



Appraisal News

Northern California Chapter of the Appraisal Institute

Are Computers Driving You Nuts??

Is your staff wasting time and your money while trying to figure out the program? Are you flummoxed because the software just doesn't understand what you want to do? Or is your job due TOMORROW and you and the computer have reached the point where it may fly out the window? Do you ever get perplexed over the fact that you are the best appraiser but can't understand why the computer hates you? **Or do you just want to make more money and have more free time?**

Well...your Chapter has come to the rescue! We have developed an alliance with COMP USA, the nationwide computer superstore and training center. To better serve our members, associates and affiliates, we have developed a voucher system with CompUSA. We purchased vouchers to offer each of you an unlimited number of classes at the CompUSA of your choice, nationwide. Classes include Word, Wordperfect, Excel, PowerPoint, Palm Pilot, Web Site Design, Access, ACT, Quicken, and many more. They are ranked Beginner, Intermediate, and Advanced, to suit your needs.

The BEST part is that we save you \$45 per class. The classes are 6 hours (total). **Normally, a single class is \$195.** Based on our buying power, you can **buy the class through our Chapter office for ONLY \$150!** CompUSA guarantees that if you are unhappy with the class or did not fully comprehend the material, you may retake the class at no additional charge. This is a full and fool proof guarantee that you will come away from the course with new skills.

We are negotiating with OREA and AI to consider these classes as partial CE credit. Meanwhile, I plan on purchasing vouchers for each of my staff, my family members and for lil'ol me; even I need some computer tips.

So, join with the rest of us to take classes at CompUSA. Buy the vouchers now while we still have our first allotment left and use them during the next couple of years.

Contact Lisa at the Chapter Office for your vouchers...I did.

Final Presidents Message

Thank You For the Opportunity to Serve This Great Chapter and Thank You to Those Who Helped Make it a Successful Y2K

I want to take this opportunity to thank everyone in this great Chapter for the high honor and great privilege it has been for me to serve as your Appraisal Institute — Northern California Chapter's President for the year 2000. I really enjoyed myself this year getting to meet new people, seeing many of you whom I have known for years, and helping to coordinate the Chapter's effort. The Chapter had an all around good year. Many of you took advantage of some really good seminars, associates and members continued to take our courses, the Fall Conference was a success with close to 400 attendees, the Chapter issued a brand new Member Directory, and associates were encouraged to become designated at an excellent all day Guidance Workshop in February. I am aware of a number of you who are working on your demonstration reports, and I am encouraged that a good number of you associates will become designated shortly. For the associates close to the finish line I say stay your course, finish your race, and enjoy the life-long benefits of membership.

In this year we also saw change with the office moving to Walnut Creek, Jenny Greene left us to work closer to home, and more recently Jenn LeGardeur was hired to assist Lisa at the office. I believe the Chapter handled the changes well while continuing to deliver the high quality courses, seminars, and programs we enjoyed this year, and that we have come to expect. A big part of the continuing success of this Chapter belongs to your hard working, professional, and eternally optimis-

Roland Burchard, MAI



President's Message

tic Executive Director, Lisa Estes. Lisa, you were right: "It all works out in the end." I want to publicly thank you, Lisa, for your diligence, your positive can-do attitude, your work ethic, and your institutional memory that is important for the organization.

It is also very important for me to recognize that many other people contributed mightily to this year's effort. You simply do not know how much volunteer work effort goes into running this Chapter. I cannot begin to tell you how much work these people put forth. But after a year of watching how it all works together, I am truly awed and inspired by the professionalism and sense of duty and service to the Chapter (and profession) that many of you demonstrated. First I must thank **Dawn M. Molitor-Gennrich, SRA**, as the Ex-Officio whose judgement I constantly called upon. Thank you, Dawn, for your support to me and the Board of Directors, and for your most excellent endeavors as Chair of Membership Development and Retention in getting the associates closer to their designations. Thank you as well to **Tim Simon, MAI**, Ex-Officio, for your help and leadership. Next I need to say thank you to the other members of the Executive Committee who through all the changes worked well as a team this year: Vice President **Craig Owyang, MAI**, Treasurer **Karen J. Mann, SRA**, and

THURSDAY, NOVEMBER 16

Location: The Beach Resort
(formerly Monterey Beach Hotel)
2600 Sand Dunes Drive, Monterey

Directions: 831/394-3321

Workshop: 4:00pm – 6:00pm
Topic: *Update on the Status of
Cisco Systems in the South Valley*

Presenter: Eric Morley, Principal
Morley Hunter Group, Inc.

