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SCCAI Newsletter

October 2015

President's Message

Do you ever take a moment to ponder it all? Do you ever find yourself at your desk wondering how you got to this point in your life, and what this work, this life you have – what it all means?

This morning my pondering was shattered by an email I received from a friend, and at the bottom in the signature was this missive:

“What you leave behind is not what is engraved in stone monuments, but what is woven into the lives of others.” Pericles - Greek statesman

Can we really leave behind something of ourselves, woven into the lives of others? Can these little lives of our make a difference? I would say a resounding “yes!”

One of our family’s favorite movies is *The Incredibles*, the adventures of the otherwise normal Parr family, mysteriously endowed with superhuman gifts. Bob Parr is stuck in a mindless job, and frustrated that he must secretly be a superhero only at night.



Poor Bob Parr; his boss is a jerk, he sits in a nameless cube in a giant, almost endless expanse full of other identical

cubes, and he cannot not see any vision in his daily work. Are we all becoming like Bob Parr, dreaming in our cubes of a better life.....someday?

I think we all have the chance for a better life not someday, but now! This kind of life can be found in investing in others, by getting involved, by mentoring, and by helping future generations who will follow us to get a hand-up.



So I would argue that it is time for you to get out of your chair, to get involved, and to connect with your friends in the appraisal community. I'm serious now. Come on, get up, get out, *get involved!* Your Chapter leadership has arranged a number easy ways for you to do this. Coming up soon, you can participate in:

- A **FREE Chapter Mixer** (sign up, space is limited, and the crowd will be large) at the Takami Bar in downtown Los Angeles on November 5th. http://www.myappraisalinstitute.org/education/more_info.aspx?id=36044&view=B&state=C7&sort=D



Steven R. Norris, MAI
2015 SCCAI President

- The **48th Annual Litigation Seminar** – to be held on the campus of USC in the Town and Gown Room, on November 13th. Sign up! http://www.myappraisalinstitute.org/education/more_info.aspx?id=35917&view=B&state=C7&sort=D
- New relationships are being built with both **CREW and CCIM**, with educational and social events planned for the coming year. Here is another chance we are giving our members and friends to get out there in the real world, and build relationships.
- A potential new partnership with the real estate program at **UC Irvine**. This will be consistent with our efforts at both UCLA and USC.

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President's Message...Con't.

- This is a way we can connect to and mentor the future generation of commercial real estate professionals; showcasing the Appraisal Institute locally as a thought-leader and those willing to invest in the future of the region.
- Potential creation of a **Young Leaders** program, with further mentoring and networking for younger folks interested in appraisal as a profession. Another way to reach out and get involved!
- Want to be a part of this effort in investing in the future? Again, I'm going to invite you to call me (626)405-9922, or email me (steve@norrisadvisors.com) and find out how you can contribute to the future! I would love to talk. I'm waiting to hear from you.....



Education Committee Report

*By Beth Finestone, MAI, AI-GRS
2015 SCCAI Education Chair*

It's hard to believe we are already in the last quarter of 2015 and are planning education offerings for 2016. I want to remind all supervising appraisers and trainees that there was a new requirement implemented by BRE in 2015. Namely, for trainee's to be able to accrue experience credit toward their appraisal license, the trainee and their supervisor must take an approved Supervisory/Trainee course. This applies only to supervisory/trainee relationships that began on January 1, 2015 or later. Those supervisory/trainee relationships that began prior to January 1, 2015 are grandfathered in. I bring this up as we are offering this course in Costa Mesa on October 20th and it is being taught by Mike Mason who does a great job. This course only needs to be taken once and applies to all future relationships. If you have formed a new supervisory/trainee relationship in 2015 or are planning on making any new hires in 2016, this would be a great time to take the course.

The following table summarizes the remaining courses and seminars being offered by SCCAI in 2015. Of particular note is the Annual Litigation Seminar that is being held on November 13th at the USC Campus. Being a Bruin this is a bit distasteful for me, but I understand that that it is a great facility for the seminar. There is a top notch line-up of panels and speakers. Please enroll if you have not done so already.

