

President's Message



Russel H. Babbitz, MAI, SRA
2016 SCCAI President

In the August 2016 Chapter Newsletter I wrote about National Appraisal Institute service and my thoughts on our potential contribution to national governance. Kerry Leiman, the Chair of Region VII (who also serves on the National Board of Directors), very kindly wrote a suggested road map to reach the Executive Committee of the Appraisal Institute. Please read his article on page 7 of this newsletter and consider this in the plan for your future.

On Wednesday, October 19th we celebrated the long history of our professional appraisal organization in Southern California by honoring Barry Alperin, MAI, AI-GRS, ASA-ARP, ARM. Barry attended with his wife Amelia and a table of close relatives. This night also brings together past presidents, eighteen of whom attended. We welcomed these volunteers for their past service and enjoyed speaking with them and sharing their leadership experience.

The event was chaired very capably by Karen Davidson with the help of Nancy Summers who put together a very special compilation of photo memories from Barry's collection. A deep felt thank you Karen and Nancy for your much appreciated contributions to the evening! It was my pleasure to announce that Barry Alperin was chosen by a commit-

tee composed of the three immediate past presidents as this year's recipient of the Bert L. Thornton Chapter Professional Service Award. This award was named in honor of our past chapter and National Appraisal Institute President (1999). It recognizes Barry's years of selfless service and dedication to the appraisal profession, the appraisal institute and the Southern California Chapter. Barry has served as a president of this chapter and on two occasions as president of predecessor organization's chapters. He has served on numerous committees and in leadership positions for the Appraisal Institute, its predecessor organizations and the American Society of Appraisers. In 2012 he was recognized as an Appraisal Institute Volunteer of Distinction. Please join me in congratulating Barry for this honor!



Among those presenting anecdotes of their relationship with Barry included Kerry Leiman, Charles Baker, George Dell (who drove from San Diego to attend), Jim Smothers, John Calson, Scott Delahooke, Steve Smith Karen Davidson and myself. We received a special video greeting to Barry from Vicki Gill that was very sweet of her to make. Doug Nason sent a special letter of appreciation for Karen Davidson to read about Barry's ethics, detailed reports and overall quality of work product.

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SCCAI Website
www.sccai.org

The stories related by the speakers were accompanied by fun gifts and included some practical jokes from the past on Barry and by Barry (the one by Barry earned him a replica Oscar from Kerry for his great acting).



Kerry Leiman presenting Barry his Oscar



Steven Smith, MAI, SRA

Heritage Night is an event the Chapter established to reflect on our rich past and those that have volunteered and served. While we may compete for appraisal assignments or testify against each other in trials, it is our common efforts that unite us, building deep friendships and partnerships in an organization serving a larger purpose.



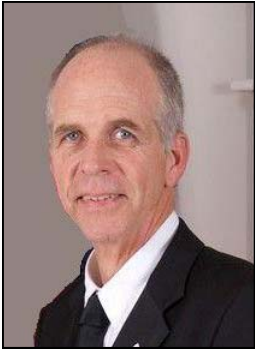
SCCAI Past Presidents



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.

We give our heartfelt thanks to Michele Kaufman, MAI, Executive Managing Director – Valuation & Advisory – Practice Group Leader | Multifamily at Cushman & Wakefield of Western, Inc. for her informative talk about [Affordable Housing in Southern California](#) at our last breakfast meeting!

On November 10th, at 7:30 AM, Adam Dembowitz, MAI, MRICS, Associate Director at Cushman & Wakefield of Western, Inc. will give a talk on [Litigation Appraisal Practice](#).

Providing appraisal and valuation services for litigation, arbitration, and similar purposes requires a different approach from everyday appraisal work. Clients expect more and pay more for work products associated with litigation and arbitration proceedings. Mr. Dembowitz will discuss some of the fundamental differences in litigation practice, including client relations, report research and preparation, trial exhibit presentation, and legal research. He'll also explore the variety of assignments to which these skills can be applied, including condemnation actions, ground rent renewals, and market rent opinions.

