



2019 ANNUAL FALL CONFERENCE

Real Estate and Appraisal Symposium

Friday, September 27

South San Francisco Conference Center
255 South Airport Boulevard, South San Francisco

Earn 6-Hours of CEC

Applications for CEC pre-approval are being submitted to the Appraisal Institute, California BREB and SBE plus the States of Oregon & Washington.



Registration/Continental Breakfast
7:45am

Conference Hours
8:30am – 5:00pm

Networking Reception
5:00pm - 6:30pm

Join us as our award-winning **ANNUAL FALL CONFERENCE** celebrates 69 consecutive years in the San Francisco Bay Area!

This signature event consistently draws over 250 participants and features the real estate profession's "most in-the-know" presenters. Our topics will keep you informed of the latest developments that affect your profession, your profitability, your business – your future.

Fall Conference is the real estate appraisal profession's longest-running and highest-rated one-day continuing education & networking event on the West Coast.

Closing General Session

ALL HANDS ON DECK!

Solving the Bay Area Housing Affordability Crisis

S. Osborn ("Oz") Erickson – Chairman, Emerald Fund, Inc., San Francisco
Roger Snell – Chief Investment Officer, Veritas Investments, San Francisco
Jacky Morales-Fernand – Director, San Jose Department of Housing, San Jose

Opening Keynote

NO QUICK FIXES

Housing Shortages, Homelessness, Climate Change & Sustainable Living



RODMAN SCHLEY
MAI, SRA

2019 Appraisal Institute National Vice President

Host, Executive Producer and Creator of **URBAN CONVERSION**

Use our easy to identify tracks to assist in planning your individualized day of exceptional learning

	MORNING SESSIONS	MID-MORNING SESSIONS	AFTERNOON SESSIONS
That's a Good Question	(A) In the Zone: Opportunity Zones Can It Mean New Opportunities?	(F) Fee (Not So) Simple II	(K) Have a Question? Ask the Experts
Models, Markets & Marketing	(B) Bay Area Residential Market Update	(G) Bay Area Commercial Market Update	(L) Accessory Dwelling Units (ADUs): Laws & Valuation Challenges
I Wish I Knew More About . . .	(C) Avoiding the Perils and Pitfalls in Residential Appraisals	(H) Restricted Appraisal Reports: What Appraisers Need to Know	(M) Technology Updates for Every Size Office: Tips & Practical Programs
Specialty Valuation	(D) Complex Valuation Issues in Ad Valorem	(I) Market Value of Ecological Assets	(N) The Changing World of Parking: Garages, Lots & Systems
Beyond Bricks and Sticks	(E) Tear it Down, Build it Up - Or Not! Commercial	(J) The 2020 Solar Mandate: New Requirements for California	(O) Tear it Down, Build it Up! Residential Considerations

- PARTIAL LIST OF 2019 BREAKOUT PRESENTERS -

Tim Runde, MAI, LEED AP
Stacey Thoyre, WELL AP
Matt Thomas
Ramon Kochavi
William G. Coleman

Richard Betts
Bruce Hahn, SRA, MAI, CRE
Murray Hartmann
Melissa Bach, MAI
Jeff Enright, MAI, SRA, AI-GRS

Dawn Cieslik
Stan Tish, MAI
Robert Sammons
Denis DeSaix, MAI, SRA
Michelle van de Pol, MAI

KEYNOTE SPEAKER



**RODMAN SCHLEY
MAI, SRA**

**2019 Appraisal Institute National
Vice President**

**Host, Executive Producer and Creator
of URBAN CONVERSION**

**President
BBG
Denver**

Rodman Schley is one of our own – an appraiser, an MAI, an SRA, and a Westerner. He is also the creator, executive producer and host of his own PBS broadcast television show "Urban Conversion". Oh, and he is also this year's National Vice President of the Appraisal Institute.

Urban Conversion is not only Rodman's television show, it is a movement that focuses on creating modern day green lifestyles in urban environments, with solutions for urban dwellings and communities.

A self-described fiscal conservative on a socially responsible quest to "Go Green," Rodman provides many interesting and humorous situations on his "Urban Conversion" quest.

