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Greater Oregon Chapter

Field Notes December 2020

Chapter President's Message

Phil Hanshew, MAI, AI-GRS

phanshew@bbgres.com

Thank you to everyone who was able to attend the Installation of Officers on December 10, and especially to Brian Brooks, SRA, for being our emcee. The event was reasonably well attended, and we even found some time afterward to socialize. I want to compliment all the newly designated members that were recognized for 2020. Your dedication to the profession is commendable and your recent accomplishment is only the beginning of a new chapter in your careers.



I also want to congratulate our new President, Mike Hinnant, SRA, who has been very helpful to me and the chapter both locally and at the regional level through 2020. I know he will continue to be a strong advocate for the interests of the Chapter next year and beyond.

In this issue, we memorialize Terry Bernhardt, SRA, AI-RRS, who passed away on November 23. I met Terry in 2005, when I attended my first Installation of Officers banquet and was lucky enough to sit at his table. His enthusiasm for the practice and encouragement to participate in the Appraisal Institute that day continues to motivate me. He was an inspiration to so many and will be greatly missed.

Thank you to everyone that has volunteered or participated in Chapter events in 2020. Even though it has been a challenging time, we have a strong path forward relative to the new paradigm in education and professional association. It has been my great honor to serve as President of the Greater Oregon Chapter this year. I look forward to seeing you in person again soon.

I hope you all had a very happy holiday season,

Best Regards,

Phillip Hanshew, MAI, AI-GRS
503.577.9949
phanshew@bbgres.com

Terry O. Bernhardt, SRA September 2, 1946–November 23, 2020

Terry Owen Bernhardt died of acute myeloid leukemia at home Monday, Nov. 23, 2020, at age 74. Diagnosed with this illness in early March, he fought the good fight against this disease and was significantly helped in this process by Dr. Elie Traer at OHSU's



Remembering Terry

submitted by Brian A. Glanville, MAI

"Terry Bernhardt, SRA, JD was my colleague and friend for over 40 years. He used to give me a bad time about the Beavers as he went to school in Corvallis for one year and then became a life long Duck! He was one of the best residential appraisers that I have met nation-wide. I referred work to him, hired him to help me with portfolios that included high end residential and to appraise my own property.

Terry was a leader in our chapter, our Region and in Chicago. He was Chapter education Chair at least twice, was certified to teach 12 Appraisal Institute courses nationally, was an adjunct professor at Marylhurst University (Dept. Head), Portland & Clackamas CC, Portland State University and College of the Air Force. He served as Chapter Finance Chair, Secretary, Treasurer, Vice president and President in in 2005. He was the Admissions Chair – Residential and was an alternative Regional Representative, then a full representative and Regional chair in 2011-12. Terry also represented our chapter at LDAC.

Terry served on the ACLB, ending as the Chair. I remember going with him to lobby our leaders in Salem. He was very effective as he had gone to law school with the likes of Senator Betsy Johnson. He was equally successful in lobbying on our behalf in Washington DC.

At the National level, Terry served as a member and then as Chair of the University Relations Committee. He also served on the Curriculum Committee and the Qualifying Education Committee, ending as the Vice Chair. Terry served on the national Board of Directors from 2009 until 2011. He was on the Audit committee from 2011 through 2014 (Chair in 2013). He represented our Region on the National Nominating Committee and was a candidate for National Vice President...and he would have been a great President! He did all of this while serving in Vietnam, the Oregon Air National Guard and raising a family and running a successful appraisal firm. Terry's son now runs the firm. I will miss Terry...he was my friend."

submitted by Craig Zell, MAI

Remembered and Never Forgotten

"I first met Terry in 1979 when he came out to appraise a couple of 4-plexes I was building as the superintendent in a project in Beaverton. He was one part of the housing finance industry I hadn't met and was curious what he was doing. He was polite and tried to explain the appraisal process in a 5 minute walk through that I only understood a part of as I was a licensed broker. Little did I know that 3 years later I would be in the appraisal business. I didn't see Terry for several years except to greet each other at classes or meetings. He was a member of the "other" group until the early '90's when we all became a single organization, and I would see more of him. As we saw more of each other, I learned to appreciate his knowledge and commitment to the profession. I also learned of his passion for flying and service to our country in the Air National Guard and retiring as a Colonel in 1996. I would call him to talk over a challenge I was having in an assignment and invariably a path to an answer would open. He would say, "Craig, go back to basics and remember there are three approaches—use them." I would get to know Terry more and more when I was honored to serve on the ACLB with him and eventually take on the chair position from him—but only with his promise to stay on as my vice chair—as I needed his wisdom and compassion at times when policy or punishments were discussed. He would always pick up and listen to my problems when I would call. I even found him in Germany just getting on or off from a trip. We talked for probably 10 minutes. He was an extraordinary teacher for the Appraisal Institute and others Through the years Terry has been a mentor for me and a friend as well as a teacher to hundreds of seasoned and rookie appraisers. I will miss him greatly as will our profession and the teaching community. We lost a real treasure, but he will live on within the memory of those he taught."