Mr. Dembowitz's practice is dedicated to the valuation of full and partial property interests for litigation, dispute resolution, and arbitration purposes. He provides valuation and consulting services to law firms, public agencies, municipalities, project managers, developers, investors, and property owners. Mr. Dembowitz has contributed his real estate expertise to his clients for major transportation and infrastructure projects in Southern California including the widening of the 405, 91, 15, and 10 freeways, the extension and expansion of the Los Angeles County light rail system, and numerous grade separation projects.

Mr. Dembowitz has completed projects throughout the United States – with extensive experience in Southern California as well as the Chicago and Philadelphia metropolitan areas – on behalf of federal, state, county, and municipal agencies and governments, domestic and foreign investment firms and financial institutions, property owners and developers, REITs, pension funds and their advisors, law firms, and insurance companies. His experience with special valuation studies includes the analysis of land leasing practices, market rent appraisals, ground rent analysis and arbitration, fractional ownership interests, full and partial acquisitions, and tax appeals. Mr. Dembowitz also provides Opinions of Reasonableness for projects throughout the country pursuant to Revenue Procedure 2014-12 (Safe Harbor) concerning Section 47 Historic Preservation Tax Credits.

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



Michelle B. Rogers, SRA
1st Advisor



Michael J. Tidwell, III, SRA
2nd Advisor



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

The Southern Branch of the Southern California Chapter has elected two new Advisors to the branch leadership team. Matt VanEck, MAI who previously served as the Co-Chair of the Advisor/Candidate program will be our in-coming 2nd Advisor for 2017. Winnie Houston, MAI, owner of the Houston Company, will be our in-coming 3rd Advisor for 2017. I know you will be in good hands this next year with the ever resourceful Michelle Rogers, SRA as your incoming Chair, the impressive Michael Tidwell as Vice Chair and the upcoming Robert Contant, MAI as 1st Advisor. This has been a great year and I have completely enjoyed getting to know each one of you better. Please take some time to thank your leaders when you get a chance for taking their time to serve you and the Chapter.

On September 8, 2016 the Southern Branch held its last meeting for 2016. Our speaker, Peter Stevenson of Stevenson Systems, gave us an overall summary of what is going on in the industry as it pertains to Building Measurement Standards. The world of measuring is quickly going global with the IPMS (International Property Measurement Standards) taking precedent over other local standards like BOMA. Considering the facts that most real estate is priced on a per square foot basis, and is reaching historical heights; a mistake in the measurement of a building could result in a big difference in value. Thus, it behooves us to document in our appraisal reports the source for measurement that we have relied upon. The more checks to this figure the better, from sources such as public record, leases/rent roll, various real estate databases, building plans, city building records, and our own measurement of the property. When a sketch of the improvements is required, put "Not To Scale" on the drawing and put a disclaimer in your Limiting Conditions of the report such as: "We have attempted to reconcile sources of data discovered or provided during the appraisal process, including assessment department data. Ultimately, the measurements that are deemed by us to be the most accurate and/or reliable are used within this report."

While the measurements and any accompanying sketches are considered to be reasonably accurate and reliable, we cannot guarantee their accuracy. Should the client desire a greater level of measuring detail, they are urged to retain the measurement services of a qualified professional (space planner, architect or building engineer). We reserve the right to use an alternative source of building size and amend the analysis, narrative and concluded values (at additional cost) should this alternative measurement source reflect or reveal substantial differences with the measurements used within the report."

As your Southern Branch Chair, I had the opportunity this last month to attend a party held by the Urban Land Institute (ULI) for their sponsors. As you may recall, the Southern California Chapter has made an effort in 2015 & 2016 to reach out to various real estate groups and universities in an effort to gain AI and its appraisers more exposure. As part of this Beth Kiley, MAI and I attended "The Money Chase" event for ULI earlier this year. I also had the pleasure along with Dr. Randall Bell, MAI of participating on a panel highlighting jobs (like appraising) available in the real estate sector at California State University of Fullerton.



