

# Sacramento Sierra Chapter



**Appraisal  
Institute™**

*Professionals Providing  
Real Estate Solutions*

## APPRAISAL NEWS

# & Review

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June 2007

### PRESIDENT'S MESSAGE by Marshall Meager, MAI

Consistent with the leadership theme "**Navigating Thru a Sea of Change**" there are a lot of things happening this year both on a Chapter and National Level. Some of the more significant events include:

- *AI - 75<sup>th</sup> Anniversary*
- *New CEO, Frederic Grubbe*
- *Unifications and proposed mergers*

#### **75<sup>th</sup> Anniversary of the Appraisal Institute**

The idea for this celebration and conference grew from a multi-regional event into a large National event. Coordinated by Ruth Kelton of the North Texas Chapter, and unique because interest in national events has seemingly been on the decline in recent years, this conference promises to be a watermark event for our organization. With the theme "*Celebrating our History, Valuing the Future*" special events and programs are planned all across the country throughout the Appraisal Institute's anniversary year. The "*Grand Event*" – to be held in conjunction with the 10-Region Conference and Expo, will be hosted at Caesars' Palace in Las Vegas the week of July 15<sup>th</sup> – 22<sup>nd</sup>. Highlights of the Conference will include National Board and Committee meetings, Regional Committee meetings and Education Trust Fund Auction, Exhibitor Expo, Celebration Dinner, Region Reception, Golf Tournament, as well as 30-hours of education.

The Sacramento Sierra Chapter will be well represented at the Las Vegas event. As President I will be attending sessions for leadership training, special events and the Regional and Multi-Regional Meetings. (Refer to the article on page 6)

#### **New CEO**

Frederick H. Grubbe has accepted the position of Chief Executive Officer of the Appraisal Institute and will take over the helm on June 1st. (Refer to the article on page 8)



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#### **Unifications and Proposed Mergers**

Another big change in our industry is the recent announcement of the unification of the American Society of Appraisers (ASA) and the American Society of Farm Managers and Rural Appraisers (ASFMRA). In addition, in March 2007 the ASA, ASFMRA and the Appraisal Institute issued the following joint statement:

"We wish to inform you that the governing bodies of the ASA, the ASFMRA and the AI recently took action confirming a commitment to the goal of unifying the profession under one association...Over the coming months we will be sharing

(continued on page 6)

## Chapter Meeting & Wine Tasting Social

Our May 2<sup>nd</sup> Chapter meeting, which included a well-attended second annual wine tasting event, was held at the offices of Seevers, Jordan, Ziegenmeyer in Rocklin. President Marshall Meager, MAI presented Janet Holland, MAI, with an award in recognition of her outstanding service to the Chapter over the past 10-years (a surprise to Janet!). Marshall Meager, MAI, Chapter President reviewed the education schedule for the remainder of 2007 and gave a brief overview of the Chapter's finances. He informed the members that the Appraisal Institute has hired Fred Grubbe as the new CEO. He will begin his duties on June 1, 2007. Richard Van Steenkiste, MAI, Nominating Committee Chair 2007 asked for nominations from the floor for the 2007 Committee. Michelle van de Pol, MAI nominated Kyle Bartholomew and Linda Molinari, SRA, seconded, passed. Judd Cline gave an overview of the LDAC meetings in Washington DC in April (see article on page 3 for complete details). Thanks go to Michelle Van de Pol, MAI, and her wine-savvy husband Jeff for organizing the wine-tasting portion of this fun and educational event!



## LDAC - LOCAL AI MEMBERS VISIT WASHINGTON DC

Submitted by Brent Christiersen

More than 100 appraisers from all over the nation charged Capitol Hill on April 24, urging Congress to enact laws addressing mortgage fraud and predatory lending, including provisions to prohibit appraiser coercion and improve the appraiser regulatory structure. The effort took place as a part of the Appraisal Institute's Leadership Development and Advisory Council (LDAC), which was held April 23-25 in Washington, D.C.

