



Sacramento Sierra Chapter APPRAISAL NEWS & REVIEW

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PRESIDENT'S MESSAGE

Thank you Vicki for taking on the task of publishing the newsletter! We are excited to have Vicki Briggs, MAI step up to the plate as our new Editor. As you probably all know Vicki was most recently our Associate Member Guidance Committee Chair, a title she held for many years performing it well.

Speaking of the Associate Member Guidance Committee Chair, the Board of Directors approved Judd Cline as our new Chair. Judd is looking forward to serving our Chapter. A little bit more about Judd, he is already an active volunteer for both the Sacramento Sierra and Northern California Chapters of the Appraisal Institute. Although our chapter is his primary, Judd was sent as Northern California's representative to the Appraisal Institute's annual Leadership Development Action Committee LDAC held in Washington D.C. this March.

Although our first newsletter is slow off the press, for which I am responsible, the opposite is true for our Executive Director, Emily Bernardis and Education Chairperson Steve Harrington, MAI. They have been very busy presenting numerous educational classes and seminars, each of which has been successful both in attendance and for the Chapters bottom line! For a list of upcoming events and classes, readers are referred to later sections of this newsletter, as well as the Education Schedule posted on the web site.

Our first Chapter meeting held in March was well attended and all seats were filled. I personally enjoyed seeing so many Chapter members together in one room. Stephanie Coleman, MAI, SRA presented her mini-USPAP seminar Reappraising, Readdressing, Reassigning What to do?. The name explains the topic and many questions were answered and procedures cleared up regarding the appraiser's liability, responsibilities and urban legends involving report ownership, client identification, new assignment, and confidentiality. Thank you Stephanie for taking the time to better inform us. If only more from the lending community would have attended!?

Program Chair Colin Conner, has planned three more Chapter meetings this year. The next meeting will be on May 19th. Emily has emailed notices to members advertising the Inclusionary Housing in Northern California seminar which will

be the focus of the meeting. The seminar is presently jointly by the Sacramento Sierra Chapter and CREW, Commercial Real Estate Women. Topic will be the hot and controversial housing development regulations imposed by numerous local municipalities and counties to satisfy affordable house goals. Viewpoints from both sides of the issue will be delivered by a line up of public officials and housing builders. Please see the brochure in your email or on the web site for further details and for additional information on future Chapter Meetings. Immediate Chapter Past President, Cydney Bender Reents, MAI, a member of CREW will be involved in the presentation.

Jonathan Schrader, MAI, Bylaws Committee at the request of your President studied the new Model Chapter Bylaws suggested by Chicago and delivered his findings at the Board Meeting on April 14, 2005. Emily is preparing changes based on recommendations from Jonathan and the Directors. Look for a 14 day notice posting on the web site. Final adoption will be sought at the May 19th meeting. I would like to give my appreciation to Jonathan who showed no hesitation when asked to perform this time consuming task.

There is never a good time to ask, but once again we must plead for more Chapter members to help us out. We are in urgent and immediate need of a Government Relations Chair and additional committee members. As I speak there are important decisions regarding the future of the OREA being decided and our Chapter is not sufficiently represented, despite the desire of State government to have our representation. Furthermore, we need associate and designated members willing to be nominated for several key Chapter offices that will become vacant next year. Please drop an email to Emily at Emily@sac-ai.org or myself at rmurphy@rmgappraisers.com if you want to be contacted.

Sincerely,
 Richard A. Murphy, MAI

GENERAL INFORMATION

Have You Updated Your "Member Profile"?

To assist designated members in marketing their services, the Appraisal Institute has created the opportunity to expand and detail the information included in their Directory of Members, by creating an "Expanded Member Profile". To create or update your member profile log on under the "Members Only" section of the Appraisal Institute website (www.appraisalinstitute.org). Go to the 'Member Profile Setup Page' then enter or update any information that you want to have displayed in your Directory listing. The "Expanded Member Profile" allows you to provide potential clients with a more detailed description of your business, including the market areas you serve together with specific areas of property concentration and business services you offer. You are also able to indicate your educational and professional qualifications, designations and affiliations, and language capabilities. If you are looking good', you can even submit a photo with your listing! The set-up page is really easy to use – but if you need some help or ideas, a link is available that allows you view a sample Member Profile.