November 5th 7 hr USPAP in Costa Mesa

November 13th Annual Litigation Seminar at the USC Campus in Los Angeles

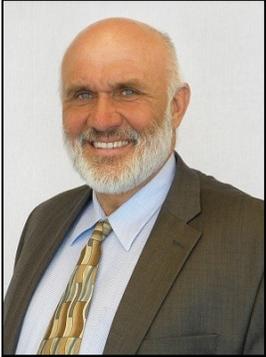
November 18th Business Practices and Ethics in Burbank

2016 SCCAI Education Calendar is now available
Please follow the [LINK](#) to View/Register

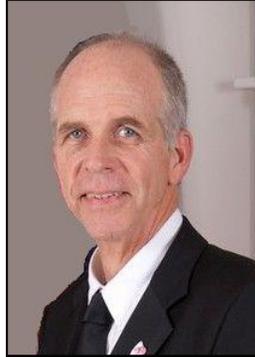
Northwestern Branch

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

K. Valeo Schultz, MAI-2015 SCCAI Northwestern Branch Chair



K. Valeo Schultz, MAI
Chair



Tupper W. Lienke, MAI
Vice Chair



Robert Jordan, MAI
1st Advisor



Loy Spears, MAI
2nd Advisor



J.P. LoMonaco, 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, at 7:30 AM, 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.

Our next meeting will be on November 19th, Thursday morning, at 7:30 AM. The speaker's name and topic will be announced as soon as we are able to finalize the arrangements.

We would also like to extend a heartfelt thank you to our September presenter – Dennis Webb, MAI – who gave a great talk on the appraisal of partial interests. Mr. Webb emphasized the importance of analyzing the other partners involved and the proper analysis of partial interest sale data.

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 responding the SCCAI e-mails or calling the chapter office at 818-957-5111. See you there!



Valeo Schultz, MAI and Dennis Webb, MAI

Southern Branch

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

Kory Felix, MAI - 2015 SCCAI Southern Branch Chair



Kory Felix, MAI
Chair



John Penner, MAI
Vice Chair



Ryan Neal Young, SRA
1st Advisor



Michelle B. Rogers, SRA
2nd Advisor



Michael J. Tidwell, III, SRA
3rd Advisor

It was great to see such a large crowd turn out for the recent Mixer in Orange County and take the opportunity to keep in touch with colleagues and make new acquaintances. We are looking to make this an annual event going forward. There is one more local educational seminar coming up for the year on November 19, 2015 in Irvine. We are fortunate that Michael J. Tidwell II, SRA will be speaking on the topic of Eco Trends and Green Valuation. With the rise in green building construction, it is vital to have the knowledge of what is considered green and the appropriate process in valuing such property types. You can't find a more affordable continuing education offering, so please visit the SCCAI website to register.

AI Benefits / Discounts + Services

View all the AI Benefits at www.appraisalinstitute.org/benefits

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- Keep track of your progress including requirements and deadlines for your education cycle and invoice information;
- View your education transcript, register for more courses, see online class options and more;
- Follow AI in the news, get AI information, and view important reminders.

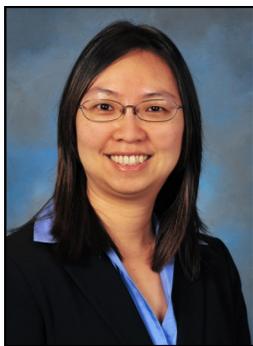
Eastern Branch

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

Jay Munoz, MAI, SRA, AI-GRS, AI-RRS - 2015 SCCAI Eastern Branch Chair



Jay Munoz, MAI, SRA,
AI-GRS, AI-RRS
Chair



Jennifer Hsu, MAI
Vice Chair



Ernesto Lopez, MAI
1st Advisor



Alexander Liu
2nd Advisor

Well the year is officially three-quarters finished, and the Eastern Branch has successfully hosted two additional lunch meetings during the past couple of months. The August meeting was graciously hosted by the CoStar group in the company's Ontario office. The presenter, Stephen Casey, provided a comprehensive overview of CoStar's powerful technology and demonstrated how to develop market research & reports that are specifically designed for appraisers. The CoStar lunch meeting also revealed some new and interesting products and search characteristics that are evolving within the CoStar platform.

