



Southern California Chapter

Your 1st Quarter 2019 News & Updates

President's Letter

Beth Finestone, MAI, AI-GRS

SCCAI 2019 President



President's Message

It is a true honor and privilege to be able to address you as president of our fine chapter. The Southern California Chapter of the Appraisal Institute (SCCAI) and its predecessor chapters and organizations have a long and proud heritage of serving our membership. As many of you may be aware, we are the largest chapter in the country. While being the largest chapter in the county is often viewed as a bonus and gives us bragging rights, it also presents many challenges in being able to reach all of our members in such a large geographic area. To do this we rely on our branch structure and the volunteer efforts of so many.

I would like to thank all of the volunteers that currently serve our chapter, as well as those that have served in the past. I would especially like to thank our current board members, which are too numerous to list. However, I would like to give a special call out to our Immediate Past President, Charles Baker, and our executive board consisting of Casey Merrill, Vice President; Steve Henry, Treasurer; and Jay Munoz, Secretary. Additionally, I want to thank our Education Chair, Adam Bogorad and our Branch Chairs, Adam Dembowitz, William Jones and Robert Contant for their service. I would also like to thank Linda Zimmer our Executive Director and Lianna Ayala, our Assistant Executive Director for their countless hours of work on our behalf. In January I was installed as your President. It was one of the most humbling nights of my life and represented one of the true highlights of my career. I want to thank the membership at large for putting your faith in me and would also like to thank everyone that attended as well as those that sent such kind notes and good wishes. John Ellis was the installing officer and helped to make the evening truly memorable, along with his wife Patty Ellis that was kind enough to prepare the beautiful table decorations. I have included a number of pictures from our installation as a few good pictures are worth a thousand words.





As is mentioned in my installation address, today, our chapter and well as the national organization is facing a number of challenges. These include:

- The graying of our members and associated decrease in the number of our members.
- Decreased number of young professionals entering the field.
- The difficulty associated with young professionals achieving their designations.
- Residential appraisers being unclear as to the benefit of their designation.
- These all result in a decline in revenue to the chapter and out parent organization. As a result, our chapter has been running in the red for a number of years.

While I do not believe that these problems can be solved solely at the Chapter level, I do feel that we can continue to tackle these problems and make progress. A challenge that we have, is the age of our leaders, myself included. We are a product of our generation and the way we have always done business. We need to recognize that it is not business as usual and that if we want to survive and maintain our relevance, we need to become more visible to attractive to Millennials and those that follow. We need to embrace technology and social media, not only in our offices, but in the way we interact with those around us.

As president, and with the help of our board, we are working on the following:

- Looking into ways to expand our social media presence. We are currently working with an outside firm to promote us on Facebook and are looking for ways to expand into other platforms.
- Considering a college outreach program to local schools and universities. Some of our board members are currently involved in this and with the help of our NextGeneration committee, we are looking into the feasibility of formalizing a more structured plan.
- Evaluating annual sponsorships from advertisers so that we can decrease the cost of attending our events for members and non-members alike. Russell Babbitz is spearheading this effort.
- Reviewing our branch structure to determine if it is the best way to meet the needs of our members, while considering the wide geographical area we cover. Matt VanEck is leading this effort.
- Next Generation committee - This is a direct outreach program to our candidates and those interested in joining the profession. Elizabeth Faulkner and Ashely Golinski who work with Steve Norris are diligently working on putting events together for this program.
- Supporting the Residential Symposium that was held for the first-time last year and is slated for this year again. This serves our residential members and is being chaired by Charles Baker.
- Promote the Mason-Thornton scholarship program. Many candidates and affiliates are not aware of the program and many do not apply as they are either not aware of the

- program or feel it is financially based.
- Continue to support the Leadership and Development Advisory Counsel (LDAC) of the Appraisal Institute by sending young members of our chapter that could be future leaders. Steve Henry will be chairing LDAC this year and Jay Munoz is going to be a discussion leader. We have seven attendees from our Chapter.
 - Steve Henry, MAI - 2019 LDAC Chair
 - Jacinto Munoz, MAI, SRA, AI-GRS, AI-RRS - 2019 LDAC Vice Chair
 - Bob King, SRA
 - Linda Whittlesey, SRA
 - Matt VanEck, MAI
 - William Jones, MAI
 - Ryan Hargrove, MAI
 - Expand the number and location of our Chapter mixers to allow more members to participate. We currently are planning mixers in Santa Barbara, Irvine, Downtown Los Angeles, Pasadena and the San Fernando Valley.

This year is already off to a great start. In January we held the LA/OC Market Trends Seminar which was chaired by Orel Anderson, MAI and his team which included Michael Eggleston, MAI; Stephen Valdez; Valeo Schultz, MAI; Alexander Wohl; and Jason Borrás. In February we held the Santa Barbara/Ventura Market Trends seminar which was co-chaired by J.J. Gobbell, MAI, Jennifer Heath, SRA, AI-RRS, Thomas Molinari, SRA and Bryan Vick, MAI. Thank you to all of these individuals for helping to make these events so successful.

