

## Field Notes December 2019

### Chapter President's Message

**Jeff Grose, MAI | Senior Managing Director  
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It is hard to believe that 2019 is coming to a close. Thank you for allowing me the privilege to serve as Chapter President this year. While we all try to finish our year end appraisal work, I hope that everyone can carve out some time away from the computer and spend it with family and loved ones.

We started 2019 with plans to establish a Fall Real Estate Conference, implement CFMAP, and increase membership participation. Thank you to Vicki Champ for implementing the AI mandated adoption of the Chapter Financial Management and Administration Program (CFMAP). Vicki was instrumental in ensuring a smooth transition of Chapter finances.

Our 2019 Fall Real Estate Conference was held on October 23<sup>rd</sup> in Portland. I want to thank everyone who participated, attended, and contributed to the event. We had 65 in attendance. The feedback has been positive, and I am happy to say that the event made money for the chapter. Special thanks to our event sponsors:

**VALCRE  
CBRE  
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Appraisal and Consulting Group  
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We will be looking for volunteers for a bigger and better event next year. My ask of our membership is to participate and be engaged throughout the year. I urge those interested in becoming active in Chapter leadership or in a committee, please contact the Vicki Champ at ([aioregon@oregonappraisers.org](mailto:aioregon@oregonappraisers.org)), or any of the Chapter officers.

One specific remaining spot we have available is Newsletter Editor for 2020. Zoe Swartz, MAI(formerly Zoe York) has done a great job as editor and is ready to pass the baton.

I'm pleased to announce those who have accepted Chapter leadership positions for 2020. We will be holding Installation of Officers on January 23<sup>rd</sup> at Sentinel Hotel in Portland.

**The GOCAI 2020 Chapter Officers Include:**

President – Phil Hanshew, MAI, AI-GRS

Vice President - Mike Hinnant, SRA

Treasurer - T. Chad Plaster, MAI

Secretary – Jamie Kurasz, MAI

**Directors:**

Hans Eugene, MAI

Jo Ellen Jarvis, MAI, SRA

John Pin, SRA

**Region Representatives:**

Phil Hanshew, MAI

Mike Hinnant, SRA

Katie Powell Banz, MAI

Grant Norling, MAI

## Member Spotlight

### Meet your chapter scholarship Recipient!



**Esther Park**

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Twice each year, the Greater Oregon Chapter awards education scholarship money to chapter members. The scholarships consist of up to \$500 toward tuition for courses presented by GOCAI that meet designation requirements. The most recent winner of this scholarship was Esther Park. Congratulations Esther!

Esther grew up in Southern California and graduated from Cal State Long Beach. She has been in Portland for about 2 years now. Esther was working at AMC as an appraisal coordinator and then moved to the quality control department. She wanted to be on the other end and started looking for an assistant position.

In addition to her career pursuit, she enjoys going on road trips and exploring, Korean barbeque, the beach and all of the Harry Potter books.

Her quote to live by is from Wayne Gretzky “you miss 100% of the shots you never take.” Her future career plans are to hopefully become certified in the next 6 months and then pursue an SRA designated membership with Appraisal Institute.

## More Information on Scholarships

Preference in awarding scholarships is given to members who have demonstrated progress toward meeting designation requirements and who have supported our chapter, but all chapter members are eligible to apply. The award money must be used within one year of award receipt.

The deadlines for application are June 30 and December 1 of each year. To access the application, please visit the GOCAI website ([www.oregonappraisers.org](http://www.oregonappraisers.org)) and click on the "Education Scholarships" link on the left side of the page.

## Feature Article

### Another Perspective on Benefits of a Designation

**Mark Hepner, SRA**

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I got my first appraisal job in 1976 working for the Douglas County Assessor in Roseburg, Oregon. Two years later I took a staff appraiser position with the Oregon Department of Veterans Affairs. Two years after that I got my first listing in the Yellow Pages and opened a fee appraisal shop in Roseburg.

In 1982, the timber-based economy in Southern Oregon was distressed, and my little appraisal shop was in trouble. I moved to Portland, and after a short stint at the Clackamas County Assessor's office, found myself begging Don Palmer, Dave Groth and Dave Pietka to give me a job. That was 37 years ago. Things have changed a bit since then.

After about 10 years with PGP I was managing their residential department and happened to take an Institute Class taught by a local MAI, Gerald Curtis. We were enjoying a lunch break together when Gerry started asking me some pointed questions about why I was not designated. I told him I had been reasonably successful without an SRA designation and that while it was a long-term goal, I didn't really see a correlation between a successful career and a designation. I will never forget his response. He said, "Hepner, you are a disgrace to the profession and are setting a horrible example for other residential appraisers. If you expect people to treat you like a professional, do what's necessary to prove you are one."