The Sacramento Sierra Chapter sent a three man team to Washington D.C. The team consisted of third-year participant Judson Cline, second-year participant Brent Christiersen and first-year participant Chuck LaFlamme, MAI. Judson had been selected last year to be an alternate discussion leader. With less than two weeks before this past April's LDAC conference, Judson was called to be the discussion leader for a very difficult topic – *"Reaching Out for Diversity: How Can Diversity Enhance the Appraisal Institute?"* Needless to say, Judson did an excellent job leading and moderating the topic. Chuck was a welcomed addition to the team this year, benefiting from his state lobbying background.

Each spring, LDAC provides a forum for the exchange of ideas and opinions, targeting topics of concern to the profession, and formulating recommendations for the Appraisal Institute's Executive Committee and Board of Directors. Attendees break into groups and have a series of four roundtable discussions. The discussion topics for 2007 were:

- Political Awareness: Wagging the Dog
- Reaching Out for Diversity: How Can Diversity Enhance the Appraisal Institute?
- Fear and Loathing: Who is Training New Appraisers?
- Attracting and Involving New Members

The highlight of LDAC was the visit to Capitol Hill to lobby legislators. Participants meet with members of Congress and their staff to lobby the nation's lawmakers on issues of importance to the appraisal profession. This year's participants helped to educate members of Congress and staff about how appraisers are coerced and intimidated to manufacture appraisals, how disparate regulation of some parties contribute to the appraiser pressure problem, and how reforms to the existing appraiser regulatory structure could improve the quality of appraisals and prevent mortgage fraud.

Specifically, the Appraisal Institute believes that Congress must pay much more attention to collateral valuation issues in order to adequately address problems in the mortgage market. This includes enactment of legislation to combat mortgage fraud with provisions designed to uphold integrity in the real estate valuation process. Such provisions, would free up existing resources for state appraisal board enforcement activity, enhance federal appraiser regulatory options for oversight, and encourage the use of competent appraisers, including professional designated appraisers. In addition, prosecutors should be given greater tools to prosecute mortgage fraud, including appraiser identity theft. Finally, LDAC participants recommended that any new federal requirements for mortgage lenders or mortgage brokers, which are being reviewed by Congress must also include meaningful provisions ensuring appraisal independence.

"We expect there to be several bills introduced in the coming weeks addressing the concerns outlined by our members," said Bill Garber, Director of Government Affairs of the Appraisal Institute. "We believe those legislative efforts will be better informed as a result of our members' input and perspective."



Chuck LaFlamme, MAI, Brent Christiersen, Judd Cline

## **ON-LINE EXAM, CHALLENGE EXAM & RE-EXAM TEST CENTER**

On May 1, the Appraisal Institute implemented a new program for test-taking, improving the process for students, members and chapters. Once a student is ready to complete an online exam, a challenge exam, or a re-exam, they will continue to use the same process of application (send a completed application and payment to the Education Delivery Services department at the National office). Once the application is received, the student will receive an email confirmation providing their assigned Pearson AI identification number (Examination ID number) and instructions to contact a Pearson VUE testing center near them to schedule their exam. Once they receive the confirmation email, students have 60 days to schedule and take the exam.

### **The local test center for the Sacramento Metro Region is:**

**Pearson Professional Center**  
**3010 Lava Ridge Court Suite #170**  
**Roseville, California 95661**  
**(916) 780-9140**

**Does the change affect all exams?** With some exceptions (exams for courses set to retire in 2007, specialized exams for the state of FL and a few exams that are in the process of being converted), all Appraisal Institute exams are now computer-based.

**Does a student have to be an experienced computer user and typist to take a computer-based exam?** The computer testing system is designed so that even those with minimal computer experience and typing skills can use it. A pre-examination tutorial will be available to each student at the testing center.

**How does a student register for an exam?** After

a student's application is verified, he/she will receive a confirmation and instructions on scheduling the exam using a toll free phone number.

**Where and when will exams be administered?** In most cases, exams may be taken at whatever testing center a student prefers, at whatever date

and time he/she chooses to take it. Though testing center hours vary, students may take exams during the day, in the evening and on some week-ends. Students will get detailed information about their options when they call to schedule their exams.

