

## **Your 2nd Quarter 2019 News & Updates**

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### **President's Letter**

**Beth Finestone, MAI, AI-GRS**

**SCCAI 2019 President**



#### **President's Message**

The past few months have been extremely busy for me on both a personal and professional basis. While it can be exhilarating, there have been moments where I felt it was difficult to keep my head above water and wasn't sure how I was going to keep all of my balls in the air at the same time. Inevitably, those moments passed, and I realized that I am extremely blessed to be surrounded by loving family, dear friends and the amazing professionals that I work with, both in my office and those that volunteer with SCCAI. I wouldn't be able to accomplish even half of what I do, without the support of those around me.

We have an amazing board of directors and volunteers within our chapter that work tirelessly on our behalf. Our organization would not be what it is without the support of all of the volunteers that give of their time. Speaking of volunteers, I would like to take a moment to recognize two members of our organization that just recently passed away, Barry Alperin, MAI, AI-GRS, ASA-RP, ASA-ARM and Thomas O'Neil, MAI. Both Barry and Tom, were well loved and will be sorely missed by all that knew them. They both were leaders in our industry, mentored so many of us, gave freely of their time and helped to build our profession. Separate eulogies are being prepared for each of them, but I would be remiss in not mentioning how much they will be missed, and how beloved they were by so many of us.

In addition to our volunteers, we are supported by a fantastic Executive Director, Linda Zimmer, and her assistant Lianna Ayala. Linda has worked tirelessly on our behalf for the past 15 years and has notified the board that she will be retiring to Myrtle Beach, South Carolina at the end of this year. I do believe there is a lot of golf in her future. Linda, on behalf of the entire board, the board's that have come before us, as well as all of the members you have touched, THANK YOU, for all of your service. While it was a paid position for you, you have always treated your position as a calling and have mentored so many of us in our volunteer activities. You are bigger than life, a real dynamo and we will sorely miss you, your professionalism, your positive energy and your guidance. Thank you seems inadequate for all you have done for the chapter. While you will be missed, we are so excited for you with the next chapter of your life. Go get Myrtle Beach Girl! Knock um dead! For all of you that want to have an opportunity to say thank you and goodbye to Linda, we will be hosting a cocktail reception at Smitty's Grill, Pasadena on November 14th. Exact details of the event will be forthcoming.

Linda has mentored Lianna Ayala for the past 12 years and Lianna has accepted the board's offer to become the Executive Director of SCCAI, beginning on January 1, 2020. Lianna, we are thrilled that you have accepted our offer and we look forward to working with you in your new position. We have every confidence that you will do an amazing job and make your own mark on our Chapter. You have already been working tirelessly, behind the scenes, on our behalf! Thank you for all you have done and will continue to do.

We recently held the Inland Empire Market Trends Seminar, chaired by Jennifer Hafner, MAI. Thank you to Jennifer and her team for another excellent seminar. We appreciate all of the hard work that goes into making this such a success. At the seminar, we held Chapter elections. I would like to congratulate the new executive board for 2020:

Casey Merrill, MAI - President  
Steve Henry, MAI - Vice President  
Jacinto Munoz, MAI, SRA, AI-GRS, AI-RRS - Treasurer  
Linda Whittlesey, SRA - Secretary

Please keep your eyes open for information on the upcoming mixer in Orange County on September 10th.

I hope everyone has a wonderful summer!

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## In Memoriam

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We are saddened to inform you of the passing of  
Barry Alperin, MAI, ASA-RP,  
ASA-ARM, AI-GRS



### Barry's Services are as follows:

Sunday July 7 @ 4 PM. Program begins @ 4:30 PM.  
Buffet dinner will be served  
RSVP to his daughter Anna @ 951-712-9672

Barry was cremated & Amelia says his urn will be on site.

Site:  
Los Serranos Country Club  
15656 Yorba Avenue  
Chino Hills, CA 91709

We are saddened to inform you of the passing of  
Thomas O'Neil, MAI



We have no information regarding services at this time.  
As soon as we do we will notify you.