Social: 6:00pm
Dinner: 7:00pm

Dinner Topic: *Monterey County Real Estate
Market Update*

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 Tuesday, November 14. Guests staying for dinner will have a choice of Chicken Piccata or New York Steak. Cancellations without penalty must be received by 12 noon on November 14. Cancellations received after 12 noon on November 14, and “no-shows” will be charged unless we are able to re-sell your reservation. *Reservations received after the cut-off date and walk-ins cannot be guaranteed.* Payment will be collected at the door. We reserve the right to substitute speakers under circumstances beyond our control.

About the Workshop:

Eric Morley will be presenting an update and status of Cisco Systems in the South Valley. Here is your chance to find out how the South Valley, San Benito County and Monterey County will be benefited by the Cisco expansion. Be ahead of the trend. Eric is the principal of Morley Hunter Group, Inc. (MHG) which provides strategic counsel and tactical consulting services to clients interacting with government agencies, the media and communities. MHG develops, integrates and implements real estate development and public affairs strategies. Clients include real estate development firms, high tech companies, national retailers, trade associations, property owners, homeowner groups and others. Visit their website at www.mhginc.com. 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 Monterey County specifically, North County Salinas and the Monterey Peninsula housing market has benefited from the economic growth in Silicon Valley during the last few years. Our speaker will address the growth and where the market is headed.

WEDNESDAY, DECEMBER 6

Location: Kelly Bros. Brewing Co.
112 East Yosemite Avenue
(East of Main Street)
Downtown Manteca

Directions: 209/825-1727

Workshop: 4:00pm – 6:00pm
Topic: *The Changing Role of the Appraiser
and USPAP*

Presenter: Stephanie Coleman, MAI, SRA
Director of Screening, Appraisal Institute

Social: 6:00pm
Dinner: 7:00pm

Dinner Topic: *What do You Expect from Your Chapter?*

Presenter(s): All Attendees

Price: AI Members Non-Members

Workshop Only:	\$33	\$38
Dinner Only:	\$33	\$38
Both:	\$33	\$38

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 Friday, December 1. Guests staying for dinner will have a choice of Chicken, Salmon, Tri-tip or Prime Rib. Cancellations without penalty must be received by 12 noon on December 1. Cancellations received after 12 noon on December 1, and “no-shows” will be charged unless we are able to re-sell your reservation. *Reservations received after the cut-off date and walk-ins cannot be guaranteed.* Payment will be collected at the door. We reserve the right to substitute speakers under circumstances beyond our control.

About the Workshop:

This two-hour program will discuss how the role of the appraiser is changing. With clients often asking for shorter, faster appraisals, how can we meet those needs while still complying with USPAP? One of the topics of discussion will be limited appraisals and what constitutes a “limited appraisal”. Critical in the process is determining the appropriate “Scope of Work” in light of the purpose of the appraisal. There are also several changes in USPAP for 2001 which will be discussed. 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 Meeting:

No dinner speaker has been scheduled to allow those in attendance to discuss their expectations of the chapter. Here is an opportunity to have your voice heard and to share your ideas in shaping the future.

Education Programs Come to the Bay Area

How GIS Can Help Appraisers Keep Pace With Changes in the RE Industry

This new seminar explores the competitive edge applications of geographic information systems (GIS) in comparable sales appraisals of residential and commercial properties. Join seminar developer Gil Castle on Friday, November 17, for an informative day.

Real Estate Disclosure

Attendees at this seminar will learn how to define, research and report over 100 disclosure issues by using a RED report, the appraisal profession’s first comprehensive framework that organizes all disclosure issues important to lenders and perspective buyers. Seminar developer Randall Bell, MAI, will be in Millbrae on Friday, January 19, to present this one-day seminar designed for both general and residential appraisers.

Applicants for LDAC Sought

The 2001 Leadership Development and Advisory Council (LDAC) will be meeting March 19 – 21, in Washington, D.C. If you are interested becoming a leader in the Appraisal Institute, contact the Chapter Office at 925/932-7753, for application information. Only 100 delegates will be accepted.

Members in The News

Thank you to **Kurt Reitman, MAI**, 2000 Fall Conference Chair and the following members of this year's committee for putting on a fabulous 50th Annual Conference: **Steve LeGardeur, MAI**, Vice Chair, **Gary Zak, MAI**, **Kathy Christensen, Richard Betts, MAI, SRA**, **Bryan Lord, Robin Erdmann, Sally Fraser, MAI, Willi Vaughn, SRA, Wesley Low, MAI, David Hardy, MAI, Neal Lacativo, SRA, Greg Stephens, SRA, Warren Wong, Karen Mann, SRA**, and **Steve Chan, MAI**. The breakout sessions received rave reviews and the "extras" associated with the 50th celebration were enjoyed by all! The following members got the day off to a great start by quickly and efficiently registering just under 400 attendees: **Jan Woolsey, MAI, Art Lombard, MAI, Pete Doherty, MAI, Michele McDonell, SRA, Mike McGoldrick, SRA, Daria Jow, SRA, Susan Brooke and Bill Bambas, MAI**.