submitted by: Joe Mags, MAI

"Perhaps the best thing I like about the Appraisal Institute is the ability to meet new people

I was fortunate in that Terry Bernhardt is one of those new people I met, that grew into being a great friend. In fact, Terry is one of my best friends. As you may notice I do not talk about friends and family in the past tense, as they are always with me in my thoughts and prayers. Terry was also on the National Board of Directors with me and we had a chance to talk and learn about each other.

I found out that he served in Vietnam, first in the Army Infantry and then in the Air National Guard as a pilot. He earned several Distinguished Flying Crosses, which is no easy accomplishment as a pilot in Vietnam. I too was in Vietnam as a Marine in 1965. Both of us are proud veterans and this gave us another special relationship. Terry is a very disciplined person, and he was able to earn a law degree also. I often confided in him as the 2011 National President and sought his opinions because he is a good sounding board and he will tell you the truth, even if it is not the truth I was looking for. I stayed with Terry and Julie when I came out to teach in Portland, so we had many evenings to share dinner at one or two of their favorite restaurants. Terry and I are avid shooting fans, and we would go to his range to shoot. He has the best rifles and pistols and knows how to use them.

It was a pleasure to have him in some of the classes I facilitated and we also taught some courses together. I say with certainty that I could never had a better friend. I regret that with Covid 19 I could not come out and visit this year.

Terry, my friend, I deeply miss you, and I will never forget you. Many others that know you also have your friendship and we always enjoyed your easy going way of life. You have the best grin and smile and sometimes I though you snuck the cookie from the cookie jar with your mischievous smile! Friends forever! Semper Fi!"

submitted by Charles V. Rex IV

"Terry was the epitome of the citizen-soldier. He was born and raised in Tillamook, Oregon. In 1969, Terry became an Air Force pilot, stationed at Randolph Air Force Base, Texas; Hurlburt Field, Florida; and Cannon Air Force Base, New Mexico. During Vietnam, Terry was stationed at DaNang Airfield as a Bronco (OV-10) pilot flying over 300 combat missions. He was awarded the Distinguished Flying Cross, an award reserved only for those that distinguish themselves by single acts of heroism or extraordinary achievement while in aerial flight, not once, but three times. He continued his military service after the war serving with the Oregon Air National Guard flying the F-4C Phantom as the flight wing commander. While in the Air National Guard, he was selected and attended the most distinguished senior service school in the country, the National War College, located at Fort McNair in Washington, DC. While there, he obtained a master's degree in National Security Strategy and Policy. He retired from the Air Force as a Colonel in 1996 just short of 27 years of service. For his distinguished service, Terry was inducted into the Evergreen Aviation Museum's "Oregon Aviation Hall of Honor" in 2005.

Beyond his selfless service to the country, Terry was a lifelong student and teacher. Upon graduating from Tillamook High School in 1964, he continued his education at the University of Oregon in Eugene, earning a Bachelor of Science degree in Economics and Political Science in 1968. He became a real estate appraiser following his college graduation, only putting the profession on hold for his military service. Upon returning from Vietnam, he continued his appraisal career while also earning his Juris Doctorate from Lewis & Clark Law School specializing in real estate law in 1977. In guiding the appraisal profession, Terry served as the Vice-Chair and Chair of the Oregon Appraiser Certification Board and later as a member of the Appraiser Qualifications Board (AQB) for The Appraisal Foundation. Terry was an instructor for the Appraisal Institute and served as the Chair/Director of Region I from 2009 to 2014.

When I moved from the East Coast to Oregon in 2010, Terry was one of the first to welcome me into the local appraisal community. We shared the common bond of military service and time at the National War College and reminisced on numerous occasions. Terry was always available to give sage advice on all matters of life. He will be greatly missed. May he have "Blue Skies and Tail Winds!"

submitted by Brian H. Brooks, SRA

A final road trip skyward

"There are a couple of Robert Louis Stevenson quotes that are fitting when I think of Terry

Bernhardt. The first, apropos to this season, is "A friend is a gift you give to yourself" and the second, paraphrased, is don't judge a person by the harvest they reap but by the seeds that they plant.