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***SAVE THE DATES!***

**September 17, 2019  
Residential Symposium  
Rio Hondo Country Club  
Downey, CA**

**October 10, 2019  
Heritage Night Dinner & Program  
Omni Hotel  
Los Angeles, CA  
Honoree: Robert Lea, MAI**

**November 7, 2019  
Litigation Seminar  
Sheraton Cerritos  
Cerritos, CA**

**MORE INFORMATION TO FOLLOW**

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**22nd Annual Inland Empire  
Market Trends Seminar**



**2019 Inland Empire Market Trends Team: Christie Santolucito; Michael Ader; Jennifer Hafner; Jacinto Munoz; Alex Liu; Steven Botts; Nancy Summers; Bob King;**

We experienced another information filled day; networking event and SCCAI General Meeting at the Inland Empire Market Trends Seminar, held this year on Thursday, June 13th at the Doubletree Hotel in Ontario, with more than 100 valuation professionals in attendance. SCCAI 2020 nominated Officers were announced and elected during the General Meeting. Congratulations to Daniel J. Sydor, MAI who was presented with the MAI Designation during the General Meeting. In addition, Barry J. Alperin, MAI, AI-GRS, who passed away in the days leading up to the seminar, was remembered by attendees during the event.

Inland Empire real property market trend updates were heard from engaging and knowledgeable speakers including: Christine Cooper, Ph.D. of CoStar, Brad Umansky and Greg Bedell of Progressive Real Estate Partners, on Retail Leasing and Investment Sales; John Mulville of Metrostudy, on New Home Sales; Eric Chen of CBRE, on the Apartment Market; Andrew Starnes of Cushman & Wakefield, on the Industrial Market; Bruce Norris of The Norris Group, on California Residential Market Trends; David Mudge from Lee & Associates, on Office Market Overview; Brandon Feighner of CBRE, on the Hotel/Motel Market; David Bitner of Cushman & Wakefield on Opportunity Zones. In addition, a multi-market area, Question & Answer Roundtable continued as a seminar highlight, the panel consisting of Joe Brady of The Bradco Companies, representing the Victor Valley/High Desert (now pronounced Mojave River Valley), Susan Harvey of Desert Pacific Properties, representing the Coachella Valley, and Michael Strode of Lee & Associates, representing the Temecula Valley area.

Each of the speakers presented their own unique interpretation of what's happening in their market. Overall, a big takeaway is that Opportunity Zones are helping to create opportunities for redevelopment or rehabilitation of underutilized and outdated properties, such as older retail or office properties. While asking prices for property within mapped opportunity zones have been increasing, there is not yet a real measured effect on real estate prices, but real estate professionals are planning to track these. The speaker presentations are now available in pdf format and posted on the Chapter's website. We'll look forward to seeing you again next year, for our 23rd Annual Inland Empire Market Trends Seminar!

Jennifer Hafner  
SCCAI IEMTS - 2019 Chair

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**The 2019 Southern Branch Team**

**Chair: Robert M. Contant, Jr. MAI**  
**Vice Chair: Matt T. VanEck, MAI**  
**1st Advisor: Winnie Houston, MAI**  
**2nd Advisor: George Paquette, SRA**  
**3rd Advisor: Alexander Jaffe, MAI**

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

Our upcoming meeting is scheduled for Thursday, June 27 and our speaker is Lynette Bartlomain, AI-GRS. Ms. Bartlomain is a testifying expert with Landmark Research Group and specializes in real estate damage economics and valuation.

If you think discounted cash flow is scary, think again. A topic of the presentation will be a "murder house" and the challenges appraisers face when tackling stigmatized properties. Come listen to Ms. Bartlomain and learn the methods utilized by professionals who specialize in appraising damaged real estate.

Meetings are located on the second-floor of the Back Bay Conference Center, 3415 Michelson Drive, Irvine 92612. Come network with fellow appraisers, enjoy a good meal and sit back for an informative presentation.

Robert Contant, MAI

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## **The 2019 Northwestern Branch Team**

**Chair, Adam Dembowitz, MAI**  
**Vice Chair, Bradley Stern, Candidate**  
**1st Advisor, Jan Kelly, Candidate**  
**2nd Advisor, Jerardo Arciniega, Candidate**  
**3rd Advisor, Marcus Espinoza, MAI, SRA, CCIM, ASA**

As we approach the midpoint of the year, the Northwestern Branch has already held three fantastic meetings. Additionally, we are happy to welcome another new branch advisor, Marcus Espinoza of Colliers International. Marcus volunteered to join our leadership group, and we are lucky to have him. All of our advisors are providing an invaluable service to our branch and chapter. If you are interested in learning more about volunteering next year, please let one of us know.