Are You Staying Current On Your Continuing Education?

Time flies, and you may find that you need additional continuing education to meet the requirements for your current cycle. If you haven't done so recently, look up your "Continuing Education Status Report" - available in the "Members Only" section of the Appraisal Institute website. All Chapter sponsored courses and seminars that you have attended during the current cycle should show up on this log (you'll have to submit for credit on courses offered by other organizations). Designated members are required to accumulate 100 qualifying hours of continuing education within each five (5) year cycle. (Note: qualifying hours earned in excess of those required in the current cycle generally may not be carried forward into the next cycle hours – unless earned during the last six (6) months of the cycle).

Do You Want to Lower Your Dues?

For each new Associate or Affiliate member you sponsor who joins the association (before October 31, 2004 or during 2005), you will receive 5% off your 2005 or 2006 dues (up to a maximum of 20%) and a chance to have your 2006 dues paid in full if you sponsor the most new members! For more information check out the details on the AI website.

**Sign-Up for Chapter Events Online at the website:
www.sac-ai.org**

EDUCATIONAL OPPORTUNITIES

Notes from the Education Committee:

The response to the 2006 education survey was good, and the education committee thanks all of the members that responded. The survey input has helped the committee to develop a draft education schedule for 2006, and the surveys will be used throughout the year to help provide education that benefits the members.

The education schedule for the full 2005 year is posted on the Sacramento Sierra Chapter website. Please visit www.sacsierra.org for further details and registration materials for the following courses and seminars. All members are encouraged to look over the schedule and plan your education for the year. Upcoming educational offerings include:

- During May we will have two courses on Highest & Best Use: **RESIDENTIAL HIGHEST AND BEST USE MARKET ANALYSIS** is scheduled for May 6 & 7, and Highest & Best Use & Market Analysis (Course 520) is scheduled over two weeks (May 12-14 & May 19-21).

- Also on May 19, the Sacramento Sierra Chapter, in conjunction with CREW (Commercial Real Estate Women) and other sponsors, is offering a seminar entitled **"INCLUSIONARY HOUSING IN CALIFORNIA"**. This seminar is intended to focus on the problems and opportunities the implementation of the proposed new ordinance will have on the industries we represent. Panelists will include representatives from the California Coalition for Rural Housing, Sacramento Housing and Redevelopment Agency, the City of Roseville, commercial builders – Reynen & Bardis, Richland Communities and Lennar Communities, and affordable housing builders USA Properties, Mercy Housing, and Community Housing Opportunities Corporation. A Chapter meeting will follow this seminar. (3 hours OREA & AI Credit Available)

- OREA the new seminar titled **PROFESSIONAL'S GUIDE TO THE UNIFORM RESIDENTIAL APPRAISAL REPORT** is scheduled for June 1 in Redding, and June 2 in Sacramento.

- **CONDEMNATION APPRAISING COURSES 710 & 720** will be offered June 8-11. We are looking forward to early registrations for the condemnation courses. If you plan to attend, please contact Emily at the Chapter office and sign-up early.

- **ASSOCIATES' GUIDANCE PROGRAM**, June 13-18 (Cosponsored by the Sacramento-Sierra and Northern California Chapters). The week long program will be held at the Sheraton Sonoma County in Petaluma. The event will include the following seminars:

June 13th – EXPERIENCE TRAINING/ASSOCIATES' PROGRAM Q & A (This workshop will feature the Directors of Screening and Experience Screening who will answer questions regarding the experience review process, demonstration appraisal reports and the comprehensive exam.)

EDUCATIONAL OPPORTUNITIES CON'T

June 14 – DEMONSTRATION REPORT WRITING SEMINAR

June 15, 16 & 17 – Ted Whitmer's COMPREHENSIVE EXAM PREP SEMINAR

June 17 – EFFECTIVE APPRAISAL REPORT WRITING SEMINAR. This seminar, which is appropriate and popular with appraisers at all levels, will be presented by Alan Blankenship, PhD

June 18 – URAR SEMINAR (The Professional's Guide to the Uniform Residential Appraisal Report)

OTHER EDUCATION OFFERINGS OF INTEREST

Northern California Chapter of the Appraisal Institute

2005 Spring Conference– May 17th

Panelists at this all day seminar will include a range of real estate professionals, including appraisers, attorneys, brokers, bankers, and a representative from the OREA.