**Is there a time limit for taking an exam?** There is an overall time limit for each exam, just as with the paper and pencil tests. However, most students complete their exams within their allotted time.

**Will a student know at the end of the exam if he/she passed?** Results will be sent from the Appraisal Institute within 2 weeks of the exam date.

**If a student fails an exam, how does he/she re-test?** To schedule a retest, a student will follow the same process that he/she did initially. There is no change to the exam guidelines regarding the number of retest attempts allowed without additional coursework: Students have 2 opportunities to re-take a failed exam. If they are unsuccessful in those 2 attempts, they must re-take the entire course.

*If you have questions on this process, you may contact the Associate and Prospective Member Service Center @ (312) 335-4111. For more information and/or the locations for other test site locations outside the Sacramento Region visit <http://pearsonvue.com/ai>.*

### **The Appraisal Institute needs volunteers (Designated Members) to serve as Screeners on our Experience Review Panel.**

What is required of an Experience Review Screener?

- Successful completion of a FREE 3-Hour Experience Review Training Seminar (3 hours of CE), plus post-seminar mentoring with an experienced screener
- Qualify for the Experience Review Panel upon completion of the Training Seminar and mentoring
- A willingness to conduct 2 or more Experience Review screenings each year, most by phone

**Experience Review Training Seminar sponsored by the North Texas Chapter in conjunction with the Appraisal Institute's 75<sup>th</sup> Anniversary Conference.**

**Sunday July 15, 2007; 9:00am – 12:00pm**

**Caesars Palace; 3570 Las Vegas Blvd. South (Tiberius 5); Las Vegas, NV 89109**

**For more information regarding this FREE seminar, or to register, please contact Marilyn Moore, Associate and Prospective Members Services Team, at 312-335-4179, or email [mmoore@appraisalinstitute.org](mailto:mmoore@appraisalinstitute.org)**

## EVENTS & EDUCATIONAL OFFERINGS FOR 2007

Offered by the Sacramento Sierra chapter of the Appraisal Institute

*Dates locations, prices and instructors are subject to change. Interested attendees are encouraged to register early as we reserve the right to cancel any program due to low enrollment.*

6/23	<b>Exam, Cram, Prep for OREA Licensing Test</b>	Frank Molinari, SRA	Nat'l University After June 15	\$195 \$225
6/25-30	<b>Report Writing and Valuation Analysis</b>	Alan Blankenship, PhD Sheila Stewart, MAI	Doubletree Hotel	\$675/775
8/22	<b>2007 Summer Conference</b>	Panel	Dante Club <b>After August 1</b>	\$135 <b>\$165</b>
9/7	<b>Business Practice &amp; Ethics</b>	Stephanie Coleman, MAI, SRA	TBA	\$175/195
9/13	<b>2<sup>nd</sup> Annual Barbeque/Chapter Meeting</b>		Royer Park Roseville, CA	TBA
9/25	<b>General Demonstration Report Writing</b>	Peter Finnerty, MAI	TBA	TBA
10/10	<b>7 Hour National USPAP</b>	Stephanie Coleman, MAI, SRA Tahoe	Harrah's Lake	\$175/195
10/11	<b>The Essentials &amp; Current Issues and Misconceptions in Appraising</b>	Ted Whitmer, MAI	Harrah's Lake Tahoe <b>(see pricing below)</b>	
10/12	<b>Attacking and Defending an Appraisal in Litigation</b>	Ted R. Whitmer, MAI	Harrah's Lake Tahoe <b>(see pricing below)</b>	

**TAHOE EARLY REGISTRATION BY August 10, 2007:**

<b>One day:</b>	<b>\$175</b>	___	<b>10/11 or Both Days:</b>	<b>\$300 Members</b>	___
	<b>\$195</b>	___	<b>10/22 or Both Days:</b>	<b>\$350 Non-Members</b>	___

