

Your 1st 2018 QUARTERLY Newsletter - Southern California Chapter Appraisal Institute



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**Southern California
Chapter**

Your 1st Quarter 2018 News & Updates

President's Letter

Charles Baker, SRA, AI-RRS

SCCAI 2018 President



To all our members, candidates and affiliates . . . welcome to 2018! As your Chapter President I am committed to making this year our best yet. We have an incredibly capable Board of Directors, executive staff, and committees devoted to education, candidate guidance, scholarships and branch-level seminars - all working diligently to provide you, our members, with value-added services, guidance and advocacy. We are the largest Appraisal Institute Chapter in the nation and consistently reach more Appraisal Institute members and appraisers-at-large than any other chapter. We thank you for your continued support.

I want to thank Brad Thompson for so capably leading this Chapter in 2017. His mentor-ship will continue to guide our board going forward and we are deeply indebted for his service. He spearheaded one of the most memorable Heritage Night celebrations in many years - honoring our women past-presidents. It was truly a joyful evening.

As is the case every year, the President-Elect travels to Chicago in the fall leading up to his year at the helm. This year I was fortunate to spend two days with our National Board and staff members learning about national operations and finances, chapter requirements, short and long-range planning, the search for a new CEO, and advocacy. Our National leadership team and staff are second to none and they hold your best interest always at the forefront of every decision they make.

As the first SRA, AI-RRS (residential-focused) Chapter President in over ten years, I am personally committed to re-energizing our residential brand. To that end I am serving on the Residential Appraisal Project Team (RAPT) with other SRA members from around the country. The committee is developing recommendations to the National board to enhance the residential designation, encourage non-members to join AI, provide a value-added proposition to existing members, develop best-practices and oversight, propose revisions to appraisal

forms, reach potential new members at the collegiate level, and more.

Late last fall I formed a committee to put together a residential-focused Spring Symposium. Well, thanks to a lot of hard work from our committee members, I am pleased to announce the seminar will take place April 26th at the Rio Hondo Country Club. It will be the largest full-day Residential event our chapter has put on in many years. Stay tuned for more information, speaker line-up and list of topics. You won't want to miss it!

Our chapter has already put on two successful full-day seminars. The first was the LA/OC Market Trends Seminar and the second was the Santa Barbara/Ventura Market Trends Seminar. Thanks to the hard work of the members of each planning committee they were both well-received.

For those of you who attended the Installation dinner at the Rococo Room in Pasadena, I want to thank you for a special evening. Your presence and support of our entire leadership team is truly heart-warming. Thanks to my good friend Steve LaVoie for providing the musical entertainment. He is an appraiser in the Palms Springs / Yucca Valley area and is one of the best guitarists around! I also want to thank everyone who attended our Leadership Kickoff Meeting. The theme was perception versus reality. We may consider ourselves good or great appraisers but how do others see us? We must do more to close the perception gap. Thanks to our executive team and social media liaison we continue to "tell our story".

I am pleased to announce that, at our first board meeting in January, our Board voted to donate \$25,000 to the Appraisal Institute Relief Foundation. The vote was taken in light of the devastating natural disasters that hit our communities in the Ventura, Santa Barbara and Santa Clarita areas. While we can't earmark funds for specific targeted relief efforts, the board felt it was important to replenish the fund which has helped folks in Texas, Puerto Rico and elsewhere. Members in need of financial assistance are encouraged to contact the AIRF.

This year your chapter will be well-represented at the Leadership Development and Advisory Council (LDAC) in Washington DC, May 16-18. Board Secretary, Steve Henry, was elected Vice-Chair of the event and Jay Munoz, Education Chair and myself will be Discussion Leaders. To have three members from the same Chapter serving in leadership positions at LDAC is a first.

Finally, this year I am serving as Region VII Government Relations Chair and Finance Chair as well as California Government Relations Committee Treasurer. I will keep members informed in these important areas as the year progresses.

The 2018 Mission Statement and Goals of our Chapter are as follows:

2018 Mission Statement: Charles Baker, SRA, AI-RRS, Chapter President

The Southern California Chapter of the Appraisal Institute exists to serve our members, candidates and affiliates through professional development, high-quality educational offerings, member services, guidance and promotion.

Goals:

- 1) Continue to promote our members to users of our services.
- 2) Strive to continue our rich history of offering quality chapter-developed programs.
- 3) Reach out to college-age students by offering scholarships to attend our programs.
- 4) Increase our social media presence.
- 5) Build the next generation of thought-leaders by encouraging members to take on leadership roles with the chapter.
- 6) Cross-pollenate member services and education programs with other professional organizations.

