



# 2020 ANNUAL FALL CONFERENCE

Real Estate and Appraisal Symposium

Friday, October 9

A VIRTUAL CONFERENCE PRESENTATION

**Proudly  
Celebrating 70  
Consecutive Years!**



**Online Check-In**  
7:45am

**Conference Hours**  
8:30am – 4:45pm

This offering will be conducted using ZOOM. Registrants are responsible for securing the necessary equipment to connect:

- Computer
- Internet Access
- Webcam
- Microphone

Join us for our award-winning **ANNUAL FALL CONFERENCE**

2020 has been the year of change and adaptability. Fall Conference is no exception. Rather than break tradition and not present this signature event in 2020, we are proud to re-tool this year's conference and present it VIRTUALLY!

What will not change is our commitment to pull together the real estate appraisal industry's "most in-the-know" presenters and timely topics that will keep you informed of the latest developments that affect your profession, your profitability, your business – your future.

**Earn 6-Hours of CEC**  
Applications for virtual CEC pre-approval are being submitted to the Appraisal Institute, California BREA and State Board of Equalization.

Opening Keynote

**Seeking  
Economic Clarity  
A Chief Economist's  
Vision**

**THE POLICIES, THE  
PLAYERS and THE  
PERSPECTIVES**



**DR. MARK ZANDI**

Chief Economist  
Moody's Analytics

## 8 Breakout Sessions to Select From Plan Your Day of Exceptional Learning

**Morning Sessions**  
9:30am – 11:00am (Pacific)

(A) Bay Area Commercial Market Update and Outlook

(B) Residential Hot Topics

**Mid-Morning Sessions**  
11:15am – 12:45pm (Pacific)

(C) Hospitality, Convention, Sports and Entertainment

(D) Hospitality, Convention, Sports and Entertainment

**Mid-Afternoon Sessions**  
1:30pm – 3:00pm (Pacific)

(E) Construction Costs

(F) Residential Highest and Best Use

**Afternoon Sessions**  
3:45pm – 4:45pm (Pacific)

(G) Analyzing Multi-Unit Residential Property

(H) Appraising in Uncertain Times Managing Risk & Liability

### - PARTIAL LIST OF 2019 BREAKOUT PRESENTERS -

Colin Yasukochi  
Greg Matter  
Randall Bell, MAI, Ph.D.  
Stephen Roach, MAI, SRA, AI-GRS

Alison Teeman  
Rebecca Frederick  
Don Welsh  
Ross Thompson

Peter T. Christensen, Esq.  
Thomas Hazinski  
Neil Smith, SRA  
Rob Caringella, MAI

**Questions? Contact Us**

Northern California Chapter

925/932-7753

[lisa@norcal-ai.org](mailto:lisa@norcal-ai.org)

[www.norcal-ai.org](http://www.norcal-ai.org)

**KEYNOTE SPEAKER**  
**Dr. MARK ZANDI**



Mark M. Zandi is chief economist of Moody's Analytics, where he directs economic research. He is a trusted adviser to policymakers and an influential source of economic analysis for businesses, journalists, and the public.

**MOODY'S**  
**ANALYTICS**

Dr. Zandi frequently testifies before Congress and conducts regular briefings on the economy for corporate boards, trade associations, and policymakers at all levels. He is often quoted in national and global publications and interviewed by major news media outlets, and is a frequent guest on CNBC, NPR, Meet the Press, CNN, and various other national networks and news programs.

Dr. Zandi is the author of Paying the Price: Ending the Great Recession and Beginning a New American Century, which provides an assessment of the monetary and fiscal policy response to the Great Recession. His other book, Financial Shock: A 360° Look at the Subprime Mortgage Implosion, and How to Avoid the Next Financial Crisis, is described by the New York Times as the "clearest guide" to the financial crisis.