Congratulations Newly Designated Member

Greg Stephens, SRA

Members on the Move

James A. Abel, SRA

1955 Woodhaven Court
Merced, CA 95340
209/726-8888 FAX 209/385-3884

Dean DeCarli, SRA (Retired)

3400 Wagner Heights Road, #20
Stockton, CA 95209-4885
209/477-2214

Richard Kurz, MAI, SRA

1910 – 17th Avenue
San Francisco, CA 94116
415/681-7310

Norman Orr, SRA

20155 State Route 1
Marshall, CA 94946
415/663-8044 voice/FAX

President

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Secretary **Neil A. Lefmann, MAI, SRA**.

Next comes your Board of Directors. Thanks to the following Board Members for your faithful service and leadership to the Chapter at a number of levels: **Anthony (Tony) Brigantino, MAI; John Hillas, SRA; Greg Stephens, SRA; Claudia Carleton; Joe Vella, MAI; Mitch Dunshee, MAI; Judith Brooke-Green, SRA; Janis Lassner, SRA; and Winnie Farwell, MAI**.

The Chapter worked well this year also due to the extensive efforts of the Chapter Committee Chairs. Thank you so much to the following Chairs: Arrangements, **Chris Bell**; Associates Guidance (General), **Jeff Fillmore, MAI**; Associates Guidance (Residential), **Bruce Hahn, SRA**; Fall Conference, **Kurt Reitman, MAI**; Monterey Bay Seminar, **Martha Renard, SRA**; Courses, **Jeff Enright, MAI**; Seminars, **Claudia Carleton**; Workshops/Programs, **Jan Woolsey, MAI**; Examinations, **John Merget, MAI**; Experience Review (General), **Ken Matlin, MAI**; Experience Review (Residential), **Deena Love, SRA**; Government Relations, **Kurt Reitman, MAI**; Newsletter, **Sean O'Reilly, SRA**; Technology, **Craig Owyang, MAI**; Public/Community Relations, **Janis Lassner, SRA**; East Bay Subchapter, **Bruce Hahn, SRA**; Silicon Valley Subchapter, **Bill Range**, Monterey Bay Subchapter, **Pam Brown, SRA**; Central Cal Subchapter, **Tom Austin, MAI**; North Bay Subchapter, **Siobhan Stoddard, MAI**; Golden Gate Subchapter, **Joe Napolliello**; Sierra Subchapter, **John Hillas, SRA**; LDAC (Leadership Development and

Nancy Welsh, MAI

CB Richard Ellis
350 Sansome Street, Suite 840
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415/986-7257 FAX 415/986-6862

Jan Woolsey, MAI

Union Bank of California
475 Sansome Street, 10th Floor
San Francisco, CA 94111
415/291-4787 FAX 415/291-4746
jan.woolsey@uboc.com

New FAX

Gordon J. Huseby, MAI, SRA

415/921-3728

New E-Mail

Carole Laval, SRA

claval@pacbell.net

Advisory Council), **Jan Kleczewski, MAI**; Nominating, **Dawn Molitor, SRA**; and Finance, **Karen J. Mann, SRA**. I wish to also thank all of the committee members, and Vice Chairs of the above committees, who also worked tirelessly to put on great programs, seminars, courses, and who helped our associates get closer to their designations. Congratulations to the new members who have, or will, become designated this year, and to those who are very close now. Keep up the good work.

Also I must thank the following people for their time and efforts in representing your Chapter at the Regional Level as your Y2K Regional Representatives: **Craig Owyang, MAI; Karen J. Mann, SRA; Neil A. Lefmann, MAI, SRA; Tony Brigantino, MAI; John Hillas, SRA; Claudia Carleton; Mitch Dunshee, MAI; Janis Lassner, SRA; and Winnie Farwell, MAI. Dave Hamilton, MAI**: thanks for your effort as National Director and Region I Chair.

All of you worked well together and deserve a big *Thank You* for your efforts this year. The year was a success for the Chapter because of you and your dedication to your fellow members. I encourage those of you who have not served in leadership, or on one of the Chapter Committees, to follow in the footsteps of those people listed and unlisted who have served. Does it involve time and effort? You bet. Are the rewards great? Most definitely. You will be better for the experience, and we will all get the benefits of your efforts.