When someone you respect looks you in the eye and calls you a disgrace, it can be a life changing experience. It took a few more years, but in August of 2000 I finally obtained the SRA designation. Now, two decades later, I cannot believe the difference that designation has made in my practice. Every designated member of the Appraisal Institute will tell you it will enhance your career. Believe it! And to all of you who are making a good living doing single family appraisals and are not on a designation path...just remember what Gerry told me that day over a ham sandwich. Not everyone is brave enough to tell you what Gerry told me, but it's true, if you want to be treated like a professional, do what it takes to prove you are one.

### **Evan Abramowitz, MAI**

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I grew up in Charlotte, NC and completed undergrad at UNC Chapel Hill. I moved to Portland about 10 years ago because I was drawn to its reputation as a well-planned city with strong local culture and access to nature. While working, I graduated from the Master of Real Estate Development program at Portland State. I didn't know much about appraisal when I interviewed but had previous commercial real estate experience as a multifamily broker. Appraisal seemed interesting and I believe it is a great career to ultimately gain a thorough grasp of real estate. I like that every day is different and enjoy being able to make my own schedule and get into the field.



I'm a big sports fan, especially basketball and football. I really like to travel - I've been to 47 states and once took a 3-month trip around the world! My favorite foods are pizza or polenta and favorite music is rock. Top on my list of favorite places is Hawaii and a quote I live by is "don't put off until tomorrow what you can do today." My advice for anyone currently working towards a designation is be persistent, and if choosing the Capstone option, attend the work session in-person!



### **James Arnett, MAI**

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I was born in Portland and grew up in Beaverton, where I still live. I attended the University of Oregon where I earned a B.A. in English with a Minor in Environmental Science. My father was a custom home builder for 35 years and my mother a real estate broker, so I grew up in the industry. I had a lot of summer jobs related to home-building and after college got my general contractor's license and started my own business. For over 10 years I built custom homes but as the home-building landscape changed, I knew the time of the small builder was coming to an end. It was then that I looked into appraisal as a career. I was fortunate to be introduced to Craig Zell, MAI, SRA who mentored me and who I worked with for 12 years. My building background and English degree turned out to be an excellent foundation for appraisal. I became interested in right of way appraisal and 5 years ago joined Epic Land Solutions, Inc. and now strictly focus on appraisal for right of way acquisition. I enjoy the challenge of right of way work as well as working all over the state on various projects.

I enjoy cooking, listening to records and spending time with my wife, daughter, and son camping, travelling, exploring the city, and finding new places to eat. If I weren't an appraiser, I'd like to be an educator and if I were younger, perhaps a chef. My path to designation was a slow one and I would encourage anyone seeking designation to take it as it comes. Find the approach that works for you

and just stick with it.

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## **Chad M. Ellis, MAI**

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I grew up on a small farm in the town of Gaston (2018 population 665) where I went to school up until 9th grade; then transferred to Forest Grove High School. I attended college and earned my degree at the U of O where I played drums in the marching band – Go Ducks!! I currently live in SW Tigard because it was the farthest, I could get my wife to move outside the ‘big city’.

I became an appraiser by accident (or some might call it coincidence); it was through a golf relationship my brother had with Don Palmer, MAI. I met Don at a BBQ he hosted and followed up with him after I graduated college. He presented me the opportunity to come work with him and I was honored to be mentored by some of the finest people I know, both as individuals and in the appraisal industry. Many great relationships developed through that experience and for that I am grateful. When I was appraising, I most enjoyed meeting the variety of people from the businesses that occupied / operated out of the property. But nothing is more enjoyable than getting an eye roll while driving past a property and telling my passengers, “I appraised that”. Also, building relationships with brokers and developers in the industry, as well as other appraisers.

Now as a bank reviewer, I enjoy paid vacations and bank holidays!! There was no such thing while working on commission. Ok, really. The interactions with appraisers and being involved in the financing process; educating loan officers about what appraisers actually do and the work that goes into the assignments. And to try and get them to stop using the term “full blown appraisal”!

When I used to have free time, I enjoyed waterskiing, camping, listening to live music and working out at the family farm. But for the past 3.5 years, my favorite thing to do is spend time with my son; teaching him how to use tools, fly kites, build sandcastles, swim, solve puzzles and all the while, also learning from him and seeing how he experiences the world. Oh, and I really enjoy riding the motorcycle on dry days.

I like all types of food, depending on the mood and time of year. And whatever it is.... Just keep it simple. If I can’t pronounce it, I won’t eat it. And no KALE!! I grew up listening to country music and played in various jazz and concert bands. But I’ll take classic rock any time of day. My favorite sports team is certainly the Ducks (sorry Don)! A quote I live by is from my dad, “anything worth doing, is worth doing right.” Advice I would give to anyone currently working towards a designation is don’t give up – stick with it! Be persistent and diligent. There’s never a ‘convenient’ time to write your demo or study for the comp exam. Just hunker down and get ‘er done. Make the time NOW, don’t wait 29 years because it does not get any easier!