**Seeking Economic Clarity**  
**A Chief Economist's Vision**  
8:40am – 9:10am

**Dr. Zandi will bring you real time economic facts, his interpretation of those real time facts, and his economic projections.**

*On the International Level*

- Report on the current status of the international economy as those matrices are available at the time
- COVID 19 impacts upon the international economy

*On the National Level*

- Gross national product
- Employment/unemployment
- Debt loads, personal, corporate, and governmental
- Inflation rate
- COVID 19 impacts upon the national economy
- Forecasts

*On the Local Level*

- Relate national economic trends to Northern California

*Here's What Attendees Had to Say About Prior Conferences . . .*

**"Great in-depth presentation with real life and current topics."**

**" Fantastic combination of data and presentation."**

**" Presenters held my attention with ease."**

**"Panelist were knowledgeable. Excellent and useful data."**

**"Very relevant. This is what will keep me coming back"**

**"Nice variety of topics providing options for appraisers from different sectors"**

**2020 Fall Conference Committee Members**

Conference Chair  
**Kathryn Sturgis-Bright, MAI**

Josh Fronen, MAI  
John A. Hillas, MAI, SRA  
Paul Chandler, MAI  
Kathleen Fahey Poulton, SRA, AI-RRS  
Brad MacLane, MAI, AI-GRS, ASA  
Robert Hensley, MAI

Carole Laval, SRA  
Brian Rapela, MAI, MRICS  
Yvonne Broszus, MAI  
Ronald Garland, MAI, SRA  
Stacey L. Thoyre, WELL AP, LEED  
Green Associate

Neil A. Lefmann, MAI, SRA  
Marilyn Warter, SRA  
Fasa Uwhuba, MAI, SRA  
John Kaeuper, MAI  
Suzanne Mellen, MAI, CRE  
Walt Carney, MAI

# Morning Sessions

9:30am – 11:00am (Pacific)

Select (1) from Session A or Session B

<b>A. Bay Area Commercial Real Estate Market Update and Outlook</b>  <i>Commercial</i>	<b>B. Residential Hot Topics</b>  <i>Residential</i>
<p>Where are we now? How did we get here? Where do we go from here? The onset of the Covid-19 pandemic in early 2020 turned the longest economic expansion on record into an equally monumental bust, virtually overnight. The expansion benefited the Bay Area to an outsized degree, but now the question is the extent of the damage.</p> <p>In this session, the experts will discuss the economy, provide updates on current office and industrial market conditions, offer their insights about what we can expect going forward.</p>	<p>Residential Appraisers have seen many changes this year. Fannie Mac and Freddie Mac modified their appraisal requirements using COVID-19 Temporary Flexibilities. Residential appraisers quickly learned creative ways to collect property data. Bifurcated Appraisal, with one person collecting the property data, sometimes the borrower, and another completing the report, may finally come to fruition. Our panelists will provide a discussion of other GSE changes and share some available tools that are available to appraisers.</p> <p>There were several recent California laws pertaining to solar panels, rent control, ADUs and AB-5. Presenters will share some common issues and deficiencies in residential appraisal reports and USPAP requirements.</p>
<ul style="list-style-type: none"> <li>• <i>Bay Area Economic and Demographic Overview</i></li> <li>• <i>Regional Advantages and Disadvantages</i></li> <li>• <i>Office and Industrial Market Statistics</i></li> <li>• <i>Market Drives: Tenants in the Market, Size, Industry and Submarkets</i></li> <li>• <i>COVID-19 And Its Impacts: Social Distancing, Work-at-Home, Growth of Online Retail</i></li> <li>• <i>Investment and New Construction</i></li> <li>• <i>If I Had a Crystal Ball: The Future Outlook</i></li> </ul> <p><i>Panelists</i></p> <p><b>Colin Yasukochi</b> Executive Director, Tech Insights Center CBRE - San Francisco, CA</p> <p><b>Greg Matter</b> Managing Director, Northern California Industrial Co-Head JLL - Silicon Valley</p> <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p><b>Colin Yasukochi</b></p> </div> <div style="text-align: center;">  <p><b>Greg Matter</b></p> </div> </div> <p><i>Moderator</i></p> <p><b>John R. Kaeuper, MAI</b> Principal J. Kaeuper &amp; Company - San Francisco, CA</p>	<ul style="list-style-type: none"> <li>• <i>Bifurcated Appraisals</i></li> <li>• <i>GSE Update</i></li> <li>• <i>Inspection Tools</i></li> <li>• <i>Recent California Laws</i></li> <li>• <i>Common Issues and Deficiencies</i></li> <li>• <i>What a Lender Really Looks for in a Residential Appraisal Report</i></li> <li>• <i>USPAP-Compliant Reports</i></li> <li>• <i>Rooftop Solar: California Building Efficiency Standards</i></li> <li>• <i>Beyond the Confusion: Understanding ADUs</i></li> <li>• <i>Clarification on AB-5: Contractors or Not?</i></li> </ul> <p><i>Panelists</i></p> <p><b>Neil Smith, SRA</b> Neil Smith Appraisal Services - Livermore, CA</p> <p><b>John Brenan</b> Chief Appraiser Clear Capital - Sacramento, CA</p> <p><i>Moderator</i></p> <p><b>Kathleen Fahey Poulton, SRA, AI-RRS</b> Manager, Appraisers Fremont Bank - Livermore, CA</p>

