

The Los Angeles County Chapter of the International Association of Assessing Officers is pleased to invite you to:

# 2024 Spring Seminar

## Register Online Today!

<https://givebutter.com/IAAOLA-2024SPRINGSEMINAR>

\$20.00 for IAAO Members  
\$30.00 for Non-IAAO Members



Date: Wednesday, May 1, 2024

Time: 7:30 a.m. - 4:30 p.m.

Location: Zoom

\*Earn up to 7 hours of BOE credits (BOE approval pending)

\*BOE credit request submitted by LA County

\*Member rate for new appraisers (RP78, RP79, RP80, PP21, PP22, AA1, AA2)

\*Last day to register April 28, 2024



SCAN QR CODE  
TO PURCHASE TICKETS!

Contact Us:

For questions or more information contact the IAAO-LA events staff at: [IAAO.LA.Events@gmail.com](mailto:IAAO.LA.Events@gmail.com)

Or visit our website at: [WWW.IAAOLA.ORG](http://WWW.IAAOLA.ORG)

# 2024 Spring Seminar Schedule

- 7:30 a.m. - 7:45 a.m. Jesse Zhu  
*“A message from the IAAO-LA Chapter President”*

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- 7:45 a.m. - 8:45 a.m. Shawn Wilson, MAI - Compass Real Estate Consulting, Inc.  
*“Improve your odds for success in tax appeal hearings”*

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- 8:45 a.m. - 9:45 a.m. Rob Klein, MAI, MRICS, AI-GRS, ASA-GC - Cushman Wakefield  
*“Death Care Industry Asset Valuations”*

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- 9:45 a.m. - 10:00 a.m. Jeffrey Prang - Los Angeles County Assessor  
*“News from the LA Assessor’s Office”*
- 10:00 a.m. - 10:15 a.m. **Morning Break** 
- 10:15 a.m. - 11:15 a.m. Dr. Anthony Orlando, Associate Professor of Finance, Real Estate, & Law - Cal Poly Pomona & Brian An, Professor - Georgia Tech  
*“Natural Disasters, Renters, and the Policies to Help”*

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- 11:15 a.m. - 12:15 p.m. Brent Jones, Global Manager, Cadastre/Land Records & Lauren Voelker, Senior Solutions Engineer - ESRI  
*“GIS 101 for Property Assessment”*
- 12:15 p.m. - 1:15 p.m. **Lunch Break** 
- 1:15 p.m. - 2:15 p.m. John Tuteur - Napa County Assessor  
*“Valuing Vineyards for Assessment Purposes”*

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- 2:15 p.m. - 3:15 p.m. Brett Lunceford, Exemption Investigator - Santa Clara Assessor  
*“Exemptions and You”*

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- 3:15 p.m. - 3:30 p.m. **Afternoon Break** 
- 3:30 p.m. - 4:30 p.m. Peter Korpacz, MAI, CRE, FRICS - Korpacz Realty Advisors, Inc.  
*“Appraisal Myths and Market Realities”*

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# Speaker Spotlight!



Peter Korpacz has extensive experience in the real estate appraisal, counseling, publication, and research fields. He is president of Korpacz Realty Advisors, Inc., specializing in litigation-support, including expert witness testimony. His primary focus is in assessment work and includes cap rate studies, appraisal reviews, and valuations of regional malls, big-box properties, and other retail properties, data centers, hotels, valuations of major office buildings, including corporate headquarters, and methodology studies for valuations of various property types.

Mr. Korpacz was the founder and original publisher of the quarterly Korpacz Real Estate Investor Survey®. He was a principal researcher and advisor for the annual Emerging Trends in Real Estate® from the 2001 U.S. issue through the 2008 U.S. issue.

He is the author of numerous articles; contributor to numerous real estate books, including the 8th and 9th editions of *The Appraisal of Real Estate* and the 1st and 2nd editions of *The Dictionary of Real Estate Appraisal*, and is a former editor-in-chief of *The Appraisal Journal*. He is co-author of the article — *Changing Emphasis in Appraisal Techniques: The Transition to Discounted Cash Flow* — cited as one of nine articles out of more than 4,000 articles published in *The Appraisal Journal* in its first 75 years (1932-2007) that had a "meaningful influence on the readership."



Shawn Wilson, MAI, is a Florida State-Certified General Real Estate Appraiser, expert witness, and owner of Compass Real Estate Consulting, Inc. She has over 30 years of experience in the field of litigation appraisal and has testified in circuit and federal courts and in binding arbitration. She served as an appointed valuation Special Magistrate for tax appeal hearings for over 20 years, presiding over hundreds of hearings in six different Florida counties. She serves as Chair of the Florida Real Estate Appraisal Board and is an AQB Certified USPAP Instructor. She also served as Chairman of the Appraisal Practices Board (APB) for the Appraisal Foundation, and on the Appraisal Institute's National Board of Directors from 2011 to 2014. She has been a presenter at state and national conferences for the Appraisal Institute and the International Right of Way Association (IRWA), and has been an invited presenter at IAAO National Education Conferences and the IAAO Legal Conference.