NO QUICK FIXES

*Housing Shortages,
Homelessness, Climate
Change & Sustainable
Living*
A Westerner's Perspective

From his Denver perch (perspective), Rodman will address major California issues that we share in common with Coloradans, including severe housing shortages and affordability difficulties, homelessness, climate change, managing legalization of marijuana, and the quest to be a socially responsible citizen.

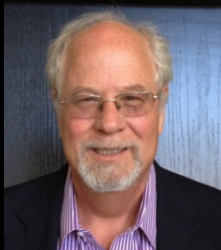
In a thought-provoking, humorous and entertaining discussion, Rodman Schley, will share his experiences in daily urban living, while reducing his own carbon footprint. He will present his multi-pronged solutions to leading a more eco-friendly, environmentally conscious lifestyle, while keeping a tight grip on the purse strings and a keen eye on the impacts this all has on real estate designs, property re-purposing, uses, and on property prices and values, in particular.

Closing General Session

**3:30pm – 5:00pm
All Registrants Attend**

ALL HANDS ON DECK!

Solving the Bay Area Housing Affordability Crisis



Oz Erickson
Chairman
Emerald Fund, Inc.
San Francisco, CA



Roger Snell
Chief Investment Officer
Veritas Investments
San Francisco, CA



Jacky Morales-Fernand
Director
San Jose Department of Housing
San Jose, CA

Moderator: **Jan Kleczewski, MAI, FRICS, Senior Managing Partner, BBG, San Francisco**

The San Francisco Bay Area is facing an unprecedented housing affordability crisis. Home prices and apartment rents have soared as job and population growth has greatly outpaced new supply. Development of new supply has been severely constrained by a host of factors, including locally restrictive zoning, NIMBY opposition, soaring construction cost growth, and often a time consuming and uncertain entitlement processes. The closing session will identify the causes, discuss the repercussions to the local economy, consider the social and public health impacts, and survey the solutions being advocated and advanced by local governments and advocacy groups in the Bay Area, at the State level via legislation overriding local controls, and increasingly by technology companies funding housing initiatives.

Underlying Causes of the Bay Area Housing Shortage and Affordability Crisis

Market Rate Housing Feasibility: Construction Costs, Affordable Unit Requirements, Development Fees and Stabilizing Rents

State Rent Control Legislation

The Multifamily Market Cycle: Peak, Post-Peak or Prospect of a Downturn?

Review of California's Affordable Housing Density Bonus Law and Related Legislation Overriding Local Controls

What Local and Regional Affordable Housing Agency Advocacy Groups are Doing

Rent Control from the Perspective of San Francisco's Largest Rent-Controlled Apartment Investment Company