Topics will include:

- News You Can Use Regarding Appraiser Liability
 - OREA and Enforcement
 - Legal prosecution and defense
- Appraisal and Reporting Issues and Trends
- Market conditions and trends update (Stanislaus and San Joaquin Counties)
 - Re-sale & new home residential trends
 - Rental market trends
 - Mortgage rates – what is in store; how will they affect the market
- Changes are Upon Us: An Outlook
 - USPAP changes for next year
 - Information on the new URAR and other new forms

Also featured at the conference will be products and services to help you run your appraisal practice more efficiently and profitably!

Visit www.norcal-ai.org for more details and a registration form.

AI Summer Conference

If you are looking for an excuse to travel to a beautiful city, check out the information on the Appraisal Institute's website regarding the Summer Conference to be held July 7 – 9, 2005 in Seattle, Washington. At the conference you will have the opportunity to:

- Choose from more than 20 top-notch educational programs.
- Hear nationally syndicated columnist and keynote speaker Kenneth Haney discuss the latest Congressional and regulatory developments affecting real estate valuation.
- See new technology in action in the Exhibit Hall.
- Earn up to 20 hours of Appraisal Institute CE credit (as well as state credit)
- Tour a local winery, cruise Seattle's waterfront, network with other appraisers - and have a great time!

If you would like more information on the conference, go to (www.appraisalinstitute.org/summer/)

IRWA – INTERNATIONAL EDUCATION CONFERENCE

June 12-16, Toronto, Canada

If you can't make it to the Appraisal Institute's Summer Conference in Seattle and you're looking for an excuse to travel to a great City, consider attending the 51st Annual International Education Conference sponsored by the International Right of Way Association. This year, the conference will be held at the Westin Harbor Castle Hotel in fabulous downtown Toronto, Canada. This year's keynote speaker will be John Amatt, a motivational speaker whose mission is to encourage people to "push beyond their self-imposed limitations". The week-long seminar will be filled with educational offerings of interest to all appraisers. For further information and registration information visit the IRWA website at: www.irwaonline.org

I Hope You Didn't Miss It!

Each year the American Society of Farm Managers and Rural Appraisers (FMRA) puts on a REALLY GREAT, 3-day, "Spring AG Outlook". The conference is presented in conjunction with the Agricultural Issues Center at UC Davis. This is the BIGGEST EVENT of the year for the FMRA. The conference location switches off each year between Sacramento & Visalia, with this year's conference being held at the DoubleTree Hotel in Sacramento.

This year's seminars (all approved for OREA continuing education credit) included:

- "Appraising Ag Land in Transition" - a subject of interest to all appraisers!
- "Water Rights" (this was an EXCELLENT presentation!)
- Over 400 people attended Friday's "AG Outlook" seminar – a GREAT source for up-to-date information!

The FMRA website provides a great resource for information on current agricultural land values as well as economic studies and costs for agricultural crops. You can visit the California Chapter's website at: www.calasfmra.com. Plan to attend this seminar next year!

NEWS FROM NATIONAL

Upcoming Change in Licensing Requirements

The education requirements to become a state licensed appraiser have recently been revised and expanded by the Appraiser Qualifications Board (AQB). Effective January 1, 2008, the new requirements will become the mandatory minimum criteria for education. The new requirements will apply to individuals pursuing licensing for the first time, or appraisers changing from one credential to another. Licensed appraisers will be required to have 150 hours of education instead of the current 90 hours. Certified Residential appraisers will be required to have 200 hours instead of 120 hours, and Certified General appraisers will be required to have 300 hours instead of the current 180 hours. The AQB requirements are very specific as to the courses required as well as the content of the courses. As a result, the changes will require an all-new series of courses. To prepare for these changes the Appraisal Institute is currently in the process of writing new courses for each of the requirements for all license/certification levels. The first four courses have already been released, with the remainder to be introduced yearly until all are available in 2008. Titles for the Appraisal Institute courses will match the titles given by the AQB – so some of the confusion in licensing will be eliminated. Because the courses are being created now, the Appraisal Institute will remain at the forefront with respect to providing up-to-date and relevant educational offerings, and transition from being “A LEADER” to “THE LEADER” in appraisal education.