- 7) Monitor developments from National vis-à-vis the Chapter Financial Policy, the Governance Project, and the Standards of Valuation Practice and advise members accordingly.
- 8) Promote our residential membership through timely educational offerings and outings.
- 9) Build on our strong presence at LDAC, the California Government Relations Committee and Regional and National Committee appointments.



In light of the fires and mud slides in the Ventura and Santa Barbara Counties the Southern California Chapter has donated \$25,000 to AIRF. This was the largest single donation that the foundation has ever received.

Southern California Chapter MEMBERS.....

Emergency Financial Assistance - Appraisal Institute Relief Foundation

The Appraisal Institute Relief Foundation is available to provide emergency financial assistance to those who may need it. If you need assistance, or are aware of any eligible recipients who may, please contact the Appraisal Institute Relief Foundation at relieffoundation@appraisalinstitute.org

For more information or complete the application below:

[Download Appraisal Institute Relief Foundation Application for Assistance](#)

2018 Northwestern Branch

**Chair, J. P. LoMonaco, MAI
Vice Chair, Adam Dembowitz, MAI
1st Advisor, Bradley Stern, Candidate
2nd Advisor, Jan Kelly, Candidate
3rd Advisor, Tupper W. Lienke, MAI**

Don't Be Fooled!

"Creative Office" has become the new norm to market office space, but not all creative office space is the same. At our Northwest Chapter Breakfast meeting on March 15, 2018, Ian Strano, presented an insightful history of how he first used the term "Creative Office" in the early 1980's to describe an untested and new movement to convert old industrial buildings to office use. Upon starting his brokerage career in the mid-1980s at Julien Studley, his assigned territory was the one area in Los Angeles that nobody wanted to work. It was down and out and held few prospects for improvement. This area of plight was Santa Monica!

Slowly, one small old bow-trust, brick building after another was being converted to creative office space. Soon the momentum was building and these functionally obsolete industrial buildings were finding new life as hip, cutting edge offices. Eventually small creative space was able to garner higher rents than traditional office buildings and that is when institutional money became interested. As the projects became larger in Los Angeles' Westside, the same trends were popping up in cities across the world.

Mr. Strano, now with NAI Capital, explained the long-term benefits of creative offices over traditional space and also detailed the staggering costs associated with what would seem like a simple conversion. Over the years as creative office became more desirable, many prospective tenants wouldn't consider traditional office space because it had become known as "my father's office space". Growing companies seek creative office as way to attract better talent, set themselves apart from their competition and promote more creativity.

The desirability of creative office has brought many copy cat developers to the industry. These less creative spaces lack the true grit of the original spirit of the movement. Some building owners attempt to convert to creative space but fall short and are plagued with high vacancy and lower rents. Mr. Strano also expressed his concerns about the amount of sublease space that started to appear in 2017 as companies have been consolidating.

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

The 2018 Southern Branch Team

Chair, Michael Tidwell, II, SRA

Vice Chair: Robert M. Contant, Jr., MAI

1st Advisor: Matt T. VanEck, MAI

2nd Advisor: Winnie Houston, MAI

3rd Advisor: George Paquette, SRA

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

The Southern Branch of the Southern California Chapter of the Appraisal Institute holds quarterly dinner meetings at the Back Bay Conference Center, 3415 Michelson Drive, Irvine 92612. The meetings open at 5:30 PM, however generally start at 6:00 PM and end at 8:00 PM.

Branch meetings provide a great opportunity to network with fellow appraisers, enjoy a delicious dinner and received two hours of continuing education for an affordable price. The discussion topics are focused on practical subject matter that valuation professionals encounter in their daily practice. Therefore, it's a Win-Win to attend.

The first meeting of the year, March 14th 2018 focused on the interesting topic; The Effect of High-Voltage Overhead Transmission Lines on Property Values. This presentation will be dynamic, as it will be two presenters, Orell C. Anderson, MAI and Sandy G. Bond, Ph.D. Both speakers are knowledgeable and highly sought after consultants. They both are considered among valuations best at their respective specialties.



As the Southern Chapter Chair of the So. Ca. Chapter Appraisal Institute it was an honor to host Orell Anderson, MAI and Sandy Bond presentation on The Effect of High-Voltage Overhead Transmission Lines on Property Values at the SCCAI Diner last night with Vice Chair Robert Contant.