YIMBYs Rising Up Against NIMBYs



Valbridge

PROPERTY ADVISORS

Valbridge Property Advisors | Northern California

Morning Sessions	9:25am – 10:55am	Select (1) from Sessions A, B, C, D or E
<p>A. In the Zone <i>Opportunity Zones Can It Mean New Opportunities for Appraisers?</i> <i>Crossover</i></p> <p>The Opportunity Zones incentive is a new community investment tool established by Congress in the Tax Cuts and Jobs Act of 2017 to encourage long-term investments in low-income urban and rural communities nationwide. To stimulate private participation, taxpayers who invest in Qualified Opportunity Zones are eligible to benefit from capital gains tax incentives available exclusively through this new legislation.</p> <p>Because they are relatively new, Opportunity Zones are understandably unfamiliar to most investors and appraisers. In this session, we explain the fundamentals of Opportunity Zones and Opportunity Funds, and their potential implications of Opportunity Zones for on investors and how it all ties into value.</p>	<ul style="list-style-type: none"> • Knock. Knock. Who's There? "New Opportunities" • Untapped Sources for New Clients and Appraisal Assignments • Tax Advantage Goes to ___? • The ABC's of Opportunity Zones • Learn About Several "Inclusion Events" Which May Trigger the Need for an Appraisal • Valuation Consulting Assignments Related to Qualified Opportunity Zones • Where is the Value? Some Properties May Not Benefit From Being in a Zone • What Happens to Value After the Program Expires in 2026? 	<p><i>Panelists</i> Erik Hayden Founder and Managing Partner Urban Catalyst - San Jose, CA</p> <p>Bradley Wood Managing Director KPMG Economic and Valuation Services - San Francisco, CA</p> <p>Nathan Donato-Weinstein Senior Executive Analyst San Jose Office of Economic Development - San Jose, CA</p> <div style="display: flex; justify-content: space-around;">   </div> <p style="text-align: center;"> Erik Hayden Bradley Wood </p> <p><i>Moderator</i> Brian Rapela, MAI, MRICS Partner Joseph J. Blake and Associates, Inc. - Walnut Creek, CA</p>
<p>B. Bay Area Residential Market Update <i>Residential</i></p> <p>Changing product, Changing demographics, Changing prices. The essence of our profession is change and change is ever present. California and the Bay Area have the distinction of having the highest cost housing markets in the country for purchase and rental. As the state and the local jurisdictions search for answers to our housing supply needs, younger people continue to buy homes, and there is technological change in housing construction design and materials to make them safer and more affordable.</p> <p>We will discuss new and growing trends among today's home buyers including shifts in demand for products and developments in the home buying process.</p> <p>Key indicators will be addressed covering topics ranging from affordability, housing inventory and lot supply.</p>	<ul style="list-style-type: none"> • Emerging Design Trends: What Are Consumers Looking for in New Home Design? • The Housing-Affordability Problem: What Are Homebuilders Doing to Help Ease The Crisis? • Bay Area Housing Market Update: Where Are We and Where Do We Think We Are Headed? • New Home Developments Often Provide the Leading Indicators of Homeowner Preferences and Requirements • Find Out Where We Are Headed from a Consultant Whom Builders Turn To For Expert Advice 	<p><i>Panelists</i> Michelle Sklaver Manager Advisory, Metrostudy Advisory Team, Meyers Research - East Bay</p> <p>Darryl Won Vice President, Regional Chief Appraiser Bank of America - San Francisco, CA</p> <div style="display: flex; justify-content: space-around;">   </div> <p style="text-align: center;"> Michelle Sklaver Darryl Won </p> <p><i>Moderator</i> Kathleen Fahey Poulton, SRA, AI-RRS Fremont Bank - Livermore, CA</p>

C. Avoiding the Perils and Pitfalls in Residential Appraisals

Residential

If appraising was as easy as selecting the perfect comparables, anyone could do it! Appraisers are constantly learning and adapting in order to complete difficult assignments, while trying to avoid common perils and pitfalls. What happens when your straightforward assignment turns out to be something different than it seems? Learn to identify common elements of Highest and Best Use – how land use regulations can make or break your analysis, causing differing assignment results and costing the client big bucks. Also hear how to handle properties that don't conform to the neighborhood trend, and other surprises discovered during inspections.

- **Breaking Down a Complex Appraisal Problem: Analyzing Highest and Best Use**
- **Dealing with Surprises that Pop Up During Inspections**
- **Setting the Client's Expectations**
- **Avoiding the Common Pitfall of Preparing an Appraisal that Does Not Meet the Client's Needs**
- **An Uncertain Future for Fannie and Freddie? Looking Beyond Lender Work**
- **Discuss How Incorrectly Identifying Zoning or General Plan Can Impact Value**

Panelists

Richard M. Betts
Betts & Associates
- Oakland, CA

Bruce Hahn, SRA, MAI, CRE
Real Estate Asset Analyst
Landmark Valuation
- Walnut Creek, CA



Richard M. Betts



Bruce Hahn, SRA, MAI, CRE

Moderator

Rebecca Frederick
Appraiser
Valbridge Property Advisors
- San Jose, CA

D. Complex Valuation Issues in Ad Valorem

Assessor

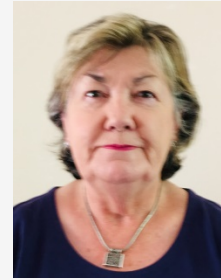
Most properties in the Bay Area fit neatly into a specific category of use for which appraisers can find ample sales, rent and cost information. But what about the properties that have unique characteristics that make them different, such as a specially designed corporate headquarter facility that specifically reflects the identity of the owner-user? Are the special or unusual features taxable? For land, are entitlement costs taxable as part of the project? Does the classification of property to the real property or personal property roll matter? Seasoned assessor supervisors will tackle these questions and other complex valuation issues in ad valorem appraisals. Attendees will learn from the case studies presented and walk away with strategies on how to address complex and unique valuation issues.