It takes a community of professionals to run and support this Chapter. I have been blessed this year, and these past four years, to have been part of this team effort for your Chapter. I answered the call to serve (by the way it was **Ron Garland, MAI, SRA**, who called me) and was richly rewarded. So, will you serve when called? Better yet, will you call **Craig Owyang, MAI**, your Year 2001 President, and offer to help out next year? I hope many of you will because you and all of us will benefit.

My continued best wishes to you all for a most excellent end to this year. See you soon.

Sincerely,

Roland H. Burchard, MAI

President,

Northern California Chapter

Appraisers Wanted

Commercial Appraisal Positions. East Bay Location. Mid-level appraiser position must have state certification. Appraisal trainee position is also available and we are willing to train. Fax resume to 925/472-5855.

Looking Ahead

- Nov 9-15 National Meetings
— Chicago
- Nov 16 Board Meeting
— Monterey
- Nov 16 Chapter Workshop/
Meeting
— Monterey
- Nov 17 GIS Seminar
— Monterey
- Dec 6 Chapter Workshop/
Meeting
— Manteca
- Jan 6 Installation Celebration
— San Carlos
- Jan 11-14 Gen Comp Prep
— Oakland
- Jan 19 RE Disclosure
— Millbrae
- Feb 26-27 Gen Comp Exam
— Millbrae

2000 Chapter Officers

PRESIDENT

Roland H. Burchard, MAI

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1350 Treat Boulevard, Suite 280
Walnut Creek, CA 94596
925/935-9200 FAX 925/935-3095
e-mail: burchard@pacbell.net

VICE PRESIDENT

Craig A. Owyang, MAI

RE Appraiser/Consultant
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TREASURER

Karen J. Mann, SRA

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SECRETARY

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Library Hours by Appointment

Executive Director

Lisa M. Estes

e-mail: Lisa@NorCal-AI.org

Administrative Assistant

Jenn LeGardeur

e-mail: Jenny@NorCal-AI.org

Comprehensive Appraisal Workshop Comes to the Bay Area January 11-14, 2001

Ted Whitmer developed and instructs this exceptional Workshop made specifically to assist General Associates with the successful completion of the AI Comprehensive Examination, an MAI designation requirement.

The Workshop covers four major topics in a 3-1/2 day time period: General Concepts; Cost Approach & Market Analysis; Income Approach & Partial Interests; and Sales Comparison Approach, the major modules the Comprehensive Exam is broken into.

If you have never attended a course or seminar instructed by Ted Whitmer, you'll be in for a treat. If you have, you know what I am talking about. Ted is a very dynamic, well-educated, and most entertaining instructor you won't soon forget. He has an excellent form and format that allows the attendee to learn and listen in a most comfortable and enjoyable environment.

The Workshop is being offered at the Park Plaza Hotel near the Oakland International Airport. The cost for the 3-1/2 day program is \$495 including all materials. The materials can be purchased separately (no attendance) for \$100.

Additionally, you can attend any one or more days individually for \$150 (including materials) per day.

Seating for this Workshop is limited, as are the reserved hotel rooms at the discounted rate of \$99 per night — so DO NOT DELAY registering. The only other offering of this Workshop in 2001 will be in Ted's home state of Texas, so take advantage of the program locally, or fly to Texas or fly on your own without the Workshop; you choose!

The Workshop offers OREA CE Credit as well as AI CE Credit for already designated members who are interested in brushing up on their appraisal skill sets.

If you would like a Workshop brochure, please check the chapter web site at: www.norcal-ai.org, contact the Chapter office at 925/932-7753, or contact Ted Whitmer directly at 979/764-2667 or by E-mail at tedwhitmer@earthlink.net.

Good Luck to each and every one of our General Associates in your pursuit for that MAI designation!

Dawn Molitor, SRA

*2000 Membership & Retention Chair
Northern California Chapter*



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Suite 102
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FIRST CLASS MAIL

Please mark the appropriate boxes below when registering for the November and December Chapter Meetings. *Carefully check all that apply.*

- | | | |
|------------------------|------------------------------------|-------------------------------------|
| I am an/a: | <input type="checkbox"/> AI Member | <input type="checkbox"/> Non-member |
| I will attend Nov 16: | <input type="checkbox"/> Workshop | <input type="checkbox"/> Dinner |
| Nov Dinner Preference: | <input type="checkbox"/> Chicken | <input type="checkbox"/> Steak |
| I will attend Dec 6: | <input type="checkbox"/> Workshop | <input type="checkbox"/> Dinner |
| Dec Dinner Preference: | <input type="checkbox"/> Chicken | <input type="checkbox"/> Salmon |
| | <input type="checkbox"/> Tri-Tip | <input type="checkbox"/> Prime Rib |