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**Gregory L. Lamunyan, SRA, AI-RRS**



I was born in Sandy, Utah and moved to Oregon as a young child. I enlisted in the United States Marine Corps in 2004 as an infantryman. I served a special tour at the Marine Barracks in Washington DC before deploying to Iraq with Third Battalion, First Marines. After my time with the Marines, I obtained a degree in Geography from Portland State University. I have been working in the appraisal profession since 2011 and obtained the SRA Designation in 2015. While it can sometimes seem like we are reproducing the same report over and over, I really enjoy the nuance of each property and appraisal. The weird and complex assignments keep me excited and interested. Like many Oregonians, I enjoy getting outside in my free time. My favorite activities are trail running, hiking, backpacking, and skiing. My wife and I welcomed our first child in April, a baby girl. In my opinion most appraisers treat appraising as a job and not a profession. Getting a designation sets you apart and demonstrates your commitment to your craft. It is expensive in time and money but if you want a meaningful and long-term career, it is well worth it. I have never met anyone who said they regretted obtaining a designation. I am a firm believer that if you're not getting better, you are getting worse, you never stay the same. Most appraisers obtain licensure and never expand their horizons beyond basic continuing education. They slowly fall behind in the profession until one day they are out of touch and lacking in skills. The Appraisal Institute offers so many opportunities for education allowing an appraiser to expand their horizons and be a part of a professional community. Whether it be the highest quality educational offerings, professional designation, professional development programs, or service opportunities giving back to the profession, belonging to the Appraisal Institute offers incredible opportunities. I highly encourage becoming affiliated with the Appraisal Institute and pursuing a designation.

## Legislative Update

### Owen Bartels, MAI

[obartels@bbg.com](mailto:obartels@bbg.com)

Your Greater Oregon Chapter had a busy year advocating for you in Salem! Thanks to everyone who volunteered their time and energy, and thanks to all you Chapter members for your ongoing support. There are two primary issues we addressed in this 2019 legislative session I'd like you all to be aware of.



First, the government affairs committee of GOCAI, in conjunction with our local lobbyist Lana Butterfield and the support of AI national affected an important revision to our statute of limitations on appraisal activity liability. Introduced as HB 3218 and signed by Governor Kate Brown on May 13, this bill shortens the time frame for filing claims against appraisers to no more than five years from the date the subject appraisal activity or appraisal review was completed. Plaintiffs must take legal action within two years of when they knew or should have known the facts on which their lawsuit is based. The law specifically

extends to regulatory actions from the Oregon Appraiser Certification and Licensure board. More information about and the full text of the bill can be found at <http://bit.ly/Ore-HB3218> .

Championed primarily by the Coalition of Real Estate Appraisers (COREA), SB 109 was signed by Governor Kate Brown on May 20. This bill will allow state licensed and state certified appraisers to provide evaluations (evals) to financial institutions. This law clarifies that a person who is licensed or certified as an appraiser is not engaged in real estate appraisal activity when providing an eval, so long as it includes a required disclaimer. By extension, this “carve-out” allows licensed appraisers to provide non-USPAP compliant eval product outside the jurisdiction of the ACLB. More information about and the full text of the bill can be found at <http://bit.ly/Ore-SB109> .

In addition to these direct issues, we tracked a number of bills that will or could affect real estate markets. In order to be the best informed professionals in the industry I encourage all our members to stay abreast of legislative changes. This year had a number of bills relating to rent control, zoning restrictions, water and grazing rights, urban growth boundary expansion methodology, low-income housing and manufactured home community entitlements and restrictions, and more! Vicki will post the end of session wrap-up produced by our lobbyist, Lana Butterfield, to the GOCAI website. Please do check it out! With next year being a short session in Oregon I hope we don't see any fireworks, but we're watching out for appraisal waiver requests like was passed in South Dakota, federal changes to de-minimis levels, or any other activity that could erode the stability of the financial system or the public trust.

... And of course, I welcome any and all interested appraisers to let Vicki know if you're interested in participating on the Government Affairs committee. We can always use more help and more forward-thinkers!

## Upcoming Events

**January 23**

***Installation of Officers***

**(register)**

Sentinel Hotel

Portland, OR

**February 6**

***7-Hour National USPAP***

***Update***

***Course***

**(register)**

DoubleTree by Hilton

9575 SW Locust Street

Tigard, OR

**February 7**

***Business Practices and Ethics***

**(register)**

DoubleTree by Hilton

9575 SW Locust Street

Tigard, OR

**TBA**

***7-Hour National USPAP***

***Update Course***

Bend, OR.

(watch for date and location,  
coming soon.)

**April 20-23**

***Quantitative Analysis***

(registration open soon)

DoubleTree by Hilton

9575 SW Locust Street Tigard,

OR

**April 24**

***Evaluation Commercial***

***Leases: the Tenant and the***

***Terms Both Matter***

DoubleTree by Hilton

9575 SW Locust Street Tigard,

OR

**February 27-28**  
**Stats, Graphs and Data**  
**Science 1**

**(register)**

DoubleTree by Hilton  
9575 SW Locust Street  
Tigard, OR

***We will be adding to this  
calendar as we schedule  
classes.***

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