Please be on the lookout for information on our upcoming events which include a mixer in Santa Barbara on April 4th at Harry's Plaza Café and one in Orange County in April (specifics to be announced). In addition, we have a joint luncheon meeting with the Los Angeles Chapter of the IRWA on March 21st at Luminarias Restaurant in Monterey Park. Our speaker will be Marisa Katnich, Director of Strategic Commercial Management for Los Angeles World Airports (LAWA). Ms. Katnich was recently appointed as LAWA's Lead Representative in the City's planning efforts for the 2028 Olympic and Paralympic Games. Ms. Katnich will discuss the modernization plan for LAX and LAWA's plans to prepare us for the influx of traffic associated with the Olympic Games. In April we have a Real Estate Damages seminar and also a joint luncheon and program with the Riverside Chapter of the IRWA with the program being entitled "What Does and Doesn't Work for Appraisers at Deposition and Trial".

HERE'S TO A GREAT 2019!

Photos from the 2019 Chapter Installation and Dinner

















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 first meeting of the year is scheduled for Thursday, April 25. Our speaker is Gregg Gipe, Project Administrator within the Public Works division of the City of Irvine. Mr. Gipe serves as the department liaison with FivePoint Communities in the development of 688 acres at the Orange County Great Park and will be discussing the scope of the Great Park development. We look forward to an informative presentation.

Meetings are located on the second-floor of the Back Bay Conference Center, 3415 Michelson Drive, Irvine 92612. Beer is served in the ground-level bar adjacent to the bowling alley. Come network with fellow appraisers, enjoy a good meal and sit back for an informative presentation.

Robert Contant, MAI

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

The Northwestern Branch has gotten off to a strong start in 2019. We are happy to welcome a new branch advisor, Jerardo Arciniega of Integra Realty Resources - Los Angeles. Jerardo is an excellent addition to our leadership group. Our branch is also excited after our most recent breakfast meeting, held on February 28 at the Spitfire Grill in Santa Monica. We were grateful to have Mike Mason, MAI, SRA and his colleague at Epic Land Solutions, Chris Carrillo, as our guests. Mike and Chris gave a presentation on right of way and the appraisal process, including some insight into how the right of way agent and the appraiser work together throughout the public acquisition process. Our next meeting will be on March 21 at 7:30 AM, also at the Spitfire Grill, and we encourage as many attendees as possible to come hear George Koiso, MAI of CBRE speak about multifamily market trends. Then, on May 16 at the Spitfire Grill at 7:30 AM, we will host Jason Harris, the Economic Development Manager of the City of Santa Monica's Housing and Economic Development Department. Jason will give us an update on all things Santa Monica, which will be a can't-miss event. We look forward to seeing you at one or all of our upcoming meetings.

Adam Dembowitz, MAI

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



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

The Eastern Branch is pleased to announce our first event of 2019 - a presentation on the eastward expansion of Southern California's Metro Gold. The original Gold Line entered service in 2003, connecting Pasadena with Union Station in Downtown LA. In 2009 the Line expanded to the southeast, extending to Atlantic Boulevard in East Los Angeles. In 2016 the Line expanded again, extending to the Eastern San Gabriel Valley to Citrus College/APU. Now an effort is underway to extend the Gold Line further east, to the eastern end of Los Angeles County and into San Bernardino County. Lisa Levy Buch with the Metro Gold Line Foothill Extension will give us an overview of the expansion and some of the opportunities it will create. We will be meeting at the Panda Inn in Pasadena - just a short walk from a Gold Line Stop, Sierra Madre Villa.

We are forming an interest list for a tour of the Amazon fulfillment center in San Bernardino. If you are interested, you can reach out to the Chapter Office. We will plan to tour in May or June. Note that tours are now limited to 10 participants per tour. Therefore, we will have several small tours rather than one large tour. Tickets to the tour are one of the few things you cannot buy at Amazon.com.

Please note that the Inland Empire Market Trends Seminar will take place on June 13. This event is a great way to find out about economic and real estate trends in the I.E. and meet up with other appraisers who are active on this side of the LA Basin. I have attended three years in a row and always learn something new.

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

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)
Scott Thompson - sthompson@mason2.com (818) 957-1891
Alex Liu - alexliu714@gmail.com (714-307-6249)

2019 Education Committee Newsletter
Adam M. Bogorad, MAI
Education Committee Chair

The new year is well underway and the Southern California Chapter has already hosted two successful chapter-developed events. The LA/OC Market Trends Seminar took place in January and, at the end of February, we held the Santa Barbara/Ventura County Market Trends Seminar. Both events were well-attended and well-received by our members.