**SEEKING  
OUT OF  
STATE  
CEC?**

**Credit for this virtual classroom presentation by states outside of California or by an out-of-state provider cannot be guaranteed.** It is up to the registrant to check with his/her state licensing board(s) **prior to registering.** This offering is being conducted under the temporary exemption for virtual education due to SIP as outlined by the ASC/AQB, AI and BREA.

# Mid-Morning Sessions

11:15am – 12:45pm (Pacific)

Select (1) from Session C or Session D

## C. Hospitality, Convention, Sports and Entertainment: Impact of COVID-19 on Perishable Inventory

Commercial

The ramifications of COVID-19 on major assets that rely upon travel and large group gatherings, and in turn their neighborhoods and local economies, will be explored during this session. Convention centers and sporting and entertainment venues are unique assets due to their perishable inventory, i.e. in the absence of leases the lack of demand and attendance results in an immediate impact on the financial performance and value of these assets.

These major assets are also tremendous generators of economic activity, both in the immediate vicinity of the venue and for the local and regional economies. This session will explore the various factors impacting these facilities during and post- COVID-19.

- *How Has the Pandemic Affected the Convention and Tourism Industries and What are the Short- and Long-Term Ramifications?*
- *How Has the Pandemic Affected Leisure Travel and What Types of Destinations Have Been Most Vulnerable?*
- *What is the Impact of the Pandemic on the Operations of Convention Centers, Sports and Entertainment Venues and their Surrounding RE?*
- *How Has the Pandemic Impacted the Chase Center and the Golden State Warriors?*
- *What is the Impact on RE Development Surrounding the Chase Center and Mission Bay?*

Panelists:

### Thomas Hazinski

Managing Director, Convention, Sports and Entertainment  
HVS  
- Chicago, IL

### Don Welsh

President and CEO  
Destinations International  
- Washington, DC

### Ross Thompson

Corporate Controller  
Chase Center and GSW  
- San Francisco, CA



Thomas Hazinski



Don Welsh

Moderator

### Suzanne Mellen, MAI, CRE, FRICS, ISHC

Senior Managing Director - Practice Leader  
HVS  
- San Francisco, CA

## D. Appraising After a Major Market Disruption: Guidance for the Residential Appraiser

Residential

Join us as we delve into the field of Real Estate Appraisals during a very disrupted market with limited primary market evidence. Not only have we recently experienced many wildfire natural disasters in tinder-dry California, but we have just re-opened our social mobility and economy from the COVID-19 shut down. Once again, we find ourselves near the beginning of a recession or perhaps something worse.

With record levels of unemployment and business closings from the prolonged shut-down, how are our residential markets affected? How do we collect/analyze data and then report convincing or credible opinions of market value under these chaotic conditions?