The most recent September meeting was hosted by Jennifer Hsu, MAI and was well attended, as the presenter, Dennis A. Webb, ASA, MAI, FRICS, is a renowned business and real estate appraiser, author, and innovator, with a wide-ranging expertise in fractional interest valuation and related fields. Mr. Webb is a highly sought after speaker, and this was a rare opportunity to hear a speaker of this caliber at a local venue.

Lastly, the Eastern Branch finally finished elections for 2015; however, for those looking to contribute as part of a branch or committee, please feel free to contact any individual serving the Chapter and he or she will point you in the right direction, as the Chapter is always in search of motivated individuals wanting to contribute to the success of the Chapter.

Stay tuned, as the Eastern Branch will be hosting the final meeting of the year, which will most likely be a mixer during November. As previously mentioned, we encourage all Southern California members to come forward with topics, ideas, and/or locations that would contribute to the advancement of the Eastern Branch, but more importantly, the Southern California Chapter. Those serving the Chapter are only a phone call or email away and are always delighted to hear constructive ideas on how we can make the chapter better for all members.

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(Funded by the Appraisal Institute Education Trust) www.appraisalinstitute.org/lumlibrary

Find the right piece of information you need to answer a specific problem or address a thorny appraisal matter. You have free access to the full resources of the Appraisal Institute's Y. T. and Louise Lee Lum Library.

The Library's online catalog contains thousands of articles, book chapters and other resources available 24/7. *Tip:* When you need more information or assistance, Library staff is available to research requests made by AI Individuals, beyond the catalog's contents.

(312) 335- 4467 ailibrary@appraisalinstitute.org

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



Rolland Stephens, MAI, AI-GRS honored at Heritage Night 2015

On October 15, 2015, the Southern California Chapter held its annual “Heritage Night” meeting. As has been the case for many years, we looked back on the tapestry of our chapter heritage to recognize a member who has played an important part of our history. This year, the Chapter recognized Rolland R. Stephens, MAI, AI-GRS; our 1979 Chapter President. Rolland’s service to the Chapter was documented in a prior newsletter, so this night was about honoring the person.

Surrounded by his family, Rolland was feted and recognized by friends and colleagues who have had a long history with our honoree. The first speaker, Tom O’Neil, gave Rolland his first appraisal job back in 1960 and has been a friend and mentor to Rolland ever since. Bob Steele then recounted having hired Rolland at the Shattuck Company, where he stayed until he opened his own firm. Bob discussed how Rolland was not just a colleague, but a treasured friend who shared time together in Indian Guides with their sons; Charlie (Steele) and Jeff (Stephens). Ray Wilson shared about their longtime friendship forged from sharing office space, jobs worked on together and a period when Rolland worked with Ray. Mike Mason wrapped up the tributes recalling having done initial research for Rolland back in his high school days, working for Rolland and eventually becoming his business partner.

Words that were repeated often in talking about Rolland were high ethics, professionalism, integrity, character, accountability, commitment and unwavering personal and professional standards. Rolland then addressed the audience discussing the history of our Chapter and the role of professionalism our chapter has long been known for.

The highlight to the meeting was surprising Rolland by presenting him with the Bert L. Thornton Chapter Professional Service Award. Formerly known as the Meritorious Service Award, this recognition is awarded to an Outstanding Designated Member in recognition of many years of unselfish dedication to the Appraisal Institute and its Professional Goals and for the exemplary conduct displayed during their professional career. It is the highest honor our chapter can bestow on one of our members. It is an award not given regularly, but only as the Chapter’s Award Committee determines that it has been earned. The Committee consists of the past three Chapter Presidents, who met several times this year to discuss potential candidates and whether the award should or should not be presented each year. Historically, there are only ten names on the Chapter’s Meritorious Service Award plaque and Rolland becomes only the 4th name added to the renamed Bert L. Thornton Chapter Professional Service Award. It is a rare and prestigious recognition from the Chapter, not an annual award.