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

The next Eastern Branch meeting will take place on October 27, 2016 at the Brookside Golf Club in Pasadena. Come join us for a lunch and learn. We have invited two special guest speakers, Mr. David Zoraster, MAI, MRICS with CBRE and Ms. Arcie Propster, principal with Partneresi.

Topic One - The City of Los Angeles Mandatory Earthquake Hazard Reduction became effective November 22, 2015 (L.A. City Ordinance No. 183893). While the market still appears to be working through the Ordinance's impact on value, it is clear that the costs associated with a City required retrofit may be dramatic and we, as market experts, need to think about this impact in our valuations. David A. Zoraster, MAI, has been a real property appraiser since 1970, with the Los Angeles County Assessor's Office and with CBRE, Inc. Mr. Zoraster has extensive experience in the Downtown Los Angeles and the Southern San Joaquin Valley markets, as well as in appraisals for Litigation and arbitration purposes.

Topic Two – Appraisal assumptions regarding environmental and property condition assessments. Ms. Propster has more than 15 years of experience in the environmental service industry. Ms. Propster's experience within the environmental industry has allowed her to become familiar with several aspects of environmental consulting and the needs and requirements of multiple reporting standards, including the current Federal All Appropriate Inquiry (AAI) standard, ASTM E1527-05, ASTM E1528-06, Standard and Poor's Plus Protocol, and customized client formats. Ms. Propster has managed numerous due diligence portfolios, including both nationwide and international projects. She has experience preparing custom limited reports to fit each of her client's special needs.

Click [HERE](#) to register. I hope to see you all at this event!

2017 7-HOUR NATIONAL USPAP UPDATE COURSES

February 23, 2017 - Costa Mesa, CA

June 15, 2017 - Woodland Hills, CA

October 5, 2017 - Ontario, CA

To register for any of this course or for any other courses please follow the [LINK](#)

Meet Our Newly Designated Members



Brenda H. Fusco, MAI
Brittany Nagelmeyer, MAI
Elizabeth A. Crawford, MAI
Christer H. Fiege-Kollmann, MAI
Michael Brent Comstock, MAI
Vincent J. Disanza, SRA
Bradley J. Lunetta, MAI
Mark E. Oliver, MAI, AI-GRS
Jennifer L. Heath, SRA, AI-RRS
Linas Venckus, MAI
Buckner J. Harris, MAI
Daniel D. Provencio, MAI
Lisa M. Kimbro, MAI, AI-GRS
Marcella N. Pardo, MAI, AI-GRS
Larry H. Johnson, MAI
Nancy Summers, MAI
Lynn A. Dordahl, SRA
Kathleen T. Wing, MAI
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.

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



What it takes to be on the Executive Committee of the Appraisal Institute

By Kerry Leiman, SRA

From my experience, the following is the preferred route to obtain membership on the Executive Committee of the Appraisal Institute (Vice President, President Elect, President, and the Immediate Past President).

- Serve on the National Board of Directors (BOD)
- Have experience on several National Committees such as Education, Government Relations, Finance Committee, ADQC, etc. and especially the SPC (Strategic Planning Committee).
- Service on other Committees or project teams.
- Many of the Executives are also AI instructors.
- Past Chapter President

The main requirement appears to having served on the AI Board of Directors since the political awareness of the National BOD is definitely a strong positive feature. Also, many of the major National Committees are elected by the National BOD and some require being on the National BOD. In the recent past, some Committee Chairs have run for Executive positions, however none have been elected.

The final, and probably the most critical, requirement is being able to withstand the interview by the National Nominating Committee. This means having a great deal of knowledge of the AI at all levels, knowledge of other appraisal organizations and having a good understanding of the issues facing appraisers.

Again, service on the National BOD is almost a formal requirement. The best method to being elected to the National BOD (Third Regional Director, Vice Chair and Chair) is from being outspoken at the Region and this can be enhanced by being on one of the Regional positions such as Education or Finance Officer. It also means traveling to each in person Regional meeting.

