

President's Message

Welcome to the first newsletter of the year. As many of you are aware, we have an excellent office staff composed of Executive Director Linda Zimmer and Executive Assistant Lianna Ayala, however, the content of this newsletter comes from volunteers who hold various positions in the chapter. You will find articles from our branch leadership in the following pages of this newsletter. Becoming involved in the branch is an excellent introduction to chapter leadership and is a valuable networking opportunity.

I also want to thank the volunteer members that dedicate precious time to identify topics, find speakers and run our seminars and branch meetings. Without their efforts we would not be able produce our valuable educational programs. Following are recent and future events and the chairs. I am sorry that not all involved could be included here.

- Los Angeles / Orange County Market Trends, January 28, Chair Orell Anderson, MAI
- Inland Empire Market Trends Seminar, Thursday, June 2, Chair, Jennifer Hafner, MAI
- Subdivisions, Thursday, April 7, Chair, Bob Dietrich, MAI

- Summer Conference, Tuesday, July 12, Co-Chairs: Allen Greer, MAI, AI-GRS and Bryan Vick, MAI
- Litigation Seminar, Thursday, November 3, Co-Chairs: Stu Duvall, MAI and Brad Thompson, MAI, AI-GRS

As part of our January Leadership kick off meeting we were presented with an excellent Power Point presentation by Jennifer and Matt Moore. They summarized their ideas gleaned from other organizations of a program to involve and mentor the next generation of appraisers. Their program ideas include:

- A committee to run events centered on new appraisers;
- Networking and social events aimed at these individuals;
- A way to allow these appraisers to connect online;
- A mentorship program to provide guidance and assistance (similar to the existing advisor network for candidates).

Our future as an organization is in attracting new members and inspiring them to become involved in the organization. Ideas from the Moore's presentation are a starting



point that the board will be working on this year.

I also want to bring your attention to our first networking event with CREW-LA (Commercial Real Estate Women) and CCIM that is scheduled for April 20 at the LA City Club. Registration is now open for this event. Sponsorship opportunities are available to place your company's name before the attendees.



2016 SCCAI President Russell Babbitz, MAI, SRA and Installing Officer Barry Alperin, MAI

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SCCAI Website
www.sccai.org

23rd Annual LA/OC Market Trends Seminar

By: Orell Anderson, MAI

On January 28, 2016, the Southern California Chapter hosted the 23rd Annual LA/OC Market Trends Seminar in Garden Grove. The event was co-chaired by Orell Anderson, MAI, and by Michael Eggleston, MAI. Also helping organize the seminar were Steve Valdez, and Alexander Wohl and Marcus Espinoza, MAI, SRA. Speaking to a packed room, presenters offered global, macroeconomic perspectives and regional OC and LA market updates that will be especially useful as we head into a new year.

Dr. Kerry Vandell of the UCI Merage School of Business kicked off the day with a truly global, long-term discussion of the recent trends in household demographics, immigration, employment, and credit markets that may influence the real estate market in the coming years. Al Greer, MAI, FRICS, AI-GRS, of Greer Advisors, LLC, followed in turn with a dynamic, energetic presentation on the capital markets and recent developments in real estate financing. Attendees then had the privilege to hear two engineers, David Funk, SE, and Wayne Kalayjian, PE, discuss the implications of Los Angeles' recently announced Seismic Retrofit Program and how it may affect regional appraisers in their practice. The several subsectors of the real estate market were covered by a colorful variety of presents.

Tom Reimers of Land Advisors, Inc., gave an update on the regional land market. Alan Reay of Atlas Hospitality Group presented a cautionary overview of the California hotel market going into 2016. Rob Rader of Wind Water Realty gave attendees insights from his research and experience in the OC office market, and David Black of Marcus Millchamp followed with an update on the Los Angeles office market. Brian Corrigan, SIOR, of Voit and David Prior, SIOR, of The Klabin Company offered some valuable broker insights and detailed updates on the LA and OC industrial markets, respectively. Last attendees had the pleasure of hearing John Mulville of Real Estate Economics discuss the outlook for the region's housing market. All in all, the day was a success and despite the seriousness of the topic we all managed to have a few laughs, drink plenty of coffee, and share a great meal. Because of your feedback after our event we will relocate in 2017 to the Sheraton Cerritos Hotel at Towne Center in Cerritos for its central location, better pricing and superior audio/visual amenities. For more information and some in-depth insights into these market trends, see sccai.org where we have uploaded the speaker presentations.