The recognition of Rolland on Heritage Night is deeply deserved and, in addition to the plaque presented to him at Heritage Night, his name will be added to the permanent plaque residing in the chapter office in recognition of a career exemplified by example and service to both the Chapter and the profession. Congratulations Rolland, and thank you for your unselfish service!



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- National Collateral Database
- IREM Income/Expense Analysis Reports
- National Collateral Database
- Real Estate Research Corporation (RERC) Reports

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The Appraisal Institute’s Washington office is the only government affairs office in our nation’s capital representing real estate appraisers. Learn more about our legislative advocacy efforts at <http://www.appraisalinstitute.org/advocacy>

ETHICS & COUNSELING HOTLINE

Answers to Your USPAP Questions — 877-777-6939 (toll-free)

Get free access to the Ethics and Counseling Hotline for help with questions about USPAP, business practices and more.

Meet Our Newly Designated Members

January 2015

Sangwoo Suk, MAI
Justin C. Giordani, MAI
Myung Cha, MAI
Joanne L. Bell, MAI, SRA
Barry J. Alperin, MAI, AI-GRS

February 2015

Peter S. Crane, MAI, AI-GRS
Michael Jay Ader, MAI, SRA
Jason S. Fischman, SRA

March 2015

Diane P. McKee, SRPA, SRA, AI-GRS
Gary J. Alexander, MAI, AI-GRS
Michele L. Kauffman, MAI
Robert Howlett, SRA
Scott E. Gardner, SRA

April 2015

Jay C. Fisher, MAI, AI-GRS
William E. Jones, MAI, AI-GRS
Keith A. Miller, MAI
Paul H. Ghaffari, SRA
Brian A. Bregman, MAI
Aaron Soave, MAI

May 2015

Ryan B. O'Neill, MAI, AI-GRS
Anthony J. D'Angelo, III, MAI

June 2015

Russell F. Zellner, MAI
Stephen D. Stirrett, MAI, AI-GRS
Christopher M. Karlen, MAI
William L. Reinhart, MAI, AI-GRS
Steven R. Gragg, MAI, SRA, AI-GRS
Beth B. Finestone, MAI, AI-GRS
Steven M. Botts, MAI

July 2015

Jamison N. Johnson, MAI
Delfred H. Rodgers, SRA, AI-RRS
Jeremy Bagott, MAI
Adam M. Dembowitz, MAI
Myung H. Cha, MAI, AI-GRS
Sydney H. Hawran, MAI, AI-GRS

August 2015

Jason S. Fischman, SRA, AI-RRS
Steven J. Johnson, MAI
Everett A. Greer, MAI, AI-GRS

September 2015

David H. Brinkman, SRA, AI-RRS
Lara Z. Buss, MAI
Patrice Holt, MAI, AI-GRS
Michael A. Volpe, MAI, AI-GRS



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.

SCCAI 2015/2016 EDUCATION CALENDAR

DATE(S)	COURSE / SEMINAR	LOCATION
November 5, 2015	7-Hour National USPAP Update Course	Costa Mesa, CA
November 5, 2015	FREE Mixer at the Takami	Los Angeles, CA
November 13, 2015	48th Annual Litigation Seminar	Los Angeles, CA
November 18, 2015	Business Practices and Ethics	Burbank, CA
November 19, 2015	SOUTHERN BRANCH DINNER MEETING Eco Trends and Green Valuation	Irvine, CA
February 3, 2016	7-Hour National USPAP Update Course	Costa Mesa, CA
March 1, 2016	International Valuation Standards Overview	Costa Mesa, CA
March 9, 2016	7-Hour National USPAP Update Course	Santa Barbara, CA
March 14-18, 2016	Quantitative Analysis	Ontario, CA
March 30-31, 2016	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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