Michael Tidwell II, SRA, LEED GA

The 2018 Eastern Branch Team

Chair: Alex Liu, Candidate

Vice Chair: William E. Jones, MAI, AI-GRS

1st Advisor: Charles Thomas, Candidate

2nd Advisor: Jennifer Hsu, MAI

"Success is peace of mind which is a direct result of self-satisfaction in knowing you made the effort to become the best you are capable of being" -

John Wooden

The Eastern Branch of the Southern California Chapter is looking forward to great things in the new year. Last year's tour of an Amazon distribution facility in San Bernardino was highly successful. We are limited to 30 participants total for these tours, so if you are interested in going we encourage you to keep checking the Chapter web site for information on the tour. When sign-ups are open the available spaces will fill up quickly. Note that you cannot buy a ticket to these tours on the Amazon web site.

If you are interested in helping the Eastern Branch leadership plan an event please reach out to one of us - Alex Liu, Bill Jones, Jennifer Hsu, or Charles Thomas. Also please reach out to us if you'd like to be that fifth member of our group. We'll teach you the secret handshake and give you a key to the liquor cabinet. We have included our contact information below. Please reach out to any of us with any comments or suggestions. We want to provide something that will be useful to Chapter members.

On another note be sure to set aside June 7, 2018 for the 20th Annual Inland Empire Market Trends seminar at the DoubleTree Hotel in Ontario. While not an official "Eastern Branch" event this day-long seminar is sure to be useful for those appraising or following trends in the Inland Empire Area.

Vice Chair: William E. Jones, MAI, AI-GRS

Alex Liu - alexliu714@gmail.com (714-307-6249)

William (Bill) Jones - wejones@cbbank.com (909-240-3700)

Jennifer Hsu - Jennifer.Hsu@cbre.com (213-613-3264)

Charles Thomas - cthomas@innovisrealty.com (949-446-1433)

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

Our first Next Generation Mixer for 2018!



March 29th in Newport Beach at the Back Bay Bistro

1131 Bay Drive

Newport Beach, CA

Click [HERE](#) to Register

6:00pm - 8:00pm

Enjoy the free appetizers and get to know the newest Members and Candidates of the Southern California Chapter of the Appraisal Institute. Next Gen is a new effort by the Chapter to promote a social environment where young professionals in real estate appraisal can meet and get to know one another better. You don't want to miss this! Experienced appraisers are welcome as well. Come enjoy the great food and camaraderie!

No Host Bar.

No Host Parking.

Scholarships Available

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](#)

**2018 Education Committee
Jacinto Munoz, MAI, SRA, AI-GRS, AI-RRS**

Education Committee Chair

The Southern California Chapter is off and running, as we have hosted two very solid chapter developed offerings in the LA/OC Market Trends Seminar and Santa Barbara/Ventura County Market Trends Seminar.

By far, the single largest benefit of being part of the Southern California Chapter, which is the largest chapter in the organization, is the sheer number and depth of educational opportunities throughout our vast geography. Although the Chapter is off to a fantastic start, the 2018 calendar has many other programs and is full of Chapter-developed events as well as National Education offerings, which include the following:

- March 14, 2018** - (Irvine) Southern Branch Dinner Meeting - The Effect of High-Voltage Overhead Transmission Lines on Property Values
- March 15, 2018** - (Santa Monica) Northwestern Branch Meeting Breakfast - "Creative Office - Past, Present and Future"
- March 20, 2018** - (Monterey Park) Joint Luncheon with IRWA/LA - "Scenarios to Consider Appraising without USPAP."
- April 4, 2018** - (Riverside) 4th Annual Joint Luncheon with IRWA Chapter 57 - A Tale of Two Cities Condemnations of Private Water Companies: Valuation Aspects (Cities of Ojai and Claremont)
- April 4, 2018** - (Ventura) Real Estate Damages
- April 19-20, 2018** - (Costa Mesa) 15-Hour USPAP
- April 26, 2018** - (Downey) Residential Symposium
- April 30, 2018** - (Costa Mesa) Federal and California Statutory and Regulatory Law Course
- May 2-3, 2018** - (Ontario) - Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications
- May 4, 2018** - (Ontario) - Contract or Effective Rent: Finding the Real Rent
- May 22, 2018** - (Ontario) - 7-Hour National USPAP Update Course - 2018/19
- July 18, 2018** - (La Palma) - Advanced Land Valuation: Sound Solutions to Perplexing Problems

As you can see above, in the coming months we have offerings in every county throughout the region, as we seek to serve and represent all areas within the Chapter. The Education Committee has continued to meet the challenges of providing quality Chapter-developed events, but we also strive to include the newest offerings from National, as we will be hosting one of the newest courses released by National (Advanced Land Valuation: Sound Solutions to Perplexing Problems).

