



Appraisal
Institute®

*Professionals Providing
Real Estate Solutions*



About the Appraisal Institute

About the Appraisal Institute: Setting the Standard for Quality

Whether you're seeking the services of a qualified real estate appraiser, are interested in a career in appraising or want to join the foremost membership organization for real property valuation professionals, you need to know about the Appraisal Institute.

For more than 75 years, the Appraisal Institute has been the world's leading organization of professional real estate appraisers. The organization has led the way in fostering and promoting the highest standards of practice through its designation programs, peer review process and education, research and publishing endeavors.

Professionals Providing Real Estate Solutions®

In keeping with the demands of today's marketplace, members of the Appraisal Institute form a network of *Professionals Providing Real Estate Solutions®* throughout the United States and abroad. Because they have met rigorous requirements relating to education, experience and demonstration of knowledge, appraisers holding the Appraisal Institute's MAI, SRPA and/or SRA membership designations have long been respected by courts, government agencies, lenders, corporations and others seeking real estate appraisal services.

These members can guide and support decisions to invest in, buy or sell property and answer questions about a property's value, quality and suitability for various uses. They may also serve as consultants on a wide range of real estate valuation and usage issues as well as appear as expert witnesses in legal proceedings.

A cornerstone upon which the Appraisal Institute was built, and by which it continues to serve the public, is that every member agrees to conduct his or her professional activities in accordance with the Appraisal Institute's Code of Professional Ethics and Standards of Professional Appraisal Practice. As further evidence of its commitment to ethics and standards, the Appraisal Institute administers a highly refined peer review process through which it enforces these Standards and Code of Ethics.

The Leader in Appraiser Education

As the leader in real property appraiser education, the Appraisal Institute offers an extensive curriculum of introductory and advanced courses, as well as a wide range of seminars on specialty topics. These programs are designed to address the needs of all real estate appraisers, ranging from those just entering the profession and earning credit toward state licensing or certification to seasoned practitioners who wish to keep abreast of the latest techniques and developments. Many of these programs also serve to help other industry professionals gain further insight and understanding of real estate valuation techniques and processes.

In addition to offering real estate appraisers options for earning continuing education credit for license renewal or Appraisal Institute designation requirements, Appraisal Institute seminars and specialty courses offer them the opportunity to expand their skills and, ultimately, their customer base. These continuing education alternatives are high-quality educational experiences on timely and relevant topics for appraisers on the move and concentrate on helping appraisers build real-world skills.

The Appraisal Institute's Education Network brings courses and seminars to the local level through its chapters around the country. These programs are taught primarily by designated members of the Appraisal Institute, who are not only experienced in the field of real estate valuation but are also familiar with the day-to-day challenges that appraisers face. Some courses and seminars are available online, which combines the strengths of traditional, classroom-based instruction with the flexibility of self-study and the enhancements of the digital medium. Detailed information on all Appraisal Institute education opportunities, including descriptions and continuously updated schedules, is available at www.appraisalinstitute.org/education.



The World's Leading Publisher of Appraisal Literature

The Appraisal Institute is the world's largest publisher of real estate appraisal literature. *The Appraisal of Real Estate*, now in its 13th edition, has served generations of professionals as THE premier text on real estate valuation. In addition to a series of general reference works, every year the Appraisal Institute adds to its extensive list of publications, covering contemporary practice issues, advances in methodology and technology and the valuation of a wide range of special purpose properties.

The Appraisal Institute also publishes *The Appraisal Journal* and *Valuation* magazine. The peer-reviewed *Journal* has served as the top forum for appraisal professionals and has become the most frequently referenced periodical in appraisal literature. *Valuation* magazine focuses on innovative features and practical ideas to assist real estate appraisers in conducting their business. Appraiser News Online, the Appraisal Institute's free e-newsletter, keeps appraisers abreast of industry trends as well as legislative and regulatory matters impacting appraisers.

A complete list of titles available from the Appraisal Institute is available on our Web site at www.appraisalinstitute.org/store.

A Voice in Washington

The Appraisal Institute maintains a government relations office in Washington, D.C., which regularly communicates with federal and state legislators and regulators to encourage the adoption of appraisal policies that best serve the public interest and the industry. The office pursues opportunities for Appraisal Institute members and other leaders in the profession to testify before Congress in the interest of the real estate appraisal community and provides background briefings to legislators and their staffs on critical real estate appraisal industry issues. We have also forged strategic coalitions with consumer groups, homebuilders, the mortgage insurance industry and various related professional real estate associations. Such continuing interaction with government entities and related organizations highlights the role Appraisal Institute members play in advancing sound practices in real estate lending, securitization, acquisitions and portfolio management and in serving as a critical safeguard for lenders, consumers and other clients.

A Resource to the Profession

In addition to its education and publishing programs, the Appraisal Institute serves as a resource for the profession in various other ways, including its Lum Library, InfoExchange and Career Center services. Through its extensive collection of books, journals and other reference sources, along with growing online connections to other databases, the Y.T. and Louise Lee Lum Library provides support for the research needs of members as well as the profession at large.

Another resource is the Appraisal Institute's Leadership Development and Advisory Council (LDAC), which fosters the development of new leaders in the industry and recognizes the importance of establishing an "appraiser presence" in Congress. LDAC conducts an annual series of roundtable discussions on key issues impacting the profession and leads participants through the lobbying process on Capitol Hill.

In today's rapidly evolving marketplace the Appraisal Institute's Appraisal Standards Committee keeps vigilant watch for issues concerning appraisal ethics and standards. The Appraisal Standards Committee then addresses any professional practice issues through comments and guidance.

A Global Influence

As the world becomes more interconnected and interdependent, capital flows readily across borders and investors are looking for independent, ethical and well educated valuers, unlimited by geographic boundaries. To meet this demand valuers must increase their international networks. The Appraisal Institute assists valuers in every part of