- *When Performing an Appraisal in a Time of Post-Disaster, Market Dysfunction or Disequilibrium, a review of "Standard of Care" Requirements.*
- *What are the Stages of Market Value Loss and Recovery?*
- *What Does It Mean to Give a "Before" and "After" Opinions of MV or Loss? What If a 3<sup>rd</sup> Party Cleans-Up the Site at No Cost to the Owner?*
- *A Review of Important Legal Cases and Valuation Issues When Being Asked to Report a Loss in Value*
- *Tools for the Residential Appraiser to Meaningfully Present the Data and Analysis of Market Trends*
- *How Should the Appraiser Find/Select/Analyze Data, Market Trends, Transaction Rates, Exposure/Marketing Times, and then Report Convincing and Credible Opinions of Market Value Under These Chaotic Post-Event Conditions?*
- *Discussion of Specific Scope of Work, Legal or Regulatory Requirements, Definitions, and Methodology Considerations*
- *What are the Valuation Implications for Date of Death Appraisals, Estate Planning and IRS Tax Return Filings?*

Panelists

### Rob Caringella, MAI

Jones, Roach & Caringella, Inc.  
- San Diego, CA

### Stephen D. Roach, MAI, SRA, AI-GRS

Jones, Roach & Caringella, Inc.  
- San Diego, CA

### Randall Bell, MAI, Ph.D.

Real Estate Damage Economics, LLC.  
Recognized Expert in the Field of Disasters and Damages

Moderator

### Bradford MacLane, MAI, AI-GRS, ASA

MacLane and Company, Inc.  
- Benicia, CA

# Mid-Afternoon Sessions

1:30pm – 3:00pm (Pacific)

Select (1) from Session E or Session F

<b>E. Construction Costs</b>	<b>F. Residential Highest &amp; Best Use</b>
<p><i>Commercial</i></p> <p>Construction costs in the Bay Area have been increasing for some time and were among the highest in the country prior to the COVID-19 pandemic. In this session, we will explore how costs have trended post-pandemic and what market factors are steering the cost components from pricing of raw materials to labor and COVID-related regulations.</p> <p>We will hear from professionals regarding direct and indirect costs, tenant improvement costs, impact fees, modular development and delve into residential construction trends as well.</p>	<p><i>Residential</i></p> <p>Residential appraisers are often asked to appraise properties where the highest and best use is unclear.</p> <p>For example, consider a house located on two legal lots. In this example, does the appraiser value the property as one house, or as two lots, one lot only, or are the other options? It all depends on what the highest and best use is.</p> <p>This session is geared towards residential appraisers, and will offer basic guiding principles and advice for dealing with atypical land use situations and highest and best use case studies.</p>
<ul style="list-style-type: none"><li>• <i>After a Long Uphill Run, Have Costs Begun to Stabilize?</i></li><li>• <i>Understanding Impact Fees and Other Indirect Costs</i></li><li>• <i>Is Modular Construction the Solution?</i></li><li>• <i>How Regulations in the COVID-19 Era are Impacting Timeline</i></li><li>• <i>How are Decimated City Budgets Affecting City Development Fees?</i></li><li>• <i>Trends in Residential Construction</i></li></ul> <p><i>Panelists:</i> <b>TBA</b></p> <p><b>TBA</b></p> <p><i>Moderator</i> <b>Brian Rapela, MAI, MRICS</b> Managing Director Joseph J. Blake and Associates, Inc. - Walnut Creek, CA</p>	<ul style="list-style-type: none"><li>• <i>Land Use and Planning Considerations: Understanding the Legally Permitted Uses</i></li><li>• <i>Appraising One House on Two Lots May Not be Such a Simple Undertaking</i></li><li>• <i>Appraisers Need to Understand Highest and Best Use in Order to Provide a Credible Valuation</i></li><li>• <i>How to Spot a Highest and Best Use Issue at the Onset of the Assignment (And Charge Appropriately for the Job!)</i></li><li>• <i>Case Studies</i></li><li>• <i>Bring Your Questions!</i></li></ul> <p><i>Panelists</i> <b>Alison Teeman</b> Yovino-Young Inc. - Berkeley, CA</p> <p><b>Rebecca Frederick</b> Appraiser Valbridge Property Advisors - San Jose, CA</p> <div data-bbox="873 1811 1094 2053"></div> <p data-bbox="873 2053 1094 2080">Rebecca Frederick</p> <div data-bbox="1260 1811 1451 2053"></div> <p data-bbox="1260 2053 1451 2080">Alison Teeman</p> <p><i>Moderator</i> <b>Josh Fronen, MAI</b> Director Valbridge Property Advisors - San Jose</p>