Lastly, I would remind members of the Southern California Chapter of another huge benefit, the Mason-Thornton Scholarship Program, which is a scholarship fund that was established to help members pay for their designation classes. If you have not already done so, please visit the Chapter Website for a comprehensive list of upcoming courses and seminars as well as information on how to apply for the Mason-Thornton Scholarship. I look forward to seeing members at upcoming events!



2018 SCCAI Residential Symposium

April 26, 2018

Rio Hondo Country Club in Downey

Approved: 7 hrs CE BRE and 7 hrs CE AI

Included Free Parking, Breakfast and Lunch

8:00 AM - Check in and Breakfast

8:30 AM - Introductions

Charles Baker, SRA, AI-RRS - 2018 SCCAI President

-USPAP of the Future

Paula Konikoff, JD, MAI, AI-GRS

-A Green Approach to Value/Alternative Valuation Products

Mark Buhler, CMP Appraisals - California State University: Fullerton

George Paquette, SRA

-Artificial Intelligence and Appraising

Jeff Bradford, Founder and CEO of Bradford Technologies

-Legal Update & Case Law

Peter Christensen, Esq. LIA Administrators & Insurance Services

Claudia Gaglione, Esq., Gaglione, Dolan & Kaplan

12:35 PM - LUNCH

-FNMA Update

Julie Jones, Credit Risk Analyst-Fannie Mae

-MLS Tips & Tricks/Data Analysis Tools & The 1004MC

Miguel Ramos, Systems Trainer-CRMLS

Brandon Reich

-Litigation for Residential Appraisers

Robert P. Caringella, MAI, SRA, AI-GRS,

Principal, Jones, Roach & Caringella, Inc.

Craig Gilbert, SRA, CRP, SCREA

Craig Gilbert Appraisals

-High Value Residential Update

Charles Baker, SRA, AI-RRS

Michael Tidwell, SRA

REGISTER NOW

Real Estate Damages

Date: April 4, 2018 Location: Ventura, CA

For more information [CLICK HERE](#)

Manmade and natural disasters damage or destroy numerous properties each year, which in turn create valuation - or diminution-in-value issues for appraisers. This includes environmental, wildfires, hurricanes, floods, earthquakes, tornadoes and so forth.

These appraisals are often needed for insurance claims, legal claims or tax purposes. In this course, we will cover the basic components of appraising damaged real estate, and examine the valuations methodologies in general.

We will cover Uniform Standards Advisory Opinion 9 which addresses environmental conditions, and address its applicability to properties damaged by both manmade and natural disaster. The examples and case studies in this course are all from actual cases involving natural disasters. Students will learn about common errors and omissions and how to avoid them. We will cover minor damage issues, as well as more serious cases where vast neighborhoods or towns are destroyed.

Finally, we will go over case studies and discuss the methodologies employed and how the appraiser can successfully utilize them. We will also discuss do's and don'ts regarding appraising real estate that has been damaged or destroyed by a disaster.

About the instructor:

Dr. Randall Bell is the author of Real Estate Damages: 3rd Edition, which is published by the Appraisal Institute. He specializes in damage economics and valuation, including environmental, geotechnical, construction defects, natural disasters and eminent domain issues. He is experienced in complex valuation and diminution- in-value studies for governments, corporations, oil and utility companies and property owners.

He is licensed in various states and has testified as an expert in multiple courts. Dr. Bell leads the Landmark Research Group, LLC. He served as the CEO of Bell Anderson and Sanders, LLC for 15 years and led the Real Estate Damages practice of Price Waterhouse, which later merged to become PricewaterhouseCoopers.

Dr. Bell consulted on the World Trade Center, the Flight 93 Crash Site, Hurricane Katrina, the BP Oil Spill, the Bikini Atoll Nuclear Test Sites, the Sargent Yokoi Cave in Guam, the San Bruno Pipeline Explosion, the Anniston Alabama spill, the Heaven's Gate Mansion, the Canadian Government UXO site, the OJ Simpson Crime Scene, the Tulum Mexico Resort, the Sandy Hook School Shooting and many others. His career has been profiled by the Wall Street Journal, the Los Angeles Times, the Associated Press, The San Francisco Chronicle, People Magazine, and The Chicago Tribune and on various television broadcasts by all major networks and CNN. He has been quoted by USA Today, the New York Times, Harper's Magazine, Time Magazine, and US News and World Report, as well as the media in Europe,

Australia and Japan.

CHECK IN: 8:30AM

SEMINAR STARTS: 9:00AM

SEMINAR ENDS: 5:00PM

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