

2012 Annual Spring Conference Career & Exhibitor Fair

Monday, March 19 ♦ Doubletree Hotel, 1150 Ninth Street, Modesto
Lunch Keynote Speaker: Jeffrey Michael, PhD

“Central Valley Economic Forecast”

Cutting-Edge Topics. Dynamic Presenters. Peer Interaction.

Earn 7- Hours of Continuing Education Credit



State of the Profession

Residential Market Update

Appraisals for Eminent Domain

Commercial Market Update

Fatal Flaws: Appraisal Review

Agriculture Market Update

Residential Hot Topics

CONFERENCE HOURS

On-site distribution of the conference materials and continental breakfast will begin at 8:00a.m. on Monday, March 19. The conference will run from 8:30a.m. - 5:00p.m. immediately followed by a “no-host” networking reception.

TUITION

Register by February 29 and save up to \$80! Tuition fee includes continental breakfast, refreshments throughout the day, and lunch. AmEx / MC / VISA accepted.

ACT NOW & SAVE!

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|-------------------------------------------------------------|--------------|
| BEST VALUE RATE (register by February 29) | \$160 |
| Standard Conference Rate (register by March 7) | \$205 |
| Late Conference Rate (after March 7) | \$240 |

5 Ways to Register!

Safe. Simple. Secure. [Click Here](#) to Register Online.

Or, FAX 925/932-7754, email lisa@norcal-ai.org, send via standard mail, or phone us at 925/932-7753

State of the Profession

All conference attendees will kick off the day with our annual State of the Profession session. It is designed to highlight the issues that affect practicing real estate appraisers – including an update on OREA licensing statistics and office priorities, plus enforcement issues. Presenters will focus on practices that appraisers need to avoid in order to stay in compliance with USPAP. Receive an update on current and pending state and federal legislation that impacts you – the professional real estate appraiser, as well as, the public. Find out what professional associations like the Appraisal Institute are doing in the political arena on behalf of all appraisers in California and nationwide.

Bob Clark
Director
OREA

Elizabeth Seaters
Acting Chief of Enforcement
OREA

Mike Belote
Attorney / Lobbyist
California Advocates, Inc.

Skip Ogle, SRA
Skip Ogle & Associates
Chair, California State
Government Relations
Subcommittee

CONTINUING EDUCATION

Approved for 7-hours of Appraisal Institute CEC; applications for OREA and SBE CEC are being submitted. Verified attendance certificates will be returned by mail within 15 working days of the conference. Full (100%) attendance required. All requests for CEC must be turned in upon conclusion of the conference.

ACCOMMODATIONS

Guest rooms may be available at the Doubletree Hotel – 209/526-6000. Be sure to ask for the best available rate or check online at www.doubletree.com. A formal room block has not been secured. For additional lodging options in the Modesto area visit www.modchamber.org.

CANCELLATIONS

Written cancellations received by Monday, March 5 are subject to a \$40 cancellation fee. Cancellations received after that time but prior to noon on Monday, March 12, are subject to a \$60 cancellation fee. No refunds for cancellations received after noon on Monday, March 12 or for conference “no shows.” Cancellations can be faxed to the chapter office at 925-932-7754 or pat@norcal-ai.org.

Register by February 29 to Save up to \$80!

Registration fees start at \$160
Quality + Value!