## Special Award Presentations

*Claudia B. Carleton Legacy in Leadership  
Arlen C. Mills Education Award*

# Afternoon Sessions

3:15pm – 4:45pm (Pacific)  
Select (1) from Session G or H

<b>G. Analyzing Multi-Unit Residential Property in 2020 and Beyond</b>	<b>H. Appraising in Uncertain Times: Best Practices to Manage Risk and Liability</b>
Commercial	Residential / Commercial
<p>We've heard it before "That was then, this is now". Join us for what will be an informative discussion on the multi-unit residential market in Northern California. Overall market conditions had been positive for years, with low vacancy and rising rents leading to new development throughout the region. Now in 2020, the market must adjust to being in the midst of the ongoing pandemic, with consideration as well to what the market will be like post-COVID-19.</p> <p>Our panelists will review historical trends and share forward looking forecasts. We will look beyond the pandemic, and analyze other factors impacting the market, like legislation and the recent statewide rent control measure.</p>	<p>The COVID-19 crisis continues to have significant impacts on real estate appraisal activities and on the professionals and businesses who deliver the services. During this period of heightened uncertainty and economic distress across multiple sectors, appraisers face increased legal and risk issues when developing credible and competent opinions of value.</p> <p>The financial crisis of 2007-2009 provided many valuable lessons to appraisers in navigating uncertain and fluid market conditions. Which lessons are most relevant to this current crisis? What additional risks do appraisers face and how can those risks be best managed?</p>
<ul style="list-style-type: none"> <li>• <i>Analysis of Apartment Properties During the Pandemic</i></li> <li>• <i>Near and Longterm Impacts of COVID-19 on the Market</i></li> <li>• <i>Additional Consideration to Other Factors, Such as Recent Legislation</i></li> <li>• <i>Perspectives From Owners and the Lending Community</i></li> <li>• <i>Regional and Submarket Trends, Statistics and Outlook</i></li> </ul> <p><i>Panelists:</i>  <b>Judy Plock</b>                  Senior Risk Specialist                  Federal Reserve Bank of San Francisco                  - San Francisco, CA</p> <p>TBA - Representative from                  California Apartment Owners Association</p> <p>TBA - Representative from CoStar</p> <p><i>Moderator</i>  <b>John A. Hillas, MAI, SRA</b>                  Managing Director                  Valbridge Property Advisors   Northern California                  - Modesto, CA</p>	<ul style="list-style-type: none"> <li>• <i>Have Appraisers Faced an Increased Liability Risk Due to the Pandemic?</i></li> <li>• <i>What Lessons From The Great Recession Can Inform Best Practices Today?</i></li> <li>• <i>Is There Magic Language that Appraisers Need to Have in Reports?</i></li> <li>• <i>Beyond Appraisals, What Other Liability Issues Exist in Relation to the Pandemic?</i></li> </ul> <p><i>Presenter</i>  <b>Peter T. Christensen, Esq.</b>                  Founder &amp; President                  Christensen Law Firm                  - Santa Barbara, CA</p> <div style="text-align: center;">  <p><b>Peter T. Christensen, Esq.</b></p> </div> <p><i>Moderator</i>  <b>Stacey Thoyre, WELL AP, LEED Green Associate</b>                  Co-Founder &amp; Partner                  Runde &amp; Partners, Inc.                  - San Francisco, CA</p>