DID YOU HEAR?

The Good News:

...Integra Realty (Scott Beebe, MAI/Art Leck, MAI) purchased a 5,800 s.f. office building at 1708 “Q” Street in the mid-town area. YES—they paid way too much and YES – their TI work is way over budget. But what do you expect from a bunch of appraisers!

...Janet Holland, MAI, took a job as a review appraiser with Bank of the West. Her “Boss” is none other than the infamous Greg Bach. Treat her well, Greg – we hear another bank would love to steal her from you!

...Lance Jordan (Seevers, Jordan, Ziegenmeyer) passed ALL SECTIONS of his comp exam – 1st try! Congratulations Lance!

...Krista Castro (senior analyst, Integra Realty) and husband Mauricio, are expecting their first child in June - It's a Boy!

...Lea Leonard & Eric Lundquest (Seevers, Jordan, Ziegenmeyer) obtained their general commercial appraisal licenses.

...Michelle van de Pol (Senior Analyst, Integra Realty) is writing her demo report. Way to go Michelle!!!!

...Associate appraiser Kirsten Smith (Ribacchi/Weck) gave

birth to a healthy baby girl, Jaslyn Hailey - on March 9th. Congratulations Kirsten!

...Good ole' Howard Pearson, MAI, who reported to me from his hot tub, says that he is working less & having MORE FUN! Howard still does a little bit of appraising & consulting and in his “spare” time plays Dixieland jazz and blues music with his band, the “GP Jammers”. Anyone interested can catch his act Tuesday nights at the Golden Palms Mobile Home Park, 8181 Folsom Blvd. Free music – free refreshments – what more could you ask for! Stop by some night & say hi to Howard.

The Bad News:

...On March 16, 2005 the appraisal community lost a very dear friend and colleague – Charles E. “Chuck” Sewing, MAI, SRA. After a long battle with cancer, Chuck passed away at his home in San Rafael surrounded by his family. Chuck’s distinguished career with Wells Fargo Bank spanned nearly four decades. He was very well like and respected by all with whom he worked and will be remembered for his professionalism and dedication. Chuck served as the 1987 president of the Northern California Chapter of the Appraisal Institute and served in various capacities on the Board and committees. Chuck is survived by his wife, Connie and two sons. Services were held on Saturday April 2, 2005 in San Rafael. As an acknowledgement of Chuck’s spirit, it is the family’s request that donations be made to the UCSF Comprehensive Cancer Center, P.O. Box 45339, San Francisco, CA 94145-0339. Donations can be made on behalf of Charles E. Sewing, and should be directed to James Rubenstein, the doctor who monitored Chuck’s condition.

EMPLOYMENT OPPORTUNITIES

Sacramento County Job Opportunity: Real Property Appraiser (RPA)

The Assessor’s Office has multiple RPA openings!

In these entry-level positions, incumbents perform total appraisals of property, land, and improvements to determine fair value for tax purposes.

Accepting applications soon!

You can register on-line to be notified by email when the exam opens (expected mid-May 2005):

- 1. Go to the website www.saccountyjobs.net***
- 2. Choose “Job Specs”***
- 3. Find Real Property Appraiser III***
- 4. Click on “Email me when this position opens”***
- 5. Fill out the form!***

For more info about this or other Assessor’s Office opportunities, contact Cori Stillson at (916) 876-6737 or stillsonc@saccounty.net

Additional information about RPA duties, minimum qualifications to apply, special requirements, and the County testing process are available at the County Employment Office website: www.saccountyjobs.net.

NEXT ISSUE

Our next newsletter will feature information on reference sources and technology (i.e. data sources, equipment and websites) that local appraisers have found to be of great value in their businesses. If you have ideas that are worthy of inclusion, please send an e-mail to me (Vicki Briggs) @ www.swvalue2@innercite.com. Also, ideas for articles to be included in future editions of the newsletter are always welcome!

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**Articles may be submitted to the
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