
SEPTEMBER OCTOBER 2021 NEWSLETTER

PRESIDENT'S MESSAGE



It is hard to believe that it is already September. I hope you had a fun and productive summer, while staying safe and healthy.

The Chapter is looking forward to hosting their first in-person luncheon on Thursday, September 9, 2021. To respect everyone's comfort level, the event will be held outside at DeAnza Cove at Mission Bay. The luncheon will be a casual affair with deli box lunches. Please don't forget to bring your own beach chair or towel to sit on. For more information and to register for the event click - [Luncheon Registration](#). We are excited to see everyone in-person next month!

I am very sad to report that Susan Merrick, SRA passed away last month. She was a devoted member with a long history of service to our chapter. Susan served on several leadership positions since 2008 and contributed countless volunteer hours. In recognition of her above-and-beyond efforts to the chapter, she was awarded the "Volunteer of Distinction" three times and the "Outstanding Service to the Chapter" two times. To memorialize Susan's legacy to service and volunteerism we are renaming the "Outstanding Service to the Chapter Award" to the "Susan Merrick Outstanding Service to the Chapter Award". Thank you, Susan you will be greatly missed.

Please consider supporting your chapter by taking local education. Provided below are some upcoming educational offerings and links to register.

Upcoming Educational Offerings

- Federal and California Statutory and Regulatory Law - September 30, 2021 (virtually) [Register Here](#)
- The Appraiser as an Expert Witness: Preparation and Testimony - November 15-16, 2021 - [Register Here](#)
- Condemnation Appraising: Principles and Applications - November 17, 18, & 19, 2021 - [Register Here](#)

As previously reported, The Chapter Board of Directors formed a Strategic Planning Committee (SPC) tasked to analyze our Chapter's organizational structure, its long-term viability, and future trends in the appraisal industry. By now, you should have received a separate statement from me notifying membership of the SPC recommendations and future actions which will be taken. If you did not receive the statement, please email admin@aisandiego.org and it will be sent to you.

Thank you and I look forward to seeing you next month,

Mark J. Hendrickson, MAI, AI-GRS
2021 President, Appraisal Institute - San Diego Chapter

GENERAL CHAPTER LUNCH MEETING

Thursday, September 9, 2021
Check in 11:30 am / Lunch and Meeting 12:00 pm to 1:30 pm
DeAnza Cove, Mission Bay, San Diego

The meeting speaker will be Heather Milne Furey, PE, Director of Capital Projects with the Metropolitan Transit System. She will discuss the Mid-Coast Trolley Extension that will open on November 21, 2021; Transit Oriented Development; Other Major Capital Projects; and the MTS New Fare Collection System.

Meal choices are Chicken Caesar Salad Box (romaine, grilled chicken, parmesan, croutons, and Caesar dressing, and cookie) or Uptown Turkey Avocado Sandwich Box (turkey, bacon, avocado, lettuce, tomato, and mayonnaise, with chips, fruit, and a cookie)

Cost is \$20 for Appraisal Institute professionals, or \$25 for non-members.

We will meet on the grass between the DeAnza Cove parking lot and the water. Look for the Chapter banner.

The meeting will be a casual, picnic-type event. Dress comfortably.

Bring your lawn chair.

If you are more comfortable wearing a mask and/or social distancing, you are welcome to do so.

[Register Now](#)

WELCOME NEW MEMBERS!

Michael Willis, SRA, recently transferred into the San Diego Chapter from the Northern California Chapter of the Appraisal Institute.

During July and August, three new Practicing Affiliates joined the Chapter: Elliot Nebel, Katherine Dennett, and Nathan Huynh.

In July, Matthew Lockard joined the Chapter as a Student Affiliate.

FEDERAL AND CALIFORNIA STATUTORY AND REGULATORY LAW FOR REAL ESTATE PROPERTY APPRAISERS

Date: Thursday, September 30, 2021
Time: Check in 8:30 am / Seminar 9:00 am to 21:00 pm
Location: It's Virtual; participate from where it is most convenient

Appraisers recognize that they have regulatory obligations, but recognizing and understanding all of the various Federal and State laws and regulations that govern appraisers can be challenging. This seminar is designed to help participants recognize and understand the laws and regulations most important to appraisers at a federal and state level. By being better informed, you'll be able to establish a clear path to maintaining compliance and effectively reconcile conflicting interpretations and requests from clients. A thorough understanding of applicable appraiser regulatory obligations will also increase your efficiency.

Registrants will connect using ZOOM interactive technology. For the full ZOOM experience, registrants will need a computer, Internet access, webcam, and a microphone. You do not need a paid account from ZOOM to participate.