**TAHOE STANDARD REGISTRATION August 11, 2007:**

<b>One day:</b>	<b>\$195</b>	___	<b>10/11 or Both Days:</b>	<b>\$350 Members</b>	___
	<b>\$215</b>	___	<b>10/22 or Both Days:</b>	<b>\$400 Non-Members</b>	___

**TAHOE LATE REGISTRATION September 30, 2007:**

<b>One day:</b>	<b>\$215</b>	___	<b>10/11 or Both Days:</b>	<b>\$400 Members</b>	___
	<b>\$235</b>	___	<b>10/12 or Both Days:</b>	<b>\$450 Non-Members</b>	___

### Watch for details coming soon on:

- 2nd Annual Barbeque; September 13
- Chapter developed residential seminar and luncheon
- 2008 Economic Update and luncheon
- 2008 Election Ballot to mailed on August 22
- Details on Installation Dinner

from page 1

with you a plan for unification involving our three organizations as it is developed. Because much already has been accomplished by the Cooperative Efforts Project Team (a 15-member group made up of 5 members from each organization) we believe the necessary steps can occur over the next 24-months."

#### **.... On to other matters**

I was recently asked by Mike Harris, Chief Appraiser of Wachovia Bank to represent the Bank on the Client Advisory Board or CAB. Like many of you reading this I wondered what CAB was and what I was getting myself into. Wachovia is the fourth largest bank and one of the largest real estate lenders. As such, has a vested interest in the appraisal community. My responsibility at CAB will be to advise the Appraisal Institute from the perspective of a user of appraisal services or as a client, thus the clever name: Client Advisory Board. CAB does a lot of survey work of national lenders regarding the services and quality of work provided by the members of the Appraisal Institute and the appraisal community at large.

As a 75-year-old organization we are a relatively young as a profession. Demographically we are certainly an aging profession ....but we have four different generations at work in our industry. We are not a diverse organization by any stretch of the imagination. Our composition does not match any cross section of population in terms of a demographic make up. As an organization we are going to have to embrace some changes in order to grow and thrive. I think our National Leadership understands this challenge and is trying to address it.

It is my opinion that the advent of state certification and the government's involvement in our industry has in some cases lowered the "bar" of the appraisal profession. CAB findings indicate that the difference in quality between AI membership and state certified appraisal in terms of lender work is negligible. So what do we do if we are not distin-

guished from the run of the mill state certified appraiser? With the announcement of changes to requirements for State Certification and increased education and experience requirements the gap between certification and designation will narrow somewhat. It is incumbent on each of us to distinguish ourselves in the market place with the quality and caliber of our work. I do not fully embrace CABs findings and as a national lender see in most cases a markedly superior product from MAIs and others trained by the Appraisal Institute.

The Appraisal Institute will be widening it's umbrellas to include other related disciplines like agricultural appraisers, equipment and other specialty appraisal. Our focus as an organization (mission statement) will change from being solely focused on real estate to appraisal on a broader basis. Hopefully we can successfully merge with these other organizations and maintain the quality and caliber of our "real estate division" and our premier designation "MAI".

Challenge is good. I believe that:

- AI education is superior to other organizations.
- AI Instructors are general superior.
- Our designation is valuable and produces a better-prepared, better educated and more capable appraiser overall.

I believe as individuals who belong to or participate in this organization we do make a difference. Most of our members care and try to do the right thing professionally. We are navigating thru a sea of change, but our next 75 years can bring an even brighter future than the last 75 years if we will set our course and hold to our founding values.

*Marshall*

Happy 4th of July  
Support our Troops



## [Check Out the the AI Store®](#)

***Looking for a gift for a client or a fellow appraiser????*** You might want to check out the Appraisal Institute's on-line store. A wide assortment of apparel and golf items are now available. Almost all merchandise can be customized with either the Appraisal Institute logo or the special 75th anniversary logo. Visit [www.nejinc.com/aistore/](http://www.nejinc.com/aistore/) to browse the expanded selection of men and women's clothing items, hats, HP 12c calculators, zippered padfolios, thermos, coffee mugs and golf balls. Featured brands available include: FootJoy®, Fairway & Greene, Chase Edwards private label, Como Sport, Titleist and Pinnacle. Nice Stuff!!!!