This Educational Program (2020 Annual Fall Conference) was developed and organized by the Appraisal Institute Northern California Chapter offering the Program 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. The content of this Program, including but not limited to any written materials and presenter comments, does not represent the viewpoint of the Appraisal Institute (defined as including but not limited to, the national organization, its Regions, Chapters, members, candidates, affiliates and staff) unless formally adopted by the national Board of Directors. Further, the Appraisal Institute has not peer-reviewed or approved the content of the Program and does not warrant the accuracy or timeliness of the content of the Program. The content of 2020 Annual Fall Conference is subject to court decisions and local, state and federal laws and regulations and any such revisions of such laws and regulations. This Program is presented with the understanding that the Appraisal Institute is not engaged in rendering legal, accounting or other professional advice or services. Nothing in the Program is to be construed as the offering of such advice or services. If expert advice or services are required, attendees and readers are responsible for obtaining such advice or services from appropriate professionals. 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. State exceptions for virtual education may expire prior to the offering date.



# 2020 ANNUAL FALL CONFERENCE

## Real Estate and Appraisal Symposium

The Appraisal Institute's longest-running and best-attended one-day West Coast real estate appraisal education and networking event

### Conference Tuition

- includes -

6-Hours of CEC and Downloadable Presentation Materials (if applicable)

**BEST VALUE Rate** .....\$185 per person  
Save up to \$80 off the Standard Conference Fee. No need to gather a group to receive maximum savings! But, you do need to act quickly! This rate expires Friday, September 4.

**Early Registration Discount Rate** .....\$225 per person  
A second chance to save!  
Applies to registrations received between September 5 and September 25.

**Standard Conference Rate** .....\$265 per person  
Applies to registrations received after Friday, September 25.

**Register Online (not yet active)**

***Submit Your Registration Today & Save!***

**Online - Email - Mail - 925/932-7753**

## The Details

**CONFERENCE HOURS:** Online registration / check-in will begin at 7:45am. The conference will begin promptly at 8:30am and will conclude at 4:45pm. Registrants will have scheduled breaks between sessions and a lunch break. There are no scheduled breaks within each 90-minute breakout session.

**REQUIRED EQUIPMENT:** This offering falls under the temporary SIP exemption for virtual education. Under this approval, registrants must have the following equipment so that they can see the presenter and the presenter/program monitor can see them: **Computer, Internet access, Webcam and Microphone.** Webcams and microphones are built-in to most laptops. All equipment must be in working order. If the instructor/program monitor cannot see or hear the registrant; continuing education credit is jeopardized. To help ensure receipt of CEC, only one registrant can be visible per webcam at all times. Registrants will connect using ZOOM interactive technology. The phone "call-in" only option is NOT an approved connection mode for those seeking CEC credit for this offering.

**PHOTO ID REQUIRED IN ADVANCE:** As part of the required attendance monitoring for virtual classroom offerings, all students need to provide the Chapter Office with a copy of your Photo ID/Driver's License by Friday, October 2. This information is used strictly for photo verification. You may cover all personal information with the exceptions of your name and photo. Easy tip: Just cut post-it notes to size and cover before taking a picture of your ID/DL with your phone or sending a scanned copy to [lisa@norcal-ai.org](mailto:lisa@norcal-ai.org). In the subject line of your email type - "**DL - [insert your last name] - FC 2020**". The ZOOM log-in information can only be forwarded to those who provide their photo ID/DL in advance.

**ZOOM LINK:** The ZOOM link will be sent within 72 hours of the conference to confirmed registrants who have provided their photo ID/DL in advance. New to ZOOM? Take a FREE tutorial on [How to Join a Meeting](#) and learn more about using this interactive platform.