If you are just starting, get on the Chapters list of Regional Reps. Then volunteer to be on the Finance Committee, Education, Government Relations, etc.

I wish our Chapter the best luck in finding an individual that will eventually be elected to the AI Presidency.

***Look for our Chapter Member's published article in the
Q3 Valuation magazine***

Trend Analysis

How a deeper analysis of market trends can help appraisers better
support conclusions

By Michael V. Sanders, MAI, SRA

To read this article in full please follow the [link](#)



Education Committee Report

By Jacinto Munoz, MAI, SRA, AI-GRS, AI-RRS

2016 SCCAI Education Committee

We are officially in the last quarter of the year, but worry not, those who have pushed license renewal requirements to the last minute, we still have a number of courses and seminars remaining through year end, and the Southern California Chapter will continue to bring the best education offerings to its members throughout 2017. It is the Education Committee's objective to provide educational offerings that revolve around everyday real-world appraisal scenarios and case studies as well as useful tips gained through the experience of our presenters, so that our members can immediately begin to implement new techniques, methodologies, and/or strategies. As such, among the many benefits of the Southern California Chapter, is the role our Chapter assumes in putting on special events that help promote our profession.

Most recently, Stephen Roach, one of the country's foremost experts in litigation appraisal, taught a class that focused on specialized topics and applications in litigation appraising. Mr. Roach has been an appraiser in the San Diego area for over 35 years and has extensive deposition and trial testimony experience that primarily focuses on difficult and complex valuation and consulting assignments. To pair with this topic, the Southern California Chapter will be hosting the 49th Annual Litigation Seminar at the Sheraton Cerritos Hotel on November 4, 2016. This event is always well attended includes some of the best and brightest in the litigation realm, so register early before all seats are filled, and do not miss this huge networking opportunity. Another highly anticipated topic is the City of Los Angeles' new earthquake ordinance that went into effect on November 22, 2015. Worry not, the Eastern Branch is hosting a noontime lunch meeting at the Brookside Golf Club in beautiful Pasadena that will provide insight to many of the unknowns. This meeting will be presented by David Zoraster, MAI who has been a real property appraiser since 1970. Mr. Zoraster has extensive experience in the Downtown Los Angeles and the Southern San Joaquin Valley markets as well as in appraisals for Litigation and arbitration purposes. These Chapter developed events are significantly important to the financial success of our chapter and provide our members and candidates with needed hours for continuing education; therefore, their success is highly dependent on our members support.

For those interested in teaching seminars or classes, the Instructor Qualification Certification (IQC) was recently held in Chicago (September 30 & October 1) and was facilitated by Craig Harrington, SRA, AI-RRS, Stephen Roach, MAI, AI-GRS, Ed Bowler, MAI, SRA, and Rob Moorman, MAI, SRA, AI-GRS. This was eventful two-day class that involved several live presentations.

The IQC provided tips and strategies that will prepare individuals who have given thought to leading a course and/or seminar.

The event was well attended, as 48 (potential) future instructors were present. This is only the first step on the road to becoming an instructor. These Instructor Qualification Certification courses only come around every 2 to 5 years, so be prepared the next time it surfaces!



As a final thought, we are always looking for new volunteers and/or ideas for chapter-developed courses and/or seminars, so don't be afraid to make suggestions or help out the chapter, as this chapter has a rich and long standing history of providing its members with meaningful education, which could not be accomplished without the aide of so many volunteers.

A few reminders:

SCCAI has the Mason Thornton Scholarship program for any of our members that are pursuing a designation. Do not miss out on this benefit for only SCCAI Members!

Supervisory Appraiser/Trainee Appraiser Course – This course is designed for those who are looking to engage in the supervisor/trainee relationship, as it is now required by the states. The course is being offered on October 26 from 8:30 am to 12:30 pm in Ontario and will be presented by the always insightful Mike Mason.

Business Practices and Ethics – For those who are in your 5-year AI cycle, this is a requirement, and we are offering it on November 15, and again, it will be taught by Mr. Mike Mason, so you know it will be interesting.

