

Fall Newsletter 2022



**Appraisal
Institute®**

*Professionals Providing
Real Estate Solutions*

**San Diego
Chapter**

According to the calendar it is now Fall, but in San Diego it is more like Second Summer complete with heat waves and Santa Ana Winds! This is also, historically, the time of year when we have our worst wildfires.

WHAT HAS HAPPENED

Earlier this summer, we began a new relationship with Caltrans, District 11 allowing us to use their classroom facilities for education offerings. In July, we were able to offer the 7-hour USPAP class taught by Jacinto A. Munoz, MAI, SRA, AI-GRS, AI-RRS. During the lunch break we held our second, post-Covid, in-person Chapter Meeting of the year.

Lunch speaker was Josh Dean from the California Energy Alliance. He spoke about the current California building codes and the upcoming 2022 energy code updates and how they will affect residential, multifamily, and commercial properties. Also, during the luncheon, Mark Watson, MAI was celebrated for receiving his AI-GRS designation.



Josh Dean, California Energy Alliance



Mark Watson, MAI celebrates his AI-GRS designation

At the end of July and beginning of August representatives from our Chapter participated in the Q3 2022 Joint Region Dinner and Meeting and AI Annual Conference in Las Vegas, Nevada. The details of these meetings are detailed later in this newsletter.

Also, in August, we offered the Condemnation Appraising: Principles and Applications class taught by Stephen D. Roach, MAI, SRA, AI-GRS. This class was held at the Caltrans building in Old Town.

AI SAN DIEGO
CHAPTER OFFICE
IS NOW
**FULLY
REMOTE**

Effective August 1st, we no longer have an office lease or utility expenses. Our Chapter now has a virtual presence only! We do have a mailing address of 3223 Greyling Drive #231096, San Diego, CA 92193-1096, but this is a Post Office Box. I would like to personally thank Jeremy Darner, MAI, SRA, AI-GRS, Lee Stephens, SRA, Sharon Stephens, and my husband, Ted for helping me empty out the old office in one day!

WHAT IS TO COME

Coming up in the fall we have more Chapter meetings and educational offerings. On October 14th we will be hosting the San Diego Market Symposium and Chapter Meeting at Admiral Baker Golf Course. Make sure you sign up for this popular event before it sells out! If you want to attend only the Chapter Meeting Luncheon you can register for it separately, otherwise lunch is included with the Symposium.

In December we will be hosting the fourth and final Chapter meeting of the year during our Installation of Officers, Directors, and Regional Representatives at Stone Brewing World Bistro and Gardens on Thursday, December 8th. On Friday, December 9th we will be offering the Business Practices and Ethics class at the Caltrans building in Old Town. This class will be taught by Jacinto A. Munoz, MAI, SRA, AI-GRS, AI-RRS.

UPCOMING EVENTS



**October
14**

Market Symposium

Admiral Baker Golf Course

**October
14**

Chapter Meeting

Held during the Market Symposium's
Lunch hour

Admiral Baker Golf Course

**December
8**

Chapter Meeting

Installation of 2023 Officers, Directors,
and Regional Representatives
Stone Brewing World Bistro & Gardens

**December
9**

Business Practices and Ethics

CalTrans District 11

Colleen Matthies
MAI, NonPracticing

President



I hope to see you all at the Market Symposium on October 14th!
Thank you,

**Colleen E. Matthies, MAI, Non-Practicing
2022 President**

Appraisal Institute – San Diego Chapter

Join us at the December 8th Chapter meeting when our 2023 Chapter leadership will be installed. [Click Here for more information.](#)



Regional Representatives

Lee Stephens, SRA

Ben Kunkel, MAI

Mark Watson, MAI

Mike Hadrys, MAI

2022 Appraisal Institute National Conference

I had a chance to attend this year's national conference in Las Vegas at the Bellagio Hotel, and it was well worth the time and money. After 2021's somewhat masked conference in Orlando due to Covid concerns, it was refreshing to see everyone's faces again, and meet new friends. The Bellagio Hotel was a great venue, and the city's countless restaurants and entertainment choices made for a memorable time. The pre-conference meetings for regional and leadership started off on Monday the 1st of August with the main conference for attendees beginning on Tuesday morning through Wednesday evening.

On Monday evening I also had the pleasure to attend the 3rd annual Residential National Round Table event at the Las Vegas House of Blues. This year's round table was well attended, and we had several notable speakers. The first speaker was Tim Overton who spoke on diversity and bias. Being a very timely topic, it was interesting to hear his take on it, and show us all how our unconscious biases can creep into our work life. We also were lucky to have James Heaslet, the chief appraiser for the VA, Jeff Hogan from Verios, and Craig Capilla speak.

The conference kicked off with a motivational speaker Ryan Leak, author of 'Chasing Failure: How Falling Short Sets You Up for Success.' Ryan used personal stories, anecdotes, relevant psychology, and a practical step-by-step approach to show how chasing failure just may be the quickest way to success. I am usually dubious of most motivational speakers, but I must admit that Ryan made a convincing argument for his theory of chasing failure as a way to find solutions and grow personally. He shared his own story of always wanting to have played for a NBA team, and how he started writing letters to each team telling them why they should let him come to try out. I can't remember how many teams he went through (it was a large number) before he got a letter back from the Phoenix Suns and was actually given a chance to come try out. He did not make the team, but he got to play ball with professional players for one day. How cool! I guess the moral of the story is never give up.

The two days of the main conference were comprised of breakout sessions covering a myriad of topics for both residential and general appraisers. Topics included a dynamic line-up of classes on Bias, Fannie Mae's policies, technology in appraising, Market conditions analysis, Litigation and Arbitration, and many others. There was something for everyone, and a great way to get those CE units done in a short period of time.

Disappointingly, during the pre-conference leadership meetings, they announced that there will not be a 2023 conference due to poor attendance. The past few years have garnered only 2% of the total membership base. This has created concern about financial viability of the event. The conference leadership did add that they are working towards strategies to increase attendance for any future conferences. I, personally, am hopeful that the conference will return in 2024 and hope to see you there.

Kevin O'Harra
SRA

Secretary/Treasurer



Kevin O'Harra, SRA
Secretary/Treasurer
Appraisal Institute – San Diego Chapter

Welcome New Members

Shari David

Taylor Kendzora

Matthew Arcangeli

Evan Arthur Fitzner

John-Thomas Williams

Candidate for Designation

Candidate for Designation

Practicing Affiliate

Practicing Affiliate

Practicing Affiliate

Market Symposium Registration still available!

To learn more please [visit our website](#) or contact **Executive Director DeAnn Hartman** at admin@aisandiego.org

Market Symposium

October 14, 2022

8:00 AM - 3:00 PM

Price:

AI Member : \$199

Non Member : \$225

Sponsors



Lunchtime Raffle

Attend the Lunch session and chapter meeting and be entered to win a \$200 San Diego Chapter Training Scholarship!



Networking Social

3:00 - 4:30 PM

River's Edge Café & Bar

(Admiral Baker Clubhouse)

Join us for networking reception in the bar after the symposium. In-person symposium attendees receive a complementary drink ticket.



**7 Hours of BREA
Continuing Education**

Location:

**Admiral Baker Golf Course
2400 Admiral Baker Road,
Bldg. #3604
San Diego, CA 92120**

Virtual Option

Join us on **zoom**
to view the live stream of
the Market Symposium and
receive CE.