I first met Terry in June, 2008. He was teaching the Appraisal Institute class Appraising High Value and Historic Homes. The class is still memorable to me because Terry shared his stories and experiences of a historic house he once owned and it was a perfect blend of prescribed class material and color commentary to enhance the classroom experience. And Terry was colorful. During this class and many times after he could not have been more enthusiastic about the Appraisal Institute and encouraging about getting designated, as well as being generous with his time. Terry was a person who I would like to emulate but by definition emulate means meeting or surpassing, so I will try to just follow his lead when I can. Both of us liked a good road trip, shared a passion for the Appraisal Institute and contributed via service. We may not have been aligned politically but I respected his passion and expression and he reminds me of my dad, another spirited, service-oriented, veteran who occasionally overdoes things. One of the best moments of my two decades of being an appraiser was when Terry told me he was proud of me after I chaired an Appraisal Institute conference that the Oregon Chapter hosted.

With all things being temporary, my time with Terry was brief but his influence will be long lasting. It was a gift to know Terry during the time I did and he planted a seed that has room to grow and his legacy is alive in me with the professionalism and service he instilled. I aim to pass on his generosity of spirit. Terry is, and will be, missed dearly."

submitted by Roxanne R. Gillespie, MAI

"As Eleanor Roosevelt once said:

Many people will walk in and out of your life, but only true friends leave footprints in your heart.

Terry left a footprint in my heart. Terry and I have been colleague, friends, and Appraisal Institute professionals for over 30 years. Terry and I worked diligently when The Society of Real Estate Appraisers and the Appraisal Institute started the conversation about merging together. Terry was an SRA from the Society, and I was working on my MAI from the Institute, along with several other Oregon members from both organizations. After a few meetings, and realizing that we all shared a common goal, the Appraisal Profession. It was an easy task to merge the two Oregon chapters together, and become the power of one.

Terry and I also served many years together on the Appraiser Certification Licensure Board. I can remember a very contentious time with the ACLB and a class action lawsuit brought by Chicago Title. As the representatives from Chicago Title started to line the room, Terry walked by and said, well, well, well, did you all fly in just for this meeting? Under his breath, he muttered.....I hope you all miss your flight home, and let the Oregon Appraisers set you straight. As the chair of the ACLB at that time, I of course, had to ask him to dismiss himself from the meeting, because he could not show an unbiased and neutral position, during this very contentious time.

Third and lastly, Terry was my long time co-instructor for many of the Appraisal Institute courses over 20 years. We took great joy in co teaching, AI Principles and Procedures classes. We truly enjoyed being able to work together to educate new appraisers. During the years of teaching, we became very close friends and colleague. He would joke in the class, that I was his second wife from another life, as I would assist with teaching, getting lunch, dinner and making sure the hard work that Vicki had done to get the classes together, would not be undone. Laughter, humor, caring, and being impeccable with his word, is how I would best describe my friend, colleague, and fellow Appraisal Institute professional. You will be deeply missed." (This photo was taken in 2009 at the Phoenix Inn(now Doubletree by Hilton) in Tigard when we were co-teaching the Basic Appraisal Principles together.)



*Your friend and colleague,
Roxanne R. Gillespie, MAI*



Hans Eugene, MAI

hans.eugene@cushwake.com

One of the 2020 Goals for the Oregon Chapter was to enhance the connections between the Chapter and colleges and universities throughout the region. According to the *Appraisal Institute's US Valuation Profession Fact Sheet Q1 2019*, the demographics of the existing cadre of appraisers throughout the United States is primarily composed of professionals that have been in the industry for over 20 years (55%) and are over 51 years in age (71%). The demographic data suggests that in the coming years, as established seasoned appraisers take on less work and eventually leave the workforce, there will be a business need for a new generation of professionals to provide the increasingly sophisticated valuation analyses needed by market participants.

The specialized multidisciplinary nature of appraisal work coupled with the process for obtaining licensure often make it difficult for potential appraisers to accomplish all the requirements necessary to thrive upon entering the workforce. Earlier exposure to the topics and valuation techniques at the undergraduate and graduate levels can provide potential entrants into the valuation profession familiarity with tools and trends appraisers are utilizing daily within the profession. Undergraduate students in Portland State University's (PSU) School of Business concentrating in Finance now have that opportunity while working toward the completion of their degree. Beginning in 2020, the Real Estate Valuation I course in PSU's School of Business Administration: Center for Real Estate now qualifies as an elective toward the popular Finance concentration at PSU. This change has been a catalyst in increasing undergraduate enrollment in a course that historically has been taken primarily by graduate-level students in the Master of Real Estate Development Program (MRED) at PSU.