Ventura/Santa Barbara Market Trends (February 2017) – The Ventura/Santa Barbara Market Trends Seminar will be back and is anticipated for early February 2017. Event chairs Jennifer Heath, SRA, Peter Crane, MAI, Thomas Molinari, SRA and J.J. Gobbell, MAI have teamed together and have already assembled an impressive line-up of speakers. Stay tuned for future announcements...



***Alhambra's Jennifer Hsu Honored
as Appraisal Institute's 'Volunteer of Distinction'***

CHICAGO (Oct. 5, 2016) – Jennifer Hsu, MAI, of Alhambra, California, was recognized today as the Appraisal Institute's October "Volunteer of Distinction" for Region VII.

The Appraisal Institute is the nation's largest professional association of real estate appraisers; Region VII consists of Arizona, Hawaii, southern California and southern Nevada. Hsu is a member of the Southern California Chapter.

"Jennifer Hsu is an outstanding example of the high standards held by Appraisal Institute professionals," said Appraisal Institute President Scott Robinson, MAI, SRA, AI-GRS. "We feel fortunate to have volunteers like Jennifer, who are willing to devote their time and talent to helping their communities and advancing the valuation profession."

Hsu serves on the Southern California Chapter's Nominating Committee, and as chair of the chapter's Eastern Branch. She previously served on the chapter's Public Relations Committee. She joined the Appraisal Institute in 2003, and received her MAI designation in 2012.

She is an Appraisal Institute Candidate Advisor.

Hsu has been a vice president at CBRE, located in Los Angeles, since 2015, and has been in the valuation profession for 16 years. She received a bachelor's degree from Cornell University School of Hotel Administration, in Ithaca, New York.

Hsu's volunteer activities include serving on the Cornell Alumni Admissions Ambassadors Network.

49th Annual Litigation Seminar

November 4, 2016

Sheraton Cerritos

Cerritos, CA

APPROVED: 8 Hours of AI and BREA CE

Reception to follow seminar

Follow the [LINK](#) to register

SPECIAL THANKS TO OUR SPONSORS:

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George Hamilton Jones, Inc.

Herron Companies

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Mason & Mason Real Estate

Norris Realty Advisors

Paula K. Konikoff, JD, MAI, AI-GRS

Primus PVXTM LLC



SCCAI 2016/2017 CALENDAR

DATE(S)	COURSE / SEMINAR	LOCATION
October 26, 2016	Supervisory Appraiser/Trainee Appraiser Course	Ontario, CA
October 27, 2016	EASTERN BRANCH LUNCH MEETING City of Los Angeles new Earthquake Ordinance	Pasadena, CA
November 4, 2016	49th Annual Litigation Seminar	Cerritos, CA
November 10, 2016	NORTHWESTEN BRANCH BREAKFAST MEETING Litigation Appraisal Practice	Santa Monica, CA
November 15, 2016	Business Practices and Ethics	Costa Mesa, CA
February 23, 2017	7-Hour National USPAP Update Course	Costa Mesa, CA
March 9-10, 2017	Review Theory-Residential	Ontario, CA
March 16-17, 2017	The Appraiser as an Expert Witness: Preparation & Testimony	Costa Mesa, CA
March 22, 2017	Federal and California Statutory and Regulatory Law Course	Ontario, CA
March 29-30, 2017	Uniform Appraisal Standards for Federal Land Acquisitions	Costa Mesa, 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

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Northwestern Branch hosts the last NEXT GENERATION Mixer for 2016

The third and last 2016 Next Generation Mixer was hosted by the Northwestern Branch on September 29th at B. S. Taqueria in Los Angeles, CA. Previous mixers were held in Costa Mesa on May 25th and in Pasadena on July 14th. All three mixers were well attended and afforded everyone wonderful networking and learning opportunities.

Next 
Generation



STAY TUNED FOR MORE NEXT GENERATION
EVENTS IN 2017

Next 
Generation