dues-based financial structure.

What does this mean to your dues? Well, it's not new news but, yes, your dues are going up next year. How much, we do not know yet. But, rest assured we are watching our expenses, and we will do what we can to limit the increase. It's not new news because I have let it be known throughout this year at most of the Chapter meetings that the dues will go up and the reasons why. If you have

comments on these issues, I am always an e-mail away.

Lastly I must say that YOU MUST, YOU MUST, YOU MUST come to this year's 50<sup>th</sup> Anniversary Fall Conference. We are anticipating the best program ever, the best turnout ever, and a tremendous 50th celebration of the Appraisal Institute's Best one-day Chapter Conference.

Come for the great program, come for the update you can get on new vendors, new products and new technology, but also come for the friendship.

You simply must put it on your calendar — Thursday October 19 — and sign up early (it really helps us plan, and you'll save money, too). You will not want to miss this great opportunity. I hope to see you all there.

*Sincerely,*

*Roland H. Burchard, MAI  
President, Northern California Chapter*

## Members on the Move

### Richard M. Betts, MAI, SRA

Betts & Associates  
25 Agnes Street  
Oakland, CA 94618  
510/845-6988 FAX 510/845-0780  
rmbetts@juno.com

### James A. Gavin, MAI

Arthur Andersen LLP  
101 Second Street, Suite 1100  
San Francisco, CA 94105

### John J. Healy, Jr., MAI

650 Delancey Street, Suite 212  
San Francisco, CA 94107  
415/979-9595 FAX 415/979-9594  
john@hydestreet.net

### Roger M. Hodge, MAI

258 Bush Street, Suite 3342  
San Francisco, CA 94104  
415/602-2135 FAX 415/765-1565  
RHodge2001@hotmail.com

### Anthony Mills, SRA

462 West Napa Street, Suite 201  
Sonoma, CA 95476  
707/938-5083 FAX 707/938-2755  
ACMILLS@AOL.COM

### Arlen Mills, MAI, SRA, Life

The Mills Company  
462 West Napa Street, Suite 201  
Sonoma, CA 95476  
707/938-2868 FAX 707/938-2755

### Megan Mills, MAI

Mills and Associates  
462 West Napa Street, Suite 201  
Sonoma, CA 95476  
707/939-0857 FAX 707/938-2755  
megan@millsvaluation.com

### Dorothy Pollex, MAI

7232 Maple Avenue  
Sebastopol, CA 95472  
707/829-8753 FAX 707/829-8523  
dorothy@pacbell.net

### Howard C. Vogel, SRA, Life

Vogel Appraisal Corporation  
926 Sylvia Drive  
Lodi, CA 95240-4620

## New Numbers & E-Mails

### Stephen R. Clark, MAI

209/932-0700 FAX 209/467-3518

### Marie A. DeLarios, SRA

delariosm@mediaone.net

## 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.

Please indicate if the update is your business or home address and whether it is your preferred mailing address.

## Members in the News

Thank you to **Deena Love, SRA, Paul Hart, SRA, Leslie Wilson, SRA, Robert Thompson, SRA, Mark Frederickson, SRA, Ken Matlin, MAI, Jeff Enright, MAI, Mike Davis, MAI, Jan Kleczewski, MAI, Art Lombard, MAI, Peggy Darnall, MAI, Bob Basila, MAI, Robby Perrino, MAI, Kurt Reitman, MAI, and Pete Doherty, MAI**, who served as Experience Review Committee Members in May, June, and July.

Their volunteer efforts are helping to pave the way for our Associate Members on the path toward designation.

Kudos to Examinations Committee Chair **John Merget, MAI**, who proctored a Special Challenge/Re-Exam in late June. Also, appreciation is extended to **Wayne Prescott, MAI, Dorothy McDonald, MAI, Patrick O'Malley, MAI, and Harry Clifford, MAI**, who proctored the General Comprehensive Exam last month.

Thank you to **Bruce Hahn, SRA**, East Bay Subchapter Chair, for helping to ready the Chapter Office for the successful Open House held on July 20th!

**Michael Yovino-Young, MAI, SRA**, serving as Chair of the Commission on Valuation and Property Management and as the Appraisal Institute's representative to the International Federation of Surveyors (FIG), reports the completion of a successful Working Week in Prague, the Czech Republic, during May.

The commission sponsored a technical session with five speakers from the USA, UK, Czech Republic, and Hong Kong, presenting papers.

Included in the USA contingent was **Richard M. Betts, MAI, SRA**, who presented a paper on the technological changes facing the valuer in the new millennium.