| Mid-Morning Breakouts 10:30a.m. – 12:15p.m. <small>Select your preferred mid-morning breakout</small> | Afternoon Breakouts 1:30p.m. – 3:00p.m. <small>Select your preferred afternoon breakout</small> | Late-Afternoon Breakouts 3:15p.m. – 5:00p.m. <small>Select your preferred late-afternoon breakout</small> |
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| A. Residential Market Update | C. Fatal Flaws: Appraisal Review | E. Residential Hot Topics |
| <p><i>Join us for an overview of the single and small multifamily housing sector where presenters will cover general and specific market factors associated with the region and our local economy. The session also includes special foreclosure property insight.</i></p> <ul style="list-style-type: none"> • Explore the market forces influencing residential properties • Expectations and demographics of the buyers and sellers • Overview of the market supply and demand for houses • Show me the Numbers: For Sale vs. Pending vs. SOLD Observations, tracking, trends, and tips • Future of the residential market <p>Jerry Abbott, Broker/Owner, Grupe Real Estate Gary Kirkpatrick, CCIM, Commercial Realtor Prudential Commercial Real Estate Sean O'Toole Founder/CEO, Foreclosure Radar</p> | <p><i>This session looks at some of the common mistakes and fatal flaws made by appraisers in both residential and commercial work. It also explores what review appraisers are specifically looking for and some the things that have changed with new laws and requirements.</i></p> <ul style="list-style-type: none"> • Avoid common mistakes and fatal flaws in appraisal reports • Learn how to use MLS and Excel to provide supporting documentation • What has changed? • Issues related to government and regulatory requirements • What are review appraisers really looking for? <p>Kelly Stevens, KPS Appraisals Eric Paul Griffin, MAI, Review Appraiser U. S. Dept. of the Interior, Ofc of Valuation Svcs Rich Paddock, Paddock Appraisal Services</p> | <p><i>Since 2007, many markets have experienced significant value declines, and the number of so-called "distressed" sales has skyrocketed. Residential appraisers are continuously challenged when appraising in REO and short sale markets. So what's an appraiser to do?</i></p> <ul style="list-style-type: none"> • Understand APB's latest exposure draft <i>Residential Appraising in Declining Markets</i> • Tips on analyzing & identifying the influence of REOs and short sales • Considerations in properly analyzing market conditions • Adjustments: To do or not to do? • Markets: Investor vs. owner-user • Builder's Perspective: Outlook, concerns and the appraisal process <p>Karen J. Mann, SRA, ASA, MRICs Mann & Associates – Appraisers & Consultants Ray Franco, President Building Industry Association of Central CA</p> |
| B. Appraisals for Eminent Domain | Register Now For BEST VALUE SAVINGS | |
| D. Agricultural Market Update | F. Commercial Market Update | |
| <p><i>Understand the various roles of appraisers in the acquisition of real estate under the threat of eminent domain. The roles of appraisers vary depending on the success rate of the property acquisitions. Our panelists will discuss the need for the "offer appraiser" vs. the "litigation appraiser" and their interaction with legal counsel.</i></p> <ul style="list-style-type: none"> • Property appraisals for the acquisition of private property • Qualities and the role of an offer appraiser • Consultation, interaction and collaboration with legal counsel • Report preparation and preparing for trial <p>Gale Connor, Esq. Partner, Nossaman LLP Norman C. Hulberg, MAI President, Hulberg & Associates, Inc. Larry Castellanos, SR/WA, Vice President, Associated Right of Way Services, Inc.</p> | <p><i>Understand the depth of economic challenges to the agricultural market during the last year and receive valuable perspectives into where it may be headed in the future. Plus, tips on valuing permanent plantings.</i></p> <ul style="list-style-type: none"> • Practices, prices & profitability • Discount rates, costs & challenges • Sources and market observations • Production yields (ranges) • Rootstocks: New and old • UC Davis Growing Improvement Calculators <p>Ralph F. Pavey, MAI John Duarte, Owner, Duarte Trees and Vines</p> <p><small>We reserve the right to substitute instructors, change location or to cancel this program if sufficient registrations are not received by March 2. In the event of cancellation, tuition fees will be refunded. All other costs incurred are the registrant's responsibility. Special accommodations are available for individuals who have been professionally diagnosed as physically or learning disabled and can provide appropriate documentation prior to the seminar. Without advanced notification, accommodation may not be available.</small></p> | <p><i>Our speakers are prepared to provide an exclusive, insider look at the depth of the market's challenges during 2011 and discuss expectations for 2012. They will cover general and specific market factors associated with the office, retail, and industrial markets in the Central Valley (San Joaquin and Stanislaus Counties).</i></p> <ul style="list-style-type: none"> • Vacancies, statistics, rents, absorption, tenants and trends • Changes in tenant prototype • Bank owned properties • Institutional investment sales • Land • Renewals and relocations • Landlords and leases • Transportation projects • Case Study <p>Lisa Hodgson, Sr. VP/Retail Properties Colliers International, Central Valley Office Michael Goldstein, Managing Partner Corp. RE Services, Industrial Services Team Colliers International, Central Valley Office Tim Mustin, Research Analyst Colliers International, Central Valley Office</p> |
| 2012 Spring Conference Committee | | |
| Michael Lockard, MAI – Chair Richard Taylor * Christina Way, MAI Ken Blakemore, MAI * Denis DeSaix, SRA Carole Laval, SRA * Michele Sturtevant David Hamilton, MAI | | |

CONFIRMATION LETTERS & DIRECTIONS

All confirmed registrants will receive a confirmation. For directions visit www.mapquest.com (enter exact venue address for best results) or www.doubletree.com.

QUESTIONS? CONTACT US

Northern California Chapter
 1243 Alpine Road, Suite 102, Walnut Creek, CA 94596
 T 925-932-7753 F 925-932-7754
www.norcal-ai.org

2012 Annual Spring Conference Registration Form

Simply FAX to 925/932-7754 - or - email to lisa@norcal-ai.org

Or, remit completed registration form with appropriate conference fee payable to:

Appraisal Institute, 1243 Alpine Road, Suite 102, Walnut Creek, CA 94596

▶▶▶ PRESELECT FROM THE FOLLOWING BREAKOUT SESSIONS ◀◀◀

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|-----------------|--------------------------------------------------------|------------------------------------------------------------|
| Mid-Morning: | <input type="checkbox"/> (A) Residential Market Update | <input type="checkbox"/> (B) Appraisals for Eminent Domain |
| Afternoon: | <input type="checkbox"/> (C) Fatal Flaws: Review | <input type="checkbox"/> (D) Agricultural Market Update |
| Late-Afternoon: | <input type="checkbox"/> (E) Residential Hot Topics | <input type="checkbox"/> (F) Commercial Market Update |
| Name _____ | Designation(s) _____ | |

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