At our most recent breakfast meeting, held on May 16 at the Spitfire Grill in Santa Monica, we had the honor of hosting Jason Harris, the Economic Development Manager of the City of Santa Monica's Housing and Economic Development Department. In a wide-ranging discussion, Jason updated us on all things Santa Monica, including the housing and homelessness crisis, transportation, retail, and office developments, "last mile" transportation issues including electric scooters and bikes, the planned redevelopment of the Third Street Promenade, the future of the Santa Monica Airport, and much more.

Next month, on July 18 at the Spitfire Grill, we will present a discussion on Hospitality Trends and Risks, provided by Luigi Major, MAI of HVS. We look forward to seeing you then, and/or at one of our other upcoming meetings in Santa Monica, including September 19 and November 21.

Adam Dembowitz, MAI

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

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## **The 2019 Eastern Branch Team**

**Chair: William E. Jones, MAI, AI-GRS**  
**Vice Chair: Charles Thomas, Candidate**

**1st Advisor: Jennifer Hsu, MAI**  
**2nd Advisor: Scott Thompson, MAI**  
**3rd Advisor: Alex Liu, Candidate**

We are happy to report that our first event of 2019 was a success - the Gold Line Expansion Overview on February 28th at Panda Inn in Pasadena - just a short walk from the Sierra Madre Villa Gold Line stop! Lisa Levy Buch of the Metro Gold Line Foothill Construction Authority did a great job updating us on the status of the new project. When the extension is completed, the Gold Line will connect the eastern end of Los Angeles County with Downtown/Union Station, as well as many stops along the way.

Are you saving up those lucrative fee dollars to buy a beachfront/luxury home? If so, do not miss our next event - a presentation by Charles Baker, our expert on the luxury residential market. Charles has a wealth of knowledge and experience that he will share with us on June 27 in Pasadena. Among the subjects he will discuss:

- So Cal Beachfront - High Value Residential Update
- Case Studies in the Luxury/Historic Housing Sector
- Market Trends, Supply/Demand, Cost Analysis, Art & Architecture

Charles also has experience in litigation involving high-end residential issues. Please go to the Chapter website for more information and sign up! Even if you are not planning to buy this informative seminar will enhance your knowledge and improve your skill set!

Note that the Amazon tour we were considering has been canceled. Amazon has completely revamped the way they organize tours of their facilities, and the logistics of doing a tour for a group like the So Cal Chapter make it very challenging to do as a Branch or Chapter event.

We are working on other events, but are always eager to receive suggestions for possible speakers, subjects, or locations for gatherings. If you have any or all of the above please reach out to the leadership team - Alex Liu, Bill Jones, Jennifer Hsu, Charles Thomas, or Scott Thompson.

**William (Bill) Jones - [wejones@cbbank.com](mailto:wejones@cbbank.com) (909-240-3700)**

**Jennifer Hsu - [Jennifer.Hsu@cbre.com](mailto:Jennifer.Hsu@cbre.com) (213-613-3264)**

**Charles Thomas - [cthomas@innovisrealty.com](mailto:cthomas@innovisrealty.com) (949-446-1433)**

**Scott Thompson - [sthompson@mason2.com](mailto:sthompson@mason2.com) (818) 957-1891**

**Alex Liu - [alexliu714@gmail.com](mailto:alexliu714@gmail.com) (714-307-6249)**

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## **2019 Education Committee Newsletter**

### **Adam M. Bogorad, MAI**

### **Education Committee Chair**

As we come out of the spring months and into summer, the weather is getting better and the Southern California Chapter continues to offer our members some of the most diverse courses and chapter-developed events in the nation. These offerings include the upcoming Inland Empire Market Trends Seminar (June 13), the Residential Symposium (September 17) and the Litigation Seminar (November 7).

This summer, we also have in-person classes being offered for Review Theory and Advanced Income Capitalization, as well as USPAP and a half-day seminar on Appraiser Liability.

Following a trend that departs from the way education was delivered historically, many online courses are now being offered through the national level of the Appraisal Institute. This has understandably had an impact on the number of in-person courses that can be offered at the local level. Throughout recent years, several of the smaller classroom seminars have been cancelled due to low attendance. Therefore, it is extremely important for members to sign up for classes as soon as they become

available so that they are not cancelled.