Northwestern Branch

The Northwestern Branch represents and serves appraisers from West and North Los Angeles County and Ventura and Santa Barbara Counties

Tupper W. Lienke, MAI - 2016 SCCAI Northwestern Branch Chair



Tupper W. Lienke, MAI
Chair



Robert Jordan, MAI
Vice Chair



Loy Spears, MAI, SRA
1st Advisor



J.P. LoMonaco, MAI
2nd Advisor



Adam Dembowitz, MAI
3rd Advisor

The Northwestern Branch of the Southern California Chapter of the Appraisal Institute holds bi-monthly breakfast meetings at the Spitfire Grill restaurant, 3300 Airport Avenue in Santa Monica, near the Santa Monica Airport, generally on the third Thursday of the month. We invite you to meet with us on these mornings to hear talks about real estate trends and other important information concerning the appraisal of real property in Southern California.

On March 17, at 7:30 AM, Brandon Koepnick, Director of Client Services for Xceligent, will speak at the breakfast meeting about Xceligent/AIR for Commercial Appraisers. His topics will include current market research and a history of Xceligent and the AIR/Xceligent partnership and their presence in Greater Los Angeles region in the post-CoStar/Loopnet-merger environment. Mr. Koepnick will explain how to build and maintain market survey information, how to utilize a variety of information sources, and how to use Xceligent to greatest advantage. He will summarize the adoption and use of Xceligent by the appraisal community and by brokers and agents and will also discuss the commercial real estate community growth in Southern California.

Mr. Koepnick is a veteran of the commercial real estate world in Southern California. He was instrumental in the Xceligent research processes in the Inland Empire and Orange County and organized the field staff when the association did their initial research in Los Angeles. He specializes in the nuances and history of the industrial market from the South Bay to the Inland Empire.

We would also like to extend our heartfelt thanks to our January presenter – Michael J. Tidwell II, SRA – who gave a great talk on Eco Trends and Green Valuation concerning both residential and commercial properties.

Our meetings are great opportunities to network with appraisers and other real estate professionals. We invite you and your guests to join us!

Please register for the meetings by going to SCCAI.org

See you there!

ATTENTION ALL DESIGNATED AND CANDIDATE MEMBERS of the Southern California Chapter

The Southern California Chapter has openings for Region Representatives to serve the Chapter in 2017 and 2018. For more information on how you can become involved please contact Linda Zimmer, Executive Director at the Chapter Office. Phone 818-957-5111 ext 22 or email Linda@sccai.org

Southern Branch

The Southern Branch represents and serves appraisers from Orange County and Long Beach

John Penner, MAI - 2016 SCCAI Southern Branch Chair



John Penner, MAI
Chair



Ryan Neal Young, SRA
Vice Chair



Michelle B. Rogers, SRA
1st Advisor



Michael J. Tidwell, III, SRA
2nd Advisor



Robert M. Contant, Jr., MAI
3rd Advisor

The Southern Branch is going in style this month with two meetings at the Pacific Club in Newport Beach (4110 MacArthur Boulevard). The first is a Joint Meeting with Lambda Alpha at lunchtime on Monday February 22nd, beginning at 11:30 AM, lunch at 12:00 and ending promptly at 1:30 PM. Lambda Alpha International (LAI) is an elite group of real estate practitioners from many disciplines in real estate including academia, law, lending, development, architecture, appraisal, city planning, brokerage, etc. LAI is an honorary society that provides a forum for the study and advancement of land economics where the winnowing and sifting of ideas takes place in an atmosphere of mutual respect. Our speaker will be David Cosgrove of Rutan & Tucker, who will discuss "Value or Voodoo – The Role of Entitlements in Real Property Appraisals". The cost is \$45.00 per person which includes free validated parking. Hope to see you all there!