## [Appraisal Institute 75th Anniversary Conference](#)

Registration is now open for the Appraisal Institute's 75<sup>th</sup> Anniversary Conference to be held July 15–22, 2007, at Caesars Palace in Las Vegas. The conference includes a variety of programs and events to meet a broad spectrum of appraisal topics. A total of 30 hours of continuing education seminars will be offered. Among the educational offerings are:

- *A Professional's Guide for Conservation Easement Appraisals*
- *Real Estate Investing and Development: A Valuation Perspective*
- *The Client Perspective on the Appraisal Profession*
- *Rates and Ratios: Making Sense of GIMs, OARs, and DCF*
- *The Real Estate Economy: What's in Store for 2008?*
- *Making Sense of the Changing Landscape of Valuation: Cool Tools—Cool Trends*

In addition, a number of programs and functions have been scheduled that will provide attendees

with an opportunity to network with old friends and meet new colleagues, including an Associate Guidance Seminar; an Experience Training Seminar; golf tournament; regional meetings (including the Education Delivery and Chapter Leadership meetings); the 75<sup>th</sup> Anniversary Celebration Reception and Dinner; the Education Trust Fund Auction; and the Exhibitor Expo.

Caesars Palace is offering attendees a special discounted room rate of \$139 per night. To register for the conference, or for more information, including information on booking a room at Caesars Palace, visit [www.appraisalinstitute.org/75thanniversary/default.asp](http://www.appraisalinstitute.org/75thanniversary/default.asp).

## [New Publication Available](#)

Appraisers know that the sales comparison approach is the best and most logical way to value residential real estate, but what's an appraiser to do when markets are in flux, data are scarce, and traditional techniques don't work? Residential appraisers now have a new tool to meet these challenges—*Valuation by Comparison: Residential Analysis and Logic*, a new book by appraiser and educator, Mark Rattermann, MAI, SRA. *Valuation by Comparison* explores the most fundamental role of the appraiser as an interpreter of human behavior. The text presents innovative strategies and techniques for distilling relevant information from comparable sales as well as less-than-perfect market indicators such as current listings, expired listings, and pending sales. Practical advice for making problematic adjustments is provided along with guidance on completing residential forms in compliance with the Uniform Standards of Professional Appraisal Practice. Special introductory member price for a single copy through July 31, 2007, is \$24. The regular member price is \$30; nonmember price is \$35. To order, call 800-504-7440 and request stock number 0710M, or visit [www.appraisalinstitute.org/ecom/publications](http://www.appraisalinstitute.org/ecom/publications).

## **International Right of Way Association (IRWA) 53rd Annual International Education Conference June 17-20, 2007; Hyatt Regency, Sacramento, CA**

Each year, IRWA's Annual International Education Conference provides right of way professionals with unparalleled learning and networking opportunities. With typically more than 1,000 registrants, attendees have the opportunity to learn about best practices, share project challenges and hear solutions from the industry's leading professionals. This year Sacramento **Local IRWA** Chapter 27 will host the conference. The event will include more than 50 educational sessions for those working in the right of way profession.

Full details of the conference available at the IRWA's International website @ [www.irwaonline.org](http://www.irwaonline.org)

## NEWS FROM NATIONAL

### Appraisal Institute Announces New CEO

Appraisal Institute President Terry Dunkin, MAI, SRA, announced to its members Friday, April 27, that Frederick H. Grubbe has accepted the position of Chief Executive Officer of the Appraisal Institute. He will assume his responsibilities as of June 1, 2007.

Grubbe comes to the Appraisal Institute with more than 20 years of experience in nonprofit and government-related organizations. For the past six years he has served as president and chief executive officer of the National Fraternal Congress of America, an association of fraternal benefit societies, where he was responsible for overseeing business and membership operations.