The FIG conference was attended by over 300 delegates and representatives from 50 member organizations in 45 countries. Over 48 hours of technical and professional papers were presented during the meeting.

## Beat the Clock

## Now is the Time to Register for Education Offerings

Have you found yourself needing a few more hours to meet your continuing education requirements? Now is

the time to review the list of upcoming education programs on page 6 and register! Don't get caught short.

If your renewal cycle is about to come due, don't wait to start gathering your attendance certificates and getting all of your continuing education records in order. The Chapter Office only maintains records for seminars and workshops, while the National Office maintains the records for courses (regardless if the course was sponsored by a local chapter).

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.

## Member Directory Corrections

### Martin E. Benson, MAI

*Address & phone/fax/e-mail corrections*

### Benson & Company

123 Mariner Green Court  
Corte Madera, CA 94925  
Bus: 415/927-7442  
Fax: 415/924-8484  
bensonmai@aol.com

### H. William Brown, MAI

*Area code correction*  
Bus: 415/362-1313  
Fax: 415/989-3939

### Denis Robillard, SRA

*Telephone correction*  
Bus: 209/632-5362

## Looking Ahead

- Sept 21 Chapter Workshop/  
Meeting  
— Pleasanton
- Sept 21 Associates Update  
— Pleasanton
- Sept 21 Board Meeting  
— Pleasanton
- Sept 22 Going Concern Seminar  
— Pleasanton
- October 19 Annual Fall Conference  
— San Francisco
- Nov 16 Chapter Workshop/  
Meeting  
— Monterey
- Nov 17 Seminar TBA  
— Monterey

### Early 2001

Course 110

Course 120

Course 540

## 2000 Chapter Officers

### PRESIDENT

**Roland H. Burchard, MAI**

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neil@nalefmann.com

### CHAPTER OFFICE

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www.NorCal-AI.org

### Library Hours by Appointment

*Executive Director*

**Lisa M. Estes**

e-mail: Lisa@NorCal-AI.org

*Administrative Assistants*

**Jenny Greene**

e-mail: Jenny@NorCal-AI.org

**Jenn LeGardeur**

## Appraisers Wanted

**Washington Mutual**, an equal opportunity employer, has a number of appraiser and appraisal management openings throughout Northern California. Qualified candidates must be State Certified with 5+ years experience. FAX resume to 925/743-7798, attention Washington Mutual Bank, Marsha Bengtson.

**Commercial Appraiser Position Available.** Established Sacramento/Northern California appraisal firm. Must be state certified (general) appraiser. MAI designation or advanced associate membership preferred, but not required. Competitive fee split. Mail/fax resume to P. Richard Seevers, MAI, 2220 Douglas Boulevard, Suite 220, Roseville, CA 95661. FAX 916/782-0482. Phone 916/782-3113.

## Deadlines & Guidelines

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

**The Reitman Group** has openings for mid-level appraisers and appraiser trainees in our Palo Alto office. Responsibilities will include dealing with institutional clients in the areas of litigation, eminent domain and consulting, as well as traditional lending. No previous financial or real estate experience is required for the trainee position. If you are interested in working in a dynamic office environment, please fax your resume to 650/843-0744, or call us at 650/843-0740 and ask for Richard Labagh.

**Real Estate Officer.** Negotiate, document and coordinate due diligence for a wide range of real estate transactions and develop corporate real estate policies & procedures. Minimum requirements: BA, 5 years relevant experience, knowledge of real estate analysis and transactions. Background in real estate consulting, appraisal, development or acquisition & leasing is desirable. Send resume with cover letter to University of California, 1111 Franklin Street, 6th Floor, Oakland, CA 94607-5200, Attn: G. Balanza. FAX 510/987-0752. EOE/AA.

**Commercial & Residential Appraiser Positions** available at growing East Bay office. Minimum requirement is AL License. Compensation based on appraisal ability. Will provide training. Knowledge of MS Word/Excel & strong writing skills a must. Please fax resume to: 925/314-0293.

JOIN US OCTOBER 19  
FOR OUR 50TH  
ANNUAL FALL  
CONFERENCE



1243 Alpine Road  
Suite 102  
Walnut Creek, CA 94596

925/932-7753 FAX 925/932-7754

FIRST CLASS MAIL

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

I am an/a:  AI Member  Non-member

I will attend Sept 21:  Guidance Update  Workshop  Dinner

Dinner Preference:  Chicken  Grilled Salmon