## And, More Details . . .

**CONTINUING EDUCATION CREDIT:** Approved for 30 points of Appraisal Institute CEC and 6-hours of California State Board of Equalization (SBE) Training Credit for Assessors (CAR #102016). An application for 6-hours of continuing education credit from the California Bureau of Real Estate Appraisers (BREA) has been submitted. Applications are NOT being submitted to any states outside of California; not all states accept virtual classroom education. *Seeking Credit Outside of California?* It is up to the registrant to check with his/her state licensing board(s) prior to registering to ensure that his/her state accepts (1) virtual classroom education, (2) credit from an out-of-state provider and/or (3) determine if his/her state accepts reciprocal credit with California. This offering is being conducted under the temporary exemption for virtual education due to SIP as outlined by the ASC/AQB, AI and BREA. Typically IRWA, ASFMRA and ASA offer reciprocal approval for approved AI offerings; check with these organizations to re-confirm especially since this is a virtual offering. Attendance requirements will be strictly enforced; 100% attendance required. Partial credit is not available. Verified attendance certificates will be returned by e-mail within 30 working days of the conference.

**REFUNDS:** Written cancellations received by Friday, October 2 are subject to a \$50 cancellation fee. We regret that refunds cannot be made for cancellations received after 5:00pm on Friday, October 2. Attendee substitutions are admissible, but must be made and confirmed by the Chapter Office at least 48 hours prior to the conference. Those received less than 48 before the start time, cannot be guaranteed. Substitution requests can be emailed to [lisa@norcal-ai.org](mailto:lisa@norcal-ai.org).

**DISCLAIMER:** We reserve the right to substitute speakers/panelists, change the virtual presentation platform or even cancel this event due to circumstances beyond our control. If you have a disability and may require special accommodation, please notify us in writing at least two weeks in advance to arrange for reasonable accommodation. By registering for this event, you agree that your attendance may be recorded, photographed, and/or monitored at any time and that your contact information may be published in a networking roster.

**QUESTIONS? Contact Us**

**925/932-7753**

**[lisa@norcal-ai.org](mailto:lisa@norcal-ai.org)**

### 2020 ANNUAL FALL CONFERENCE REGISTRATION FORM

Remit a **separate** registration form for each attendee along with credit card info or appropriate conference fee payable to:  
**NEW Address:** Appraisal Institute, 1966 Tice Valley Boulevard, #421, Walnut Creek, CA 94595 or [lisa@norcal-ai.org](mailto:lisa@norcal-ai.org)

Name \_\_\_\_\_ Designation(s) \_\_\_\_\_  
 Firm Name \_\_\_\_\_ Email \_\_\_\_\_  
 Business Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_  
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 VISA  MC  AmEx  Discover Acct # \_\_\_\_\_ Exp \_\_/\_\_/\_\_ CSC \_\_\_\_\_  
 Name on Card \_\_\_\_\_ Signature \_\_\_\_\_

**Circle the alpha code for your session choices.**

**Registrants MUST select (1) breakout per each session time - Morning, Mid-Morning, Mid-Afternoon & Afternoon.**

Morning	<b>A</b>	<b>Commercial Market Update</b>	<b>B</b>	<b>Residential Hot Topics</b>
Mid-Morning	<b>C</b>	<b>Hospitality, Convention, Sports</b>	<b>C</b>	<b>Appraising After a Market Disruption</b>
Mid-Afternoon	<b>E</b>	<b>Construction Costs</b>	<b>F</b>	<b>Residential Highest &amp; Best Use</b>
Afternoon	<b>G</b>	<b>Multifamily</b>	<b>H</b>	<b>Best Practices Reducing Risk &amp; Liability</b>

I am employed by/as a (please circle)      Independent Res Fee      Res Group      Broker      Institution  
 Assessor's Office      Independent Gen Fee      Gen Group      Other \_\_\_\_\_

For internal use: Rec'd \_\_\_\_\_ Check# \_\_\_\_\_ Amount \_\_\_\_\_ DBM \_\_\_\_ CVent \_\_\_\_ Conf \_\_\_\_ Grp \_\_\_\_