Our second event being held at the Pacific Club is an event the Southern California Chapter is a sponsor for the Urban Land Institute (ULI) called "The Money Chase". This is a premier event that generally attracts a number of people in the development and lending arena. The speaker will be Ethan Penner who is the father of Commercial Mortgage-Backed Securities market. The cost of this event is \$85 for ULI members and \$115 for non ULI members. The event will be on Thursday February 25th 7:30 AM to 10:00 AM. If interested, please register in advance with Katie.Holst@uli.com (646) 519-0380.

Our second meeting of the year for the Southern Branch will be held at the Back Bay Conference Center (3425 Michelson Drive, Irvine) on April 21st. This is to be a dinner meeting with networking at 5:30, dinner at 6:00. Our speaker will be Ed Martinez from Marshall & Swift. His topic is Cost Approach Analysis utilizing the M&S cost manual. Ed's current job at M&S is in teaching appraisers for their new Cost Approach Certificate program. Come with any question you have always wanted to ask, but never had the opportunity. Get ready to learn some things you didn't know, but should. Ed will be going over the residential and commercial components of the M&S cost manual. The cost is \$35.00 per person with free parking. Join us!

E-Newsletters

Residential Update

Residential Update is the Appraisal Institute's free monthly e-newsletter that provides ongoing coverage of valuation industry trends, legislative issues and regulatory developments affecting residential appraisers. Sign up today to subscribe

<http://myappraisalinstitute.org/ResidentialUpdate/contents.aspx>

Eastern Branch

The Eastern Branch represents and serves appraisers from East Los Angeles County (excluding Long Beach) and Riverside and San Bernardino Counties

Jennifer Hsu, MAI - 2016 SCCAI Eastern Branch Chair



Jennifer Hsu, MAI
Chair



Ernesto Lopez, MAI, AI-GRS
Vice Chair



Alexander Liu
1st Advisor



William E. Jones, MAI, AI-GRS
3rd Advisor

It is a pleasure to serve as chair for the Eastern Branch in 2016. We had four branch meetings last year with diverse topics from foreign investments in the San Gabriel Valley to partial interest valuation. Our branch is a large territory extending east of Downtown Los Angeles all the way to the Coachella Valley. Our goal is to hold branch meetings in Pasadena, Ontario, and Riverside to cover members in these areas. We welcome suggestions to locations where you believe to be underserved.

This year, we plan to offer a minimum of four branch meetings. We will continue to plan continuing educational, speaker luncheons with the first one being planned for April in the Ontario area. This year, we will add social networking events into our branch meetings that will provide valuable opportunities to our members to meet new people, make business connections, and enjoy time together. We will also be working with the new young professional initiative within the Southern California Chapter to plan events that encourage more young professionals to get involved. Please take note of the first ever AI, CCIM, and CREW networking event that will be held on April 20th at the City Club in Downtown Los Angeles. Registration is limited, so sign up now!

Special thanks to Jay Munoz, MAI, SRA, AI-GRS, AI-RRS for a successful 2015 year as the Eastern Branch chair. Extra thanks to Ernie Lopez, MAI, AI-GRS and Alex Liu for their services over the last several years. We are also excited that Derrick Washington has been elected as 2nd Advisor and Bill Jones, MAI, AI-GRS as 3rd Advisor. They are exceptional talents and offer tremendous diversity and knowledge to our branch. Anybody interested and willing to serve on the Eastern Branch for 2017 is welcome to contact me. We look forward to hearing from you!

2nd ANNUAL IRWA CHAPTER 57 AND SCCAI JOINT LUNCHEON AND PROGRAM

**What You May Not Know About Temporary Construction
Easements: Ignorance is NOT Bliss!**

Wednesday, April 6, 2016

**Riverside Convention Center
Riverside, CA**

Click [HERE](#) for more information and registration

In Memoriam

Pete Bernstein passed on the 15th of December as a result of cancer and liver issues. He is survived by his daughter Kari and his brother Brad.