Rob Klein joined Cushman & Wakefield of Pennsylvania in April of 2019. He is an Executive Director for the Valuation & Advisory Services. He is a member of the Hospitality & Gaming Group, the Senior Housing/Healthcare Industry Group and Cushman & Wakefield Global Services Appraisal Management Group.

Prior to joining Cushman & Wakefield, Rob was a Senior Appraiser with Valuation & Information Group (VIG) in Culver City, California in 2013, he joined Valbridge Property Advisors | New Jersey as Vice President and completed appraisal work on all commercial property types. In 2016, Rob joined Valbridge Property Advisors | Tampa Bay as a Partner/Senior Managing Director. Prior to gaining licensure as a Certified General Appraiser, Rob was a trainee at Certus Appraisal Group (Jacksonville, Florida 2005-2007), Dyco Real Estate (Denver, Colorado 2007-2008) and Reaves Lukens Company (Philadelphia, Pennsylvania 2008-2009).

Rob has extensive experience in the valuation of funeral homes (real property and going concern), cemeteries (real property and going concern), crematories (going concern), parking garages and residential subdivisions.

Rob has completed appraisal valuation and consulting assignments in 39 states for litigation, tax appeal, estate planning, eminent domain, market feasibility studies, conventional financing, U.S. Department of Agriculture financing, and U.S. Department of Housing and Urban Development financing.



John Tuteur is currently in his 7th term as Napa County Assessor-Recorder-County Clerk ex officio Registrar of Voters. John's 47.16 years of county service include 5th District Supervisor from 1973 through 1980 and County Assessor from 1987 through 1997.

John lives with third and fourth generation cattle ranchers on the property his parents purchased in 1951. John holds degrees from Yale University and UC Berkeley.

# Speaker Spotlight!



Brent Jones oversees Esri's worldwide strategic planning, thought leadership, and marketing activities for land records, cadastre, surveying, and land administration. As a recognized innovator, Jones specializes in modernizing existing land administration systems and designing new GIS-based cadastral management systems for small and large governments globally. He is a licensed professional land surveyor and engineer, NSPS Fellow (National Society of Professional Surveyors), honorary member of FIG (International Federation of Surveyors) past president of URISA (Urban and Regional Information Systems Association), past president of GITA (Geospatial Information and Technology Association), co-inventor of the geoblockchain, and a past member of the UNGGIM-LAS United Nations Committee of Experts on Geospatial Information Management sitting on the Expert Group on Land Administration and Management. Established in 1969, Esri creates systems that drive all components of land and cadastral administration, including addressing, registration, taxation/valuation, planning, and development.



Brett Lunceford joined the Exemptions group in the Santa Clara County Assessor's Office in 2019. Prior to working in exemptions, he worked in higher education, teaching communication courses at Penn State University and University of South Alabama. He has published two books and 44 articles and book chapters, and presented over 70 research presentations. He previously served as the president of the Media Ecology Association, president of the Alabama Communication Association, and the founding editor of Journal of Contemporary Rhetoric. He enjoys exemptions work because it is like having a different puzzle to solve every day. In his spare time, he enjoys composing experimental music and writing.



Anthony W. Orlando is an Associate Professor of Finance, Real Estate, & Law at California State Polytechnic University, Pomona, where he holds the title of Singelyn Fellow of Analytics in the College of Business Administration. He serves as Visiting Scholar at the Federal Reserve Bank of Atlanta, and he serves on the Public Finance Authority Board for the La Verne Enhanced Infrastructure Financing District.

Dr. Orlando teaches and conducts research at the intersection of finance, real estate, and public policy. He has published over a dozen peer-reviewed articles in top economics and finance journals, including the Cambridge Journal of Economics, Energy Economics, Real Estate Economics, and the Journal of Real Estate Finance & Economics. His latest book, *Keeping Races in Their Places: The Dividing Lines That Shaped the American City*, was hailed by Katherine O'Regan, former Assistant HUD Secretary, as "A book perfect for this moment."

Dr. Orlando received a Bachelor's in economics from The Wharton School of the University of Pennsylvania, a Master's in economic history from the London School of Economics and Political Science, and a PhD in public policy and management from the University of Southern California. He is a CFA charterholder and a member of the CFA Society of Los Angeles.

# 2024 Spring Virtual Seminar Topic Summaries

Wednesday May 1, 2024, 7:30am – 4:30pm

Zoom Webinar

Hosted by IAAO - Los Angeles County Chapter



## **#1 “Improve Your Odds for Success at Assessment Appeals Board Hearings”**

Shawn Wilson, MAI

President, Compass Real Estate Consulting, Inc.