In the coming months, we are offering the following courses in Southern California:

June 25, 2019 - (Oxnard) 7-Hour USPAP

July 8, 2019 - (Ontario) Review Theory - General

July 29, 2019 - (Costa Mesa) Advanced Income Capitalization

August 22, 2019 - (Oxnard) Hot Topics & Myths in Appraiser Liability LIA (Half Day)

August 22, 2019 - (Oxnard) Ignorance Isn't Bliss: Understanding an Investigation by a State Appraiser Regulatory Board or Agency (Half Day)

September 12, 2019 - (Costa Mesa) Federal and California Statutory and Regulatory Law Course

September 17, 2019 - (Downey) Residential Symposium

September 26, 2019 - (Ontario) 7-Hour USPAP

For a more complete list of our upcoming programs and to register for upcoming events, please visit the chapter website (<http://www.sccai.org>). Whether you are in need of qualifying or continuing education, the chapter has you covered.

Lastly, please keep in mind that the Southern California Chapter encourages members to take advantage of the Mason-Thornton Scholarship Program. The sole purpose of the program is to award financial scholarships to Designated members and Candidates in good standing, for courses presented by the Chapter leading to a professional designation in the Appraisal Institute. The chapter website has links to applications for this scholarship program, as well as additional national scholarship opportunities. Please make sure you visit the website to learn more about these opportunities.

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## **Leadership Development and Advisory Council (LDAC) 2019 in Washington D. C.**

**Steve Henry, MAI  
2019 LDAC Chair**



SCCAI had a record seven members in attendance at LDAC this year! It was a great way to celebrate the event's 50th year, which sold out in a record 36 minutes. I had the honor of attending for my sixth and final year as LDAC 2019 Chair. Our own Jacinto (Jay) Munoz did an outstanding job as Vice Chair and will no doubt make next year's program the best ever as LDAC 2020 Chair. We had four discussion groups whose main focus was on the survival and growth of the Appraisal Institute and its members. The Discussion Leaders and their respective topics were as follows:

**Erik Hanson, MAI:**

How do we set ourselves apart and message effectively to clients (the appraiser and the appraisal)?

**Lisa M. Meinczinger, SRA, AI-RRS**

Increasing thresholds, alternative products, waivers: how can AI help appraisers adapt to the new environment and position our members to be at the front of the line?

**Robert L. Moorman, MAI, SRA, AI-GRS**

A.I. Education: what is the best way to deliver it? How do we capture more? What are we doing well? What can we do better?

**Eric C. Schneider, MAI, SRA, AI-GRS**

How can chapters maximize value to members?

All of the Discussion Leaders did an outstanding job. Their topics were thought provoking and relevant to the issues that appraisers and the Appraisal Institute are facing. I am very proud to announce that, out of the four discussion leaders, San Diego Chapter President Eric Schneider (affectionately known as "Schmitt") was elected by the participants to be the 2020 LDAC Vice Chair and will, along with Jay Munoz, represent Region VII in LDAC leadership next year.

Speaking of outstanding, SCCAI sponsored three participants this year, and had two additional participants that attended on their own: **Bob King, SRA** (3rd Year); **Ryan Hargrove, MAI, SRA, AI-GRS** (1st Year); **William Jones, MAI, AI-GRS** (1st Year); **Matt VanEck, MAI** (1st Year); and **Linda Whittlesey, SRA** (1st Year). Jay and I had the privilege of sitting in on all the discussion groups and hearing contributions from all of our participants, and I can say that they did an incredible job of representing our chapter.

As is the case every year, AI's National Executive Committee took time out to attend the event and listen to what the discussion groups had to say and participate in a general Q&A session moderated by Jay Munoz. Among those in attendance were AI President Stephen S. Wagner, MAI, SRA, AI-GRS; President Elect and LDAC Planning Committee Chair Jeff Sherman, MAI, AI-GRS; Vice President (and 2018 LDAC Chair) Rodman Schley, MAI, SRA; and Immediate Past President James Murrett, MAI, SRA. Also in attendance were AI CEO Jim Amorin, MAI, SRA, AI-GRS and Strategic Planning Committee Chair Scott Robinson, MAI, SRA, AI-GRS, AI-RRS.

LDAC provides the best platform I have experienced for real, meaningful interaction with our national leadership. As in years' past, Jay and I spent a significant amount of time with our National President, President Elect, Vice President, and the rest of the Executive Committee. All of them are concerned with and dedicated to the growth and prosperity of the Appraisal Institute.