- **Why Does the Classification of Property (Real Property Vs Personal Property) Matter?**
- **How Does the Assessor Determine the Classification of Real Property Versus Personal Property?**
- **How are Corporate Headquarter Facilities Unique?**
- **What Types of Corporate Headquarter Features Add Value Versus Don't Add Value?**
- **Is the Cost Approach the Best Valuation Method for Corporate Headquarters?**
- **What Land Use Should Be Valued When Land Uses in the Area Are Changing?**

Panelists

Dawn Cieslik
Supervising Appraiser
Santa Clara County Assessor's Office
- San Jose, CA

Virginia (Ginny) Hamley
Retired Chief Auditor-Appraiser
Santa Clara County Assessor's Office



Virginia (Ginny) Hamley



Dawn Cieslik

Moderator

Yvonne J. Broszus, MAI
Managing Director
Valbridge Property Advisors
- San Jose, CA

E. Tear it Down, Build it Up – Or Not! Costs, Values and Feasibility Considerations for Commercial Properties

Commercial

In a healthy economy, when price rent levels in a market are strong, and existing building structures have reached the end of their economic life, demolition and / or modification of existing improvements are weighed and analyzed to determine the future use of the property. The SF Bay Area is currently in a development and new construction boom phase, particularly in established, central downtown locations. New construction throughout the Bay Area is the result of careful analyses by developers, appraisers, real estate practitioners, etc. In appraisal practice, the highest and best use analysis of a property, as improved, suggests doing one of the following: 1) retain the improvements, 2) modify the improvements or 3) demolish the improvements and redevelop the land. Panelists will present their analysis in determining a specific property's HBU.

- **Is it Physically Possible? Financially Feasible? Maximally Productive?**
- **Convert, Renovate or Alter Existing Improvements?**
- **Demolition of Existing Improvement Cost**
- **Construction and Labor Costs**
- **Sources for Cost Estimate Data**
- **Architect and Engineering Costs**
- **Permit, In-Lieu & Sewer Hook-up Fees**
- **Entrepreneurial Profit: Range and Considerations**
- **Lease-up Costs**

Panelists

Robert Ludden
Project Manager
Galileo Capri, LLC (Property Management)

Jennifer Hryniw
COO/CFO
Galileo Capri, LLC (Property Management)

Moderator

Kathleen Cummins Kragen, MAI
KCK Appraisal & Consulting
- Danville, CA

Mid-Morning Sessions

11:10am – 12:40pm

Select (1) from Sessions F, G, H, I or J

F. Fee (Not So) Simple II
Issues in Derivation and Application
Assessor / Commercial

Per California Assessor's Handbooks 501 and 502, direct market evidence is the preferred source for obtaining capitalization rates. California's Board of Equalization's preferred method of deriving a capitalization rate is by relating the buyer's anticipated income to the actual sale price, unadjusted except for cash equivalence. We consider buyer's anticipated income, instead of the seller's historic income or market income because the decision to buy is directly related to anticipated or expected financial returns. But, if the property is encumbered by an existing lease at the time of sale, the appraiser is essentially deriving a leased fee cap rate. The sale price may not be based on the value of the unencumbered fee simple interest in real property.

- Review of California Board of Equalization Requirements
- Property Tax Rules 4 and 8
- Derivation Methods and Terminology
- Deriving a Fee Simple Capitalization Rate
- Adjustments: When Contract Rent Differs from Market Rent
- Can the Appraiser Apply a Cap Rate Derived from the Buyer's Anticipated Income or Must We also Derive a Fee Simple Cap Rate?
- Reconciling the Adjustment for Property Rights Conveyed
- Analyzing Leased Fee Sales

Panelists
Stan Tish, MAI
Berliner, Kidder & Tish
- Tracy, CA

Matt Thomas
Chief Appraiser
San Francisco County Assessor's Office
- San Francisco, CA

Murray Hartmann
Supervising Appraiser
Santa Clara County Assessor's Office
- San Jose, CA



Stan Tish, MAI **Matt Thomas**

Moderator
Eric Sinclair, MAI
Supervising Appraiser
San Mateo County Assessor's Office
- Redwood City, CA

G. Bay Area Commercial Market Update
Commercial

Where are we now? How did we get here? Where do we go from here? The current economic expansion began in 2009. It is now one of the longest on record. The booming economy has benefited the Bay Area to an outsized degree. The success of the region is reflected in pricing and other trends for virtually all types of real estate. In this session, the experts discuss the current state of the economy and its near-term outlook.