ODE TO PETE

by Lucky Reynolds, May 1997

Some things are a chore,
This one's a pleasure.
Tonight it's our honor,
To recognize a treasure.

A faithful servant since '72,
Meetings, banquets, sports day too.
Always available, every time there,
Professional service with his special flair.

Near perfect attendance; more than the rest,
Though to some of our speakers regarded a pest.
For if one shot was needed, if two would do,
His camera would flash 'till the evening was through.

A drink, a free meal, that's all he would ask,
And there he would be, hard at his task.
He could make Buss look shorter; Teobaldi tall,
His photos do wonders to one and to all.

Your work has been faithful, your service so true,
Mr. Pete Bernstein, thanks for all that you do!

IRWA AND SCCAI JOINT LUNCHEON AND PROGRAM

Professional Appraisal Practice - Lessons from the Field

Tuesday, March 22, 2016

Steven's Steak House

Commerce, CA

Approved: 2 Hrs AI CE

Pending Approval: 2 Hrs BREA CE

[More information and registration](#)

CALLING ALL CANDIDATES !

2016 MAI CAPSTONE CLASS Schedule

Registration for the 2016 Capstone is now open. See schedule below.

Capstone Location	Webinar #1	Webinar #2	Classroom Dates
Los Angeles, CA*	Jan 8, 2016	Feb 2, 2016	Feb 22-28, 2016
Tampa, FL*	Jan 8, 2016	Feb 2, 2016	Feb 22-28, 2016
Chicago, IL*	Jan 8, 2016	Feb 2, 2016	Feb 22-28, 2016
Savannah, GA	Mar 11, 2016	Apr 5, 2016	Apr 25 - May 1, 2016
Cincinnati, OH	Mar 11, 2016	Apr 5, 2016	Apr 25 - May 1, 2016
Synchronous*	Mar 11, 2016	Apr 5, 2016	Apr 25 - May 1, 2016
San Francisco, CA	May 27, 2016	Jun 21, 2016	Jul 11 - 17, 2016
Newark, NJ	May 27, 2016	Jun 21, 2016	Jul 11 - 17, 2016
Nashville, TN	May 27, 2016	Jun 21, 2016	Jul 11 - 17, 2016
Dallas, TX	Aug 5, 2016	Aug 30, 2016	Sep 19 - 25, 2016
Denver, CO	Aug 5, 2016	Aug 30, 2016	Sep 19 - 25, 2016
Synchronous*	Aug 5, 2016	Aug 30, 2016	Sep 19 - 25, 2016
New York, NY	Sep 23, 2016	Oct 18, 2016	Nov 7 - 13, 2016
Charlotte, NC	Sep 23, 2016	Oct 18, 2016	Nov 7 - 13, 2016
Pittsburgh, PA	Sep 23, 2016	Oct 18, 2016	Nov 7 - 13, 2016

*Programs sold out

FOR ALL SCCAI CANDIDATES

Scholarships are Available for the Capstone Course

Scholarships are Available for AI Designation Classes being offered online

Scholarships are Available for AI Designation Classes being offered by other Chapters

ALL Designations.....MAI, SRA, AI-GRS, and AI-RRS

Mason—Thornton Scholarship information and application is available
on the Chapter Website: www.sccai.org

2016 Designation Courses being offered by SCCAI

QUANTITATIVE ANALYSIS

REVIEW THEORY—GENERAL

ADVANCED CONCEPTS & CASE STUDIES

REVIEW CASE STUDIES—GENERAL

MARCH 14—18TH

MAY 16—20TH

SEPTEMBER 22ND—28TH

OCTOBER 17-21ST

ONTARIO, CA

LA PALMA, CA

ONTARIO, CA

LA PALMA, CA



Education Committee Report

*By Bryan Vick, MAI
2016 SCCAI Education Chair*

One of the many benefits of being part of the Southern California Chapter is the number and breadth of the educational opportunities offered locally. If you have not done so already please visit the Chapter Website for a list of the numerous upcoming course and seminars to be offered in 2016. The following is a highlight of some of the upcoming courses and seminars scheduled in the next few months. These include a diverse mix of basic level and advanced level courses and seminars, as well as, our four major chapter developed seminars.