INSTRUCTOR: Dawn Molitor-Gennrich, SRA, AI-RRS

EDUCATION CREDIT: This program was developed and organized by the San Diego Chapter of the Appraisal Institute with the intent of addressing topic(s) of current local interest solely for educational and informational purposes. The Appraisal Institute national organization was not involved in developing or organizing the program. Attendees are eligible to receive twenty (20) points of Appraisal Institute continuing education credit. This seminar is also approved for four hours of BREA continuing education credit (Approval No. 21CP754601460). Please note that not all states have approved virtual education; therefore, registrants MUST CHECK their individual states for approval before registering for the program. Before registering for the program, registrants understand and agree that continuing education credit for this program may not be available in their state on the date of the program. The Appraisal Institute is not responsible if credit is not available for the program in individual states. Please note: state exceptions for

virtual education may expire prior to the offering date.

SEMINAR FEE (on or before September 19, 2021): Appraisal Institute Professionals \$109 / All Others \$139

Seminar fees will increase \$10 on September 20, 2021.

[Register Now](#)

THE APPRAISER AS AN EXPERT WITNESS: PREPARATION AND TESTIMONY

Dates: Monday and Tuesday, November 15-16, 2021

Times: Monday: Check in 7:45 am / Class 8:00 am to 5:00 pm

Tuesday: Class 8:00 am to 4:00 pm / Exam 4:00 pm to 5:00 pm

Location: San Diego location TBD

This two-day course introduces the basic concepts and strategies needed to engage in litigation valuation. It explores the scope of activities appraisers can expect in a legal action, including assessing the status of a case, developing a USPAP-compliant appraisal without preparing a written report, and understanding legal terminology and jargon. The course addresses how litigation assignments differ from lender assignments, and how to market appraisal services to litigation clients. Participants work in small groups to practice effective deposition and direct testimony techniques, and a mock trial with a residential case study gives them the opportunity to experience a realistic courtroom environment in which to polish their skills.

INSTRUCTOR: Stephen D. Roach, MAI, SRA, AI-GRS

EDUCATION CREDIT: This course is approved for 200 points of Appraisal Institute continuing education credit (attend and pass the exam), or for 150 points of Appraisal Institute continuing education credit (attend only). This course is also approved in most states for basic and/or continuing education credit hours (in California, 15 hours of BREA continuing education credit; Approval No. 17CP754601284). For information about basic/continuing education credit in other states, see [State Approvals](#).

COURSE FEE (on or before October 3, 2021): Appraisal Institute Professionals \$355 / All Others \$405
Course fees will increase \$50 on October 4, 2021, and an additional \$50 on November 5, 2021.

[Register Now](#)

CONDEMNATION APPRAISING: PRINCIPLES AND APPLICATIONS

Dates: Wednesday, Thursday, and Friday, November 17-19, 2021

Times: Wednesday: Check in 8:00 am / Class 8:30 am to 5:00 pm

Thursday: Class 8:30 am to 5:00 pm

Friday: Class 8:30 am to 3:30 pm / Exam 3:30 pm to 4:30 pm

Location: San Diego location TBD

This course presents the eminent domain process, rules and regulations governing condemnation appraisals, and important issues unique to this appraisal specialty. Participants will acquire the tools to address issues such as the valuation rules used by different jurisdictions, identification and valuation of the larger parcel, and the estimation of damages and benefits. They will also examine advanced applications of appraisal techniques and problem-solving in condemnation cases. Finally, participants will discover how courts view various appraisal methodologies. Case studies will reinforce the application of condemnation appraisal principles.

INSTRUCTOR: Stephen D. Roach, MAI, SRA, AI-GRS

EDUCATION CREDIT: This course is approved for 200 points of Appraisal Institute education credit (attend and pass the exam), or 180 points of Appraisal Institute education credit (attend only), and for 21 hours of BREA continuing education credit (BREA Approval No. 08754C140). This course is also approved in most other states for basic and/or continuing education credit. For more information about approval in other states, see [State Approvals](#).

COURSE FEE (on or before October 5, 2021): Appraisal Institute Professionals \$415 / All Others \$465
Course fees will increase \$50 on October 6, 2021, and an additional \$50 on November 7, 2021.

[Register Now](#)

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get the education you want. [Check out the current course listing now.](#)

CHAPTER LEADERSHIP

President: Mark Hendrickson, MAI, AI-GRS; mark@hendricksonappraisal.com

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Immediate Past President: Jeremy Darner, MAI, SRA, AI-GRS; jeremy@peoplescompany.com

Patti Kreutzer, Executive Director