Improve your chances for success at Assessment Appeals Board hearings by learning and applying forensic techniques for expert testimony. Learn to better defend your single property value opinion by creating persuasive evidence packets and planning a focused outline for direct testimony. Real-world illustrations and examples will be provided and discussed.

Appraisers will learn effective methods to prepare complex assessment appeals appraisal and present those appraisals before a board. Topics will include collecting and confirming property details for use in the three approaches to value, prioritizing information that has the greatest impact upon value, and presenting this information in a persuasive manner that can be understood by layman.

## **#2 “Death Care Industry Asset Valuations”**

Rob Klein, MAI, MRICS, AI-GRS, ASA-GC

Executive Director, Cashman & Wakefield

Presentation on modern techniques and methods for deriving accurate and supportable valuations for death care properties i.e., cemeteries and funeral homes. How to determine the income and expenses for death care properties, and common adjustments to apply when using the sales approach. Common items to identify and cost during construction.

## **#3 “The Trajectory of Rental Housing in the Wake of Natural Disasters”**

Anthony Orlando, Associate Professor of Finance, Real Estate & Law at

Cal Poly Pomona & GeorgiaTech

Brian An, Professor at Georgia Tech

Natural disasters fundamentally disrupt housing markets. They destroy homes, displace residents, and delay transactions. The long-run impact of any disaster depends critically on (1) how swiftly the market adjusts, (2) how costly the transition is, and (3) how equitably the costs are distributed across society. In this presentation, we use the multifamily rental market as a measure of these economic dynamics. We investigate how rents and vacancy rates evolve in the wake of six categories of natural disasters:

earthquakes, flooding, hurricanes and tropical storms, tornados, wildfires, and winter storms.

Appraisers will learn about the impacts of natural disasters on property values. Presenters will provide research based market analysis of these impacts on the cost approach, sales approach and income approach valuations. Appraisers will gain an understanding about the duration of impacts on value from different types of natural disasters and the damages that they cause to property. This will assist appraisers who are tasked with assessments for Misfortune or Calamity and Decline-in-Value applications after natural disasters.

#### **#4 “GIS 101 for Property Assessment”**

Brent Jones, Global Manager, Cadastre/Land Records, Esri  
Lauren Voelker, Senior Solutions Engineer, Esri

GIS is an essential technology in local government. It's how we share data internally and with the public. It enables us to make better decisions. Assessors use GIS to manage, analyze, visualize and share valuation and property data internally and with the public. This session will introduce the attendees to GIS, misconceptions, and opportunities. This session will discuss the range of applications and capabilities from creating simple parcel maps and integrating with CAMA to advanced visualization and sharing for improved public engagement.

Appraisers will emerge from the session with an understanding of how to use GIS and its layers to identify neighborhoods, positive and negative impacts to value, and other items that need adjustments in the sales or income approaches. This session will introduce appraisers to the GIS data used by CAMA programs to determine adjustments. Appraisers will learn how to use GIS alongside Pictometry to validate parcel data when physical access is not available.

#### **#5 “Valuing Vineyards for Assessment Purposes”**

John Tuteur, Assessor, Napa County

The assessed value of Napa County vineyards in tax year 2023-2024 accounted for approximately \$2.2 billion dollars of the total assessment roll of approximately \$52.8 billion. Like all other real property, vineyards are subject to Proposition 13, have base year values and are reappraised on changes of ownership and new construction (new vines or replanting). There are three main components of vineyards that contribute to the total value: the land, the non-living improvements (NLI) including stakes, trellises, irrigation and frost protection and the vines themselves.

Appraisers will become familiar with the methods to value vineyards, including determining the land value, differentiating real property improvements from personal property and fixtures, common adjustments that need to be made with vineyards, how

and when to value vines. Appraisers will know how to value planted land vs non-planted (but plant-able) land by the end of the session. Presenter will explain how to value non-residential improvements commonly found on a vineyard.

#### **#6 “Exemptions and You”**

Brett Lunceford, Exemption Investigator, Assessor’s Office of Santa Clara County

Presenter will explain the R&T codes behind exemptions and the impact upon the Assessment Roll. Appraisers will emerge with an understanding of common exemption types and the requirements to qualify. They will learn the differences between exemptions on Real Property and Personal Property. How to handle exemptions during an ownership transfer. Common misconceptions by the public and media about exemptions in California. What an appraiser needs to consider when assessing properties with an exemption or applying for an exemption.

#### **#7 “Appraisal Myths and Market Realities”**

Peter F. Korpacz, MAI, CRE, FRICS  
President, Korpacz Realty Advisors, Inc.

Appraisers will learn about common assumptions in appraisals and the market data that supports or refutes these assumptions. Presenters will show how to present these findings in an assessment appeal. Appraisers will gain an understanding about the difference between how textbooks describe properties and ownership, and how the market describes properties and ownership. Appraisers will know how to ensure that their assessments are using the market to determine full market value and how to prepare for agents or owners who present cases making assumptions before the board.