Participants also spent an afternoon lobbying on Capitol Hill. All attendees had the opportunity to talk to their Senators and Representatives or members of their staffs. The talking points with Congress this year dealt with state-by-state licensing portability, federal regulation, and the un-level playing field created by being forced to comply with state and federal regulations regarding evaluations and other valuation services. Specifically, our members asked their Representatives and Senators to include modernization of the appraisal regulatory structure in any reform legislation, including "one-stop shopping" for state licensing and to establish a process for Fannie Mae, Freddie Mac, FHA and VA to share egregious disciplinary actions (removal from rosters, appraiser quality monitoring initiatives) with state appraiser regulatory agencies.

LDAC is the most rewarding and fun event I have attended as a professional. Over the past six years I have made professional and personal contacts from all over the country, some of whom I am honored to count among my closest friends. I cannot put into words what LDAC has meant to me and my personal and professional growth. I highly recommend it to anyone with an interest in the prosperity of our profession. We are always looking for thoughtful, enthusiastic chapter members to attend this event. If you are interested, please contact me or Jay to learn more.





L to R: Ryan Hargrove; William Jones; Bob King; Matthew VanEck; Jacinto Munoz; Steve Henry; Linda Whittlesey.



Kathleen Henderson (Oregon) being presented with the 2019 LDAC Ted Anglyn award (Best first Year leader) by Ted Anglyn and being congratulated by LDAC Chair, Steve Henry, and Vice Chair Jacinto (Jay) Munoz.



Real buddies! Smedmore Bernard from Chicago AI hanging out with Jacinto (Jay) Munoz

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## Congratulations to our Newly Designated Members

**Bruce E. Diller, MAI, SRA, AI-GRS**

**Viren M. Kapadia, MAI**

**Timothy Comer, MAI**

**Daniel J. Sydor, MAI**

**John F. Walter, MAI**

**Daniel Lee, MAI, AI-GRS**

**Mark Moore, MAI**

**Andrew Meschewski, MAI**

**Philip E. Moore, Jr., MAI, AI-GRS**

**David Naranjo, SRA**

**David A. Williams, MAI, AI-GRS**

**Brendan M. Flynn, MAI**

**Robert A. Ohana, Jr, MAI**

**Adam Anderson, MAI, AI-GRS**

**Alden Katagihara, MAI**

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## A PROGRAM TO BUILD THE FUTURE LEADERS IN THE APPRAISAL PROFESSION

**Next Gen is a new effort by the Chapter to promote a social environment where young professionals in real estate appraisal can meet one another and network with many of the experienced appraisers in our chapter. Our goal is to connect a new generation of appraisers to network with both new and seasoned appraisers in the industry.**

### **Program Features:**

**Next Generation Mixers: Networking opportunities to create relationships with other new appraisers in the industry.**

**Mentorship Program: Be paired with a mentor in the industry to receive advice regarding training, education and industry knowledge from a seasoned professional.**

**If you are interested in joining the Next Generation group, please respond to this email address and we will add you to our contact list.  
Any questions? Please feel free to respond to [NextGen@sccai.org](mailto:NextGen@sccai.org)**

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### **SCCAI'S JOBS BOARD ON THE CHAPTER WEBSITE**

When is the last time you looked at the JOBS BOARD on the Chapter Website??  
There are many job opportunities just waiting for you!

And, as a member of SCCAI YOU can post a ad on the Jobs Board FREE! That's right.....if YOU are looking for an opportunity your ad is free.

Check out the [JOBS BOARD](#) TODAY !!!

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### **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](#)

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### **Comprehensive Exam Prep**

Gary DeWeese, MAI, and an instructor for the Appraisal Institute for more than 20 years, is offering his Comp Exam prep material for sale. The cost is \$300 for the Income, \$150 for the Sales, \$150 for the Cost/HBU and \$150 for the General module material. If you purchase the first 3 modules, the General module material is free. The material is based on multiple choice type problems with detailed solutions illustrated. The material is electronically delivered the same day as ordered.

For more information about the material, to read student reviews, and learn how to order go to [www.garydeweese.com](http://www.garydeweese.com) or contact Gary directly at [garydeweese@comcast.net](mailto:garydeweese@comcast.net) or 925-216-8751.

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