January kicked off with our annual LA/OC MARKET TRENDS SEMINAR at the Embassy Suites Anaheim Hotel. Many thanks go out to Orell Anderson, MAI and his team for another successful and insightful event with many outstanding presentations throughout the day.

7-HR USPAP UPDATE will be offered by Mike Mason, MAI, SRA in Santa Barbara on March 10. **This course is filling up fast!**

QUANTITATIVE ANALYSIS (3/14-3/18): This four-day course is part of the Appraisal Institute's Analytics for Valuation Professional Development Program. This course is open to MAI's and SRA's seeking to expand their knowledge and practical use of statistics, as well as, general or residential associates working on their designations. See the following link (<http://www.appraisalinstitute.org/education/your-career/professional-development-programs>) for more information. We are pleased to be offering this course locally for the first time.

UNIFORM APPRAISAL STANDARDS FOR FEDERAL LAND ACQUISITIONS: PRACTICAL APPLICATIONS (3/30-3/31): The Uniform Appraisal Standards For Federal Land Acquisitions, also known as, the "Yellow Book" are standards and guidelines for appraisals of real property prepared for various governmental agencies of the United States in acquiring real estate by voluntary purchase, exchange, or eminent domain. This two-day seminar will provide a review of these standards and procedures as well as an overview of the various appraisal needs for governmental agencies. This seminar is recommended for experienced residential and commercial appraiser's engaged in or seeking to expand their client base to perform assignments for governmental acquisition agencies. This seminar will be held on March 30-31 in Costa Mesa.

SUBDIVISION IN SOUTHERN CALIFORNIA SEMINAR (4/7) - The event is scheduled to be held at the Sheraton Cerritos on April 7th.

The event is still in development but please mark your calendar as we hope to have an announcement very soon regarding the speakers and presentations.

For those seeking the AI-GRS review designation, REVIEW-THEORY GENERAL will be offered on May 16-20 and REVIEW CASE STUDIES-GENERAL will be offered October 17-20.

APPRAISER TRAINEES

Did you know that in order to become an appraiser trainee, you must complete 75 hours of qualifying appraisal education? For those seeking to fulfill this requirement to become an Appraiser Trainee, BASIC APPRAISAL PRINCIPALS, BASIC APPRAISAL PROCEDURES, and the USPAP 15-HR courses are scheduled to be offered in April and May in Southern California. I highly encourage you to take advantage of this opportunity to attend these required courses locally in a "live" classroom, where you can interact face to face with the instructor and your peers.

INLAND EMPIRE MARKET TRENDS SEMINAR (6/2) - This year's event will be held on June 2nd at the Doubletree Hotel in Ontario. This is one of our most successful and widely attended major chapter developed events and this year will be no exception. The event will again be chaired by Jennifer Hafner, MAI.

SUMMER CONFERENCE (7/12) - This year's Summer Conference will be co-chaired by Allen Greer, MAI, Eric Garfield, MAI, Bob Deitrich, MAI and Bryan Vick, MAI. Building upon the success of last year's conference, we again plan to have an all-day format with multiple topics and presentations. The event will be held at the Sheraton Cerritos on July 12th. We are also planning to have timely and interesting residential break-out sessions. Linda Whittlesley, SRA, Michelle Rogers, SRA, Charles Baker, SRA and Rick Morris, SRA will co-chair the residential break-outs.

ANNUAL LITIGATION SEMINAR (11/3) - We are pleased to announce that this year's seminar is scheduled for November 3rd and will be chaired by past SCCAI President, Stu DuVall, MAI.

I would also like to acknowledge fellow members of the 2016 Education Committee: Robert King, SRA and Jay Munoz, MAI. Thank you for generously offering your time and service to the Chapter.

Meet Our Newly Designated Members

Russell B. Tiv, MAI
 Loy L. Spears, MAI, SRA
 Gazelle Raye Wichner, MAI
 Daniel Lee, AI-GRS
 Luis E. Lobos, MAI



The MAI designation is held by individuals who are experienced in the valuation and evaluation of commercial, industrial, residential and other types of properties, and who advise clients on real estate investment decisions. To pursue MAI Designated membership, one must be a general Candidate for Designation.