Our panelists will also provide updates on current conditions in the office, industrial and multifamily markets, as well as offering their insights into what we can expect going forward.

- The Economy
- Office Markets
- Industrial and R&D Markets
- Multifamily Markets

Panelists
Robert Sammons
Senior Director / Northern California Research
Cushman & Wakefield
- San Francisco, CA

Ramon Kochavi
First Vice-President / Regional Manager
Marcus & Millichap



Robert Sammons

Moderator
John R. Kaeuper, MAI
Principal
J. Kaeuper & Company
- San Francisco, CA

H. Restricted Appraisal Reports: What Appraisers Need to Know
Crossover

If you missed our spring offering on this topic, here is your second chance!

We will discuss the Restricted Report, including what must be included, maybe a bit of what should be included, and the reasons why. It is all connected with the intended user and the intended use of the assignment results.

This informative session will take you through the Restricted Appraisal Report format changes that California has adopted and that USPAP will incorporate in 2020. Presenters will review both commercial and residential scenarios.

- Review of Restricted Report Today and What it Will Look Like in the Future
- The Exclusion in the Current California Law
- Role of the AICGRC
- SB70: How it Started and Why
- BREA's Advisement to Consumers: How to Be Compliant
- Breaking Down the Restricted Report: Intended Use and Users
- Defining the Scope of Work
- Completing Just the Minimum? *Not!*

Panelists
Denis DeSaix, MAI, SRA
Metrocal Appraisal
2019 Northern California Chapter President
- Livermore, CA

Melissa Bach, MAI
Executive Director, Cushman & Wakefield
Chair, Appraisal Institute California Appraisal Institute Government Relations Committee
- San Francisco, CA





Melissa Bach, MAI

Moderator
John A. Hillas, MAI, SRA
Managing Director
Valbridge Property Advisors
- Modesto, CA



<p>I. Market Value of Ecological Assets</p> <p style="text-align: right;"><i>Crossover</i></p>	<ul style="list-style-type: none"> • About the Environmental Market Place: What You've Heard, What's Gone Unnoticed and Implications • Eco-Asset Market Values: What's Reflected? What's Not? • Wetland and Conservation Credits • Land Appraisal is Behind the Times: Properties with Undeveloped Natural Wealth • Extractable Surface Rights, Agency Permissions and Development Costs • Conducting an Eco-Asset Based Appraisal 	<p><i>Presenter</i> William G. Coleman Founder & CEO Eco-Asset Solutions & Innovations - Redwood City, CA</p>  <p style="text-align: center;">William G. Coleman</p> <p><i>Moderator</i> Fasa O. Uwhuba, MAI, SRA Department of Transportation - Oakland CA</p>
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<p>J. The 2020 Solar Mandate: <i>New Requirements for California</i></p> <p style="text-align: right;"><i>Residential</i></p>	<ul style="list-style-type: none"> • Learn what the new solar mandate covers • Find out what appraisers need to know to be prepared for the new regulation • Understand basic concepts and terminology related to solar PV • Gain familiarity with net-zero-energy concepts • Describe different types of batteries used for energy storage • Using the AI Green Addendum solar section • Understand the Underlying Changes to Energy-Efficiency Standards (Title 24) • Solar PV and Net Zero Energy: Basic Concepts, Strategies and Resources for Gaining the Skills and Knowledge Needed for 2020 	<p><i>Moderator & Panelist</i> Stacey L. Thoyre, WELL AP, LEED Green Associate Co-Founder Runde & Partners, Inc. - San Francisco, CA</p> <p><i>Panelist</i> Timothy P. Runde, MAI, LEED AP Co-Founder, President Runde & Partners, Inc. - San Francisco, CA</p>   <p style="display: flex; justify-content: space-around;"> <div style="text-align: center;"> <p>Timothy P. Runde MAI, LEED AP</p> </div> <div style="text-align: center;"> <p>Stacey L. Thoyre WELL AP, LEED Green Associate</p> </div> </p>
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Special Presentations at this Year's Fall Conference
 2019 *Claudia B. Carleton Legacy in Leadership*
 2019 *Arlen C. Mills Education Award*