The chapter-developed events that are offered locally are among the greatest benefits of being a member of the Southern California Chapter. Later in the year, the Southern California Chapter will also offer the Inland Empire Market Trends Seminar in June, the Residential Symposium in September, and the Litigation Seminar in November. In addition to these marquee events, we have a full slate of upcoming courses, meetings and additional programs, including the following:

March 21, 2019 - (Santa Monica) Northwestern Branch Meeting Breakfast - "Hot topics in Multi-Family Valuation"

March 28, 2019 - (Pasadena) Eastern Branch Meeting Breakfast - "Heading East - The Gold Line Expands to Montclair"

April 2, 2019 - (Ontario) Real Estate Damages

April 3, 2019 - (Riverside) 5th Annual Joint Luncheon with IRWA Chapter 57 - "What Does and Doesn't Work for Appraisers at Deposition and Trial"

April 8-12, 2019 - (Ontario) Advanced Market Analysis and Highest & Best Use

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

July 8-12, 2019 - (Costa Mesa) Review Theory - General

For a more complete list of our upcoming programs and to register for upcoming events, please visit the chapter website. 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, <http://www.sccai.org>, 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.

The 3rd Annual Santa Barbara/Ventura County Market Trends Seminar By: Thomas Molinari, SRA

The SCCAI held it's third annual Santa Barbara/Ventura Market Trends Seminar on February 26th at the Sheraton Crowne Plaza Hotel in Ventura. As expected, it was power packed seminar with a full day of outstanding presentations on the Santa Barbara and Ventura economy, the residential and commercial real estate markets, as well as, a special segment on the recent disasters impacting the region. Miguel Delgado Helleseeter, Assistant Professor of Economic, Cal State Channel Islands started the program off with an insightful overview and forecast covering National, Regional and Local Economic trends. Dr. Christine Cooper, PHD, Regional Economist with the CoStar Group, provided a look at the national economy and trends impacting the major segments of the real estate markets. The presentation included

data on rent, vacancy, and pricing trends for the national office, industrial and retail markets. Rafael DeAnda of Costar provided an overview of the Ventura and Santa Barbara County multi-family, office, retail and industrial markets. The morning culminated with the Commercial Markets Panel. Our audience was treated with insights and observations from well known and prominent local commercial brokers. Jim Turner of Radius Commercial Real Estate, spoke on the Santa Barbara commercial retail, industrial and office markets. Jim also filled in for Steve Golis, also with Radius, who was unable to sit in on the panel and discussed the Ventura and Santa Barbara Multi-Family. Mike Tingus of Lee and Associates LA North/Ventura addressed the commercial and industrial real estate markets for Ventura County and the supply constrained San Fernando Valley. Tom Davidson of Lee and Associates Central Coast Division discussed industrial, commercial and land in the north Santa Barbara County. Each of these presentations was highly informative and insightful with numerous discussion, highlights and dynamics of notable deals taking place over the past year.

After the delicious lunch buffet, attorney Peter Christian of LIA Administrators & Insurance Services gave a talk on relevant appraisal liability issues and pitfalls from his unique insight and perspective as General Counsel for the errors and omissions insurance provider.

The afternoon session began with the assessors from Ventura County and Santa Barbara County addressing the attendees. Dan Goodwin, MAI, the Ventura County Assessor, focused on values for large agricultural properties in the Oxnard Plain and rural properties in the upper Ojai Valley. Joe Holland, the Santa Barbara County Assessor, spoke about possible changes in Prop 13 which are being proposed that could change the face of future commercial property taxes. He also provided assessment updates on properties impacted by the Thomas Fire and the Montecito debris flow disasters.

Next, Linda Lorenzen, a Realtor in Santa Barbara, spoke to changes that have been occurring in the Santa Barbara market since the Montecito disaster in January, 2018. Next, Matt Capitto, a Realtor based in Ventura, spoke of the changes that are occurring in the residential brokerage business and how that will impact the way that residential properties are purchased and sold in the not-too-distant future.

The day ended with a panel of eight experts from different disciplines who addressed the on-going rebuild efforts resulting from the Thomas Fire in December, 2017 and the Montecito debris flow disaster in January 2018. The panel included Dina Landi a realtor active in Montecito, Grace Neumann - an insurance broker from Santa Barbara, Brandon Amyx from Montecito Bank and Trust, Carl Williams - a construction management expert, James McGarry - an architect working on approximately 20 rebuild projects in the Ventura Hills, John Frye from Santa Barbara County Flood Control, Jeff Wilson from Santa Barbara County Planning and Development, and Dave Ward the interim Community Development Director from the city of Ventura. After each addressed the audience individually on the current state of affairs in the rebuild efforts from their individual disciplines, numerous questions from the attendees made for a lively discussion that sometimes evoked emotional responses from the panel.



L to R: Thomas Molinari; Bryan Vick; Jennifer Heath; Beth Finestone; JJ Gobbell

Congratulations to our Newly Designated Members

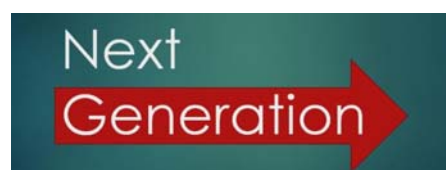
David A. Williams, MAI, AI-GRS

Brendan M. Flynn, MAI

Robert A. Ohana, Jr, MAI

Adam Anderson, MAI, AI-GRS

Alden Katagihara, MAI



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

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 !!!

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](#)

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 or contact Gary directly at garydeweese@comcast.net or 925-216-8751.

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