The SRA designation is held by individuals who are experienced in the analysis and valuation of residential real property. To pursue SRA Designated membership, one must be a residential Candidate for Designation.

The AI-GRS designation is a new designation program aimed at providing professional general reviewers with the knowledge and skills needed to satisfy issues related to due diligence and risk management often requested by their employers and clients.

The AI-RRS designation is a new designation program aimed at providing professional residential reviewers with the knowledge and skills needed to satisfy issues related to due diligence and risk management often requested by their employers and clients.

84th Annual Installation Banquet



Steve Norris, MAI SCCAI 2015
 President presenting Scott Delahooke,
 MAI, SRA Volunteer of Distinction



Steve Norris, MAI SCCAI 2015
 President presenting Ernesto Lopez,
 MAI, his AI-GRS Designation



Past Presidents: Rolland Stephens, MAI, AI-GRS;
 Frances Mason, MAI; and John Ellis, MAI
 attending the Installation Dinner



All About Connections

**JOINT NETWORKING:
 CREW | CCIM |
 Appraisal Institute
 Wednesday, Apr. 20, 2016**



**Greater Los Angeles
 CCIM Chapter**



**Southern California
 Chapter**

Register now to attend this high-level networking event on April 20th with members from the Los Angeles chapters of CREW-LA, CCIM and the Appraisal Institute. Bring business cards - space is limited!!

Agenda:

6:00pm Registration and Introduction

6:15 - 6:45 pm Short Program - Speaker Bryan Mashian, Esq.

Landlord’s Dirty Little Secrets: Mr. Mashian unveils some of the most overlooked and under-negotiated lease terms in many commercial real estate lease transactions. The potential savings to tenants is tens of thousands of dollars. The information provided in this presentation is insightful, meaningful and will serve to enhance any real estate broker’s professional services. Find out how to reduce a tenants occupancy costs by thousands of dollars.

6:45 - 8:00 pm Networking—no host bar/hors d’oeuvres

Cost:

\$25.00 per person

Location:

City Club Los Angeles
 555 S. Flower St., 51st Fl, Los Angeles, CA 90071

[Parking fees/ Directions](#)

[Register Today](#) - Limited Seating

SCCAI 2016 CALENDAR

DATE(S)	COURSE / SEMINAR	LOCATION
February 22, 2016	SOUTHERN BRANCH LUNCH MEETING Value or Voodoo - The Role of Entitlements in Real Property Appraisal	Newport Beach, CA
March 10, 2016	7-Hour National USPAP Update Course	Santa Barbara, CA
March 14-18, 2016	Quantitative Analysis	Ontario, CA
March 17, 2016	NORTHWESTERN BRANCH BREAKFAST MEETING Xceligent/AIR for Commercial Appraisers	Santa Monica, CA
March 30-31, 2016	Uniform Appraisal Standards for Federal Land Acquisitions	Costa Mesa, CA
April 5 - 8, 2016	Basic Appraisal Principles	Ontario, CA
April 6, 2016	2nd ANNUAL - IRWA CHAPTER 57 AND SCCAI JOINT LUNCHEON AND PROGRAM What You May Not Know About Temporary Construction Easements: Ignorance is NOT Bliss!	Riverside, CA
April 20, 2016	Mixer at the City Club of Los Angeles with CREW and CCIM	Los Angeles, CA

The Southern California Chapter's Mason - Thornton Scholarship Program

The Mason - Thornton Scholarship Fund is a Trust Fund sponsored and managed by the Southern California Chapter of the Appraisal Institute. The sole purpose of the Fund is the awarding of financial scholarships to Designated Members and Candidates in good standing for courses presented by the Appraisal Institute leading to a professional designation in the Appraisal Institute.

[Application and Information](#)

Classes eligible for scholarships are listed on the application.

Please call us at the Chapter Office if you have questions. (818) 957-5111

[Online Education](#): Learn at your own pace anytime, anywhere.

Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education!

Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want. [Check out the current course listing now!](#)

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