2019 Fall Conference Committee Members



Chair
Walt Carney, MAI


Vice Chair
Tim Landregan, MAI



Josh Fronen, MAI
John A. Hillas, MAI, SRA
Denis DeSaix, MAI, SRA
Kathleen Cummins Kragen, MAI
Art Troy, AI-GRS
Lorin George, SRA
Paul Chandler, MAI
Garrett Warren



Carole Laval, SRA
Tim Runde, MAI, LEED AP
Stan Tish, MAI
Jan Kleczewski, MAI, FRICS
Brian Rapela, MAI, MRICS
Michael Kropp, MAI
Eric Sinclair, MAI
Yvonne Broszus, MAI
Stacey L. Thoyre, WELL AP, LEED
Green Associate

Neil A. Lefmann, MAI, SRA
Marilyn Warter, SRA
Norm Hulberg, MAI
Vathana Duong, MAI
Fasa Uwhuba, MAI, SRA
John Kaeuper, MAI
Michelle Patton, MAI
Rebecca Frederick

Afternoon Sessions	1:40pm – 3:10pm	Select (1) from Sessions K, L, M, N or O
<p>K. Have a Question? Ask the Experts</p> <p style="text-align: right;"><i>Commercial</i></p> <p>Appraisal is a science.... Appraisal is an art.... Appraisal is experiential learning....</p> <p>Appraisers are taught to first define the problem. What happens when attempts to define the problem raise more questions than answers? Ask the Experts!</p> <p>Appraisal is a plan of action.... Appraisal is a treasure hunt....Appraisal is a logic puzzle....</p> <p>Appraisers learn to identify the bits and pieces of information necessary to the task; to sift them out of an overwhelming avalanche of raw data; then to analyze and line them up correctly in constructing a well-reasoned path that leads to the ultimate answer. What happens when the appraiser realizes he/she is no longer on the path intended? When comfort and satisfaction turn to confusion? Ask the Experts!</p>	<ul style="list-style-type: none"> • A Highly Experienced Panel of Appraisers Will Field Your Questions • Get the Panel's Opinion on Your Toughest Appraisal Assignments • Don't Miss this Rare Opportunity to Learn from Some of the Best! • No Such Thing as Too Much Pre-Planning • "Problems" Beg to Be Solved • Critical Thinking and Teamwork are Key • Take Advantage of AI's Resources; Be a Resource • Where Do We Go from Here? • Registrants for this Session Will Be Contacted in Advance for Specific Questions that they Would Like to See Addressed by our Panelists 	<p><i>Panelists</i></p> <p>Michelle van de Pol, MAI Managing Director – Northern California BBG, Inc. - San Francisco, CA</p> <p>Melissa Bach, MAI Executive Director Cushman & Wakefield - San Francisco, CA</p> <p>Jeffrey Enright, MAI, SRA, AI-GRS, CRE Managing Director, Shareholder Valuation Advisory Services Kidder Mathews - Redwood City, CA</p> <p>Richard M. Betts Betts & Associates - Oakland, CA</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  <p>Jeffrey Enright MAI, SRA, AI-GRS, CRE</p> </div> <div style="text-align: center;">  <p>M. van de Pol MAI</p> </div> </div> <p><i>Moderator</i></p> <p>Neil A. Lefmann, MAI, SRA Senior Appraiser Valbridge Property Advisors - San Jose, CA</p>