In the course, the fundamentals of appraising real estate are introduced with a focus on valuation techniques for income-producing real estate assets. Students become familiar with the analysis of real estate income and expense, net operating income, leveraged and unleveraged cash flows, debt coverage ratios, direct capitalization, multipliers, and discounted cash flows. Marketability analysis, highest and best use concepts, zoning, environmental issues, and the risks and rewards of real estate development are also discussed. Despite the challenges presented with the 10-week course temporarily being moved online, feedback from students that took the course in the Spring Quarter of 2020 were very positive. Students reported the course aided in furthering their educational development and ultimately resulted in strong interest from both graduates and undergraduates about the next steps to advance in the field of real estate valuation.

No single course will be able to provide everything new entrants need to be able to excel in the field of appraisal. However, real estate courses like the ones offered at PSU can plant a seed of interest and build a base of knowledge to explore the specific valuation techniques utilized in the real estate industry and appraisal profession. As the business needs of property owners, lenders and other market participants grow in sophistication and the laws governing real estate and the underlying appraisal problems evolve in their complexity, a rising generation of valuation professionals will be needed to push the occupation forward. At the Oregon Chapter, we want to help in supporting the next generation rise to the challenge.

If you have an employment opportunity for a valuation professional and would like it to be included in the Oregon Chapter's Employment Bulletin please contact the Oregon Chapter's Executive Director, Vicki Champ (503.316.1979 or email aioregon@oregonappraisers.org). Additionally, if you are interested in learning more about potential candidates at PSU that could meet your employment needs please contact Julie Gibson, MBA (jcgibson@pdx.edu), the Executive Director at PSU's School of Business Administration.

The author of this article is Hans Eugene, MAI. Mr. Eugene is a Director within the

Virtual continuing education- February 18, 2021

7 Hour National USPAP Update(2020-2021 USPAP)-offered by Zoom

Thursday, February 18, 2021

8:30-4:30pm

\$160

Approved for 7 hours of continuing education in most states, please check with your state licensing agency to make sure they accept the virtual(Zoom) offering of this course. states as well.

Instructor: TBA

Some AI educational programs may not be approved in every state for virtual offerings. Students should **check state approvals** prior to registering for any Appraisal Institute program.

Who should enroll

General and residential real property appraisers who have successfully completed the **15-Hour National USPAP Course**

Description

This 7-hour update course, copyrighted by The Appraisal Foundation, focuses on recent changes to USPAP requirements for ethical behavior and competent performance by appraisers. The course, which clarifies several commonly misunderstood aspects of USPAP, will aid participants in all areas of appraisal practice seeking updated competency in USPAP, including those subject to state licensing or certification and continuing education requirements imposed by professional organizations, client groups, or employers.

NOTE. Appraisers must successfully complete the 7-Hour National USPAP Update Course every 2 years to meet the USPAP continuing education requirement.

State licensed and certified course participants who wish to complete the **15-Hour National USPAP Course** may do so, but it will only count for state CE (elective) credit and will not meet the National USPAP requirement for state licensing retention.

Objectives

- Present and explain the new revisions to USPAP adopted in 2019 and effective from January 1, 2020, through December 31, 2021.
- Present the current changes to USPAP in a variety of scenarios for class discussion.
- Present scenarios that challenge participants to interpret and apply USPAP to situations they encounter in their daily practice.

Prerequisites

15-Hour National USPAP Course or equivalent

AI and Non Member price: \$160

If you're considering taking a Zoom class from another chapter, please check with ACLB before you take the class to make sure the instructor is on their approved instructor list. Oregon's requirements are different than other states. If you have questions about this please **email** Vicki in the chapter office.



Upcoming Events

February 18- 7 Hr. USPAP Update(Zoom)
(watch for registration to open up soon)

We're working on the 2021 education schedule. If interested in a particular seminar please contact Vicki Champ at 503.316.1979 or email aioregon@oregonappraisers.org. As of right now we're only able to offer continuing education classes by Zoom, the National office still offers designation offerings.

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Sincerely

Karen Storm, MAI
Newsletter Editor,
Greater Oregon Chapter of the Appraisal Institute
karen.storm@cushwake.com