In addition, he has held high-level positions with the Million Dollar Round Table, the U.S. Office of Consumer Affairs and the National Highway Traffic Safety Administration of the U.S. Department of Transportation in Washington, D.C. He served from 1989 to 1991 as White House liaison and Special Assistant to Samuel Skinner, the Secretary of Transportation. Grubbe holds an MBA degree from Loyola University Graduate School of Business and a BA from Northern Illinois University.

"We can look forward to Mr. Grubbe bringing his background and experience into play as he assumes responsibility for overseeing the continued growth and prestige of the Appraisal Institute. I am impressed with his emphasis on consensus building and communication between members, leadership and staff," Dunkin said.

### Appraisal Institute's New Digital Library Coming Soon

The Appraisal Institute's Y.T. and Louise Lee Lum Library is enhancing its online catalog with digital library software capabilities to provide full keyword searching for all articles from *The Appraisal Journal* and archives of *The Real Estate Appraiser*. Both collections have been

scanned into the new system, so members will be able to search and download all back issues.

"The old system was designed to catalog books, but we had created some clever programming to allow for the searching of articles," reports Library Director Eric Goodman. "Members will now find the catalog easier to search, with more intuitive screens and informative menus." One new feature highlights the search words within an article. The library is in the process of converting the articles from the old software. The new searchable system should be in place by mid-summer. "We are waiting for one more software module upgrade from our vendor; then it will be available to members," says Goodman.

The Y.T. and Louise Lee Lum Library is underwritten by the Appraisal Institute Education Trust fund. Its online catalog contains more than 40 years of *The Appraisal Journal* and *The Real Estate Appraiser* articles, as well as all *Valuation Insights & Perspectives* articles, for members to search anytime. For more information, contact the library by phone at 312-335-4467, or by e-mail at [ailli-brary@appraisalinstitute.org](mailto:ailli-brary@appraisalinstitute.org).

### Scholarships Being Offered

Whether you are just starting a career as a real estate appraiser or nearing completion of your designation requirements, you may want to look into the national scholarships being offered by the Appraisal Institute Education Trust, including:

- Appraisal Institute Education Trust Scholarship
- Minority and Women Scholarship
- Education Scholarship

Regional Matching Education Scholarship  
For more information on the national scholarships listed above visit:

<http://www.appraisalinstitute.org/education/scholarshp.asp>

## Welcome New Members

The Sacramento Sierra Chapter of the Appraisal Institute is pleased to introduce the following new Members:

### ASSOCIATE MEMBERS

#### Bradley Boudro

Shaw & Associates  
280 Hemsted Drive Suite A  
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Phone 530 221-1203  
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#### Lorrain Faint

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#### Jim Merrill

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217 W. Fifth St  
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#### Ray Nickens

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#### Brian Toogood

AAA Sierra Nevada Appraisal Service  
2036 Nevada City Hwy # 149  
Grass Valley, CA 95945  
Phone 530 288-3677  
Fax 530 288-3620  
[highcountry@hughes.net](mailto:highcountry@hughes.net)

#### Kathi Wisner

Advanced Appraisal Service  
2840 Hart Ave  
West Sacramento, CA 95691  
Phone 916 396-6302  
Fax 916 688-0405  
[kathiwisner@comcast.net](mailto:kathiwisner@comcast.net)

### AFFILIATE MEMBERS

#### Kelly Mickelson

Portfolio Funding Group  
2680 Watson St  
Sacramento, CA 95821  
916 813-0611  
[mickelsonkelly@yahoo.com](mailto:mickelsonkelly@yahoo.com)

## NEW!!!!!! --- "MEMBER SERVICE CENTER"

To enhance service levels provided to current and prospective members, the Appraisal Institute has created a new "member service center". This center is designed to provide members and potential members with a single point of contact that can answer the majority of membership-related questions. Because callers receive a response from the first available team member, these additions strengthen the Appraisal Institute's customer service experience because callers are not placed into voicemail and transfers are significantly reduced. The associate and Prospective Member Service Center can provide assistance to associate, affiliate, and prospective members in areas such as:

- Counseling for membership requirements
- Setting up designation path outlines for associates seeking a designation

- Explaining requirements to obtain a designation
- Clarifying membership categories to prospective members
- Updating contact information Assisting in dues payments
- Guidance with the 2008 AQB changes and state regulations

**You may contact the Associate and Prospective Member Service Center @ (312) 335-4111.** Contact information via e-mail:

- Associate Member Queries;  
[associate@appraisalinstitute.org](mailto:associate@appraisalinstitute.org);
- Affiliate Member Queries;  
[affiliate@appraisalinstitute.org](mailto:affiliate@appraisalinstitute.org);
- Prospective Member Queries;

**2007 CHAPTER OFFICERS & DIRECTORS**

**PRESIDENT**

Marshal Meager, MAI.....916-787-9371

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Bill Duetsch, MAI  
Christopher Ferguson  
Chuck LaFlamme, MAI  
Michelle van de Pol, MAI  
Dave Wraa, MAI  
Robin Weck, MAI

**PAST PRESIDENT**

Richard VanSteekiste, MAI.....530-346-7575

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Emily J. Bernardis

**ADMINISTRATIVE ASSISTANT**

Elaine M. Masi

**NEWSLETTER EDITOR**

Vicki Briggs, MAI.....530-888-9802  
E-Mail: .....vbriggsmi@msn.com

**NEWSLETTER NOTES**

**Articles may be submitted to the Chapter office via FAX or E-Mail**

Statements of fact and opinion are made on the responsibility of the authors alone and do not imply an opinion on the part of the Officers, Directors, or Committee Chairs of the Sacramento Sierra Chapter of the Appraisal Institute.

The appearance of advertising for services or products is intended for the private use of Sacramento Sierra Chapter members and does not imply nor intend sponsorship or endorsement. Acceptance of advertising is subject to availability of space.

**Next Newsletter Deadline**  
**August 20, 2007**

**APPRAISAL POSITIONS AVAILABLE**

**Seevers Jordan Ziegenmeyer - Sacramento and Fresno Positions**

Seevers Jordan Ziegenmeyer is seeking experienced commercial real estate appraisers for both Central California offices. These positions are for appraisal report production covering virtually all forms of commercial real estate, as well as multi-family residential and single-family subdivisions. We are seeking state certified (general) appraisers with a minimum of three years experience writing narrative commercial appraisal reports. This is an excellent opportunity for highly motivated individuals pursuing the MAI designation to join an organization with continued growth potential. Successful applicants will receive competitive fee split compensation, medical and dental benefits, 401k, continuing education and more. Please mail or fax your resume to Ms. Lea Leonard, Senior Appraiser, 3825 Atherton Road, Suite 500, Rocklin, CA 95765. FAX 916-435-4774. For more information about our firm, please visit our website at [www.seevers.com](http://www.seevers.com).

**Modern Valuation Techniques, LLC, - Sacramento & Bay Area Commercial Appraisal Positions Available.**

MVT is seeking a general certified commercial appraiser or a commercial appraiser trainee. MVT will also consider residential appraiser candidates with a business degree. The candidates need to be detail oriented, analytical, computer proficient, and organized. Strong written skills and either a BA, BS, or Higher Degree is required. Field work throughout northern California is part of the job. Compensation includes a competitive fee split, continuing education, and other company benefits. Immediate full-time positions are available for the right candidate. Please call Scott Brooks at (888) 522-8590 or fax your resume to (888) 540-8436 or email your resume to [mvtappraisal@yahoo.com](mailto:mvtappraisal@yahoo.com).

**CITY OF STOCKTON, CALIFORNIA ; Department of Human Resources**

22 E. Weber Avenue, Suite 150, Stockton, CA 95202  
(209) 937-8233 - 24 Hour Job Line (209) 937-8523 - TDD (209) 937-8101 <http://www.stocktongov.com/>

**REAL PROPERTY AGENT I and REAL PROPERTY AGENT II**

For further detail please follow this link:  
<http://agency.governmentjobs.com/stockton/>