<p>L. Accessory Dwelling Units (ADUs): Laws and Valuation Challenges</p> <p style="text-align: right;"><i>Assessor / Residential</i></p> <p>The lack of affordable housing in many California markets has been a challenge vexing policymakers, local communities, employers and, ultimately, potential homeowners and renters. In 2017, the State of California adopted new development standards which apply to every planning jurisdiction in the state. These new rules effectively allow property owners to construct new or modify existing portions of their homes to incorporate an accessory dwelling unit in all but a few situations. As more and more property owners and developers take advantage of these new laws, appraiser can expect to see more and more single-family assignments that include the need to evaluate the contributory value of an ADU.</p>	<ul style="list-style-type: none"> • Overview of the Bay Area Markets: Regulations and Types of ADUs • How Do Prices Compare Throughout the Bay Area Markets? • Factors Driving Price and Demand • Which Markets are in a Bubble? • What Markets Will See Continued Demand? • Is There a Difference from Market Value to Sale Price? • Case Study: When Paired Sales are Scarce 	<p><i>Panelists</i></p> <p>Denis DeSaix, MAI, SRA Metrocal Appraisal 2019 Northern California Chapter President - Livermore, CA</p> <p>Edwin Lim Principal Appraiser San Mateo County Assessor's Office - Redwood City, CA</p> <div style="text-align: center;">  <p>Denis DeSaix, MAI, SRA</p> </div> <p><i>Moderator</i></p> <p>Timothy Landregan, MAI, CAE Real Estate Instructor City College San Francisco - San Francisco, CA</p>
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<p>M. Technology Updates for Every Size Office <i>Tips & Practical Programs</i></p> <p style="text-align: right;"><i>Crossover</i></p>	<ul style="list-style-type: none"> • Modernization of the Real Estate Sector • Keeping Up with the Pace: Fees, Turnaround and Client Demands • Managing the Transition: Time and Investment • Technology Solutions • Working in the Cloud • The Remote Office • The Collaborative Approach • Practical Tips & Solutions 	<p><i>Panelists</i> Jeffrey Bradford President Bradford Technologies, Inc. - San Jose, CA</p> <p>Jeffrey Roper CEO Datappraise Systems - Spokane, WA</p> <div style="display: flex; justify-content: space-around;">   </div> <p style="display: flex; justify-content: space-around;">Jeffrey Bradford Jeffrey Roper</p> <p><i>Moderator</i> Neil Shah Real Estate Analyst Valbridge Property Advisors - San Jose, CA</p>
<p>Technology is moving at the speed of light, especially within the commercial and residential real estate realms, and there are emerging technologies driving efficiencies in the profession, including appraising. In this “on demand” era, real estate appraisers from offices of every size are consistently facing the dual pressures of providing an objective, thorough, error-free report that is done quickly.</p> <p>Since the recession, many lenders have steadily increased the amount of required detail in appraisal reports. Consequently, many appraisers are working harder on each assignment, but are earning the same or less fee. Gain a brief overview of how to leverage technology to assist with the valuation process – from research, to report writing, to time management.</p>		

<p>N. The Changing World of Parking: Garages, Lots & Systems</p> <p style="text-align: right;"><i>Crossover</i></p>	<ul style="list-style-type: none"> • Parking Ratios are Declining: Lifestyles and City Code Parking Maximums • What Should Appraisers Consider When Evaluating a Real Estate Project With Little Parking? • How are City Codes, New Technologies and User Preferences Impacting Parking Design and Supply? • Mixed-Use, Transit-Oriented Development and Transportation Demand Management and Their Impact on a Project’s Parking Supply • A City Will Allow Me to Build A Project By Providing Limited-To-No On-Site Parking, but Would that Meet Market Demand and Most Importantly Would I Be Able to Lease Out My Building? 	<p><i>Panelists</i> Mark Ritchie President Ritchie Commercial - San Jose and San Francisco, CA</p> <p>Matt Davis Associate Principal Watry Design, Inc. - San Jose, CA</p> <div style="display: flex; justify-content: space-around;">   </div> <p style="display: flex; justify-content: space-around;">Mark Ritchie Matt Davis</p> <p><i>Moderator</i> Josh Fronen, MAI Director Valbridge Property Advisors - San Jose</p>
<p>Parking ratios are trending downward. For example, a new project in Oakland will be built at close to 50 parking spaces...and ±500 units. Also, whereas traditional office parking ratios were 4 spaces per 1,000 square feet, some newly designed office projects have ratios of just 2 spaces per 1,000 square feet. How are changes in city regulations, user preferences, and changing technologies setting the stage for markedly lower parking requirements today, and how are these trends going to impact the design of tomorrow’s parking needs? This session will be geared towards the appraiser seeking basic knowledge on parking design/cost and trends for urban real estate projects.</p>		

Here’s What Attendees Had to Say About Prior Conferences . . .

“Captivating. Forward thinking. Relevant. On point.”

“Eye-opening. Interesting facts. Up-to-date.”

“Divergent methodologies were discussed. - intriguing.”

“Excellent panelists with broad knowledge.”

“I always learn something new at Fall Conference.”

“Breakout sessions were excellent with quality presenters.”

O. Tear it Down, Build it Up!
*Residential Considerations
 Costs, Values and Feasibility*
Residential

Some residential appraisers are hesitant to conclude that the existing improvements have reached the end of its economic life, the point at which the contributory value of the improvements is zero or near zero. Economic life is simply defined as the period of time over which improvements to the real estate contribute to property value. As appraisers, we should attempt to replicate how developers determine Highest and Best Use (HBU) of a site and every assignment should start with a HBU analysis. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility and maximum productivity. How does a developer determine the HBU and the use that results in the highest value? What are the considerations in what to do with the existing improvements, and if demolition is the answer, what are the considerations and costs to demolish? We will ask a developer and a demolition expert to help us understand this broad issue of considerations and costs.

- **In Our Bay Area Markets Where Land Values are Stratospheric, When Does the Existing Improvement Hit the End of Its Economic Life?**
- **What Happens Next? Remodel, Enlarge, Modernize, Demolish?**
- **What Is the Decision Point for a Property that Is Underdeveloped?**
- **Land Use Issues: Existing or Changing Land Use**
- **Trends, Hazards and Historical Considerations that Affects Changes to the Property**
- **Demolition Zone: Costs, Guidelines, Excavation of Foundations**
- **The 5 Most Common Reasons to Demolish**
- **Considerations Regarding the Disposal of Materials?**

Panelists
Sean Keighran
 Residential Builders Association
 - San Francisco, CA

Erwin O'Toole, PE
 Granite Excavation & Demolition
 - San Francisco, CA

Rodman Schley, MAI, SRA
 2019 Appraisal Institute National VP
 Host, Executive Producer and Creator of
 URBAN CONVERSION
 President, BBG
 - Denver



Sean Keighran

Moderator
Carole Laval, SRA
 Laval & Associates
 - Fresno, CA



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REFUNDS: Written cancellations received by Friday, September 20 are subject to a \$55 cancellation fee. We regret that refunds cannot be made for cancellations received after 5:00pm on Friday, September 20. Attendee substitutions may be made up until the morning of the conference.

CONTINUING EDUCATION CREDIT: Approved for 30 points of Appraisal Institute CEC; applications for 6-hours of continuing education credit from the California Bureau of Real Estate Appraisers (BREA) and the California State Board of Equalization (SBE) for certified property tax appraisers are being submitted. Applications are also being submitted for pre-approval from the States of Washington and Oregon. Typically IRWA, ASFMRA and ASA offer reciprocal approval for approved AI offerings; check with your organization to confirm. Attendance requirements will be strictly enforced; 100% attendance required. Partial credit is not available. All requests for continuing education must be turned in at the conclusion of the conference. Verified attendance certificates will be returned by mail within 30 working days of the conference.

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QUESTIONS? Contact the Chapter Office at 925/932-7753 FAX 925/932-7754 lisa@norcal-ai.org

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REGISTRATION FORM**

Remit a **separate** registration form for each attendee along with credit card info or appropriate conference fee payable to: Appraisal Institute, 1243 Alpine Road, Suite 102, Walnut Creek, CA 94596 or FAX to **925/932-7754** or lisa@norcal-ai.org

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**Circle the alpha code for your session choices.
Registrants MUST select (1) breakout per each session (Morning, Mid-Morning and Afternoon).**

Morning	A	Opportunity Zones	B	Residential Update	C	Residential Pitfalls	D	Ad Valorem Issues	E	Commercial Tear It Down
Mid-Morning	F	Fee Simple (Not So) II	G	Commercial Update	H	Restricted Reports	I	Ecological Assets	J	2020 Solar Panel Act
Afternoon	K	Ask the Experts	L	ADUs	M	Technology	N	Parking Lots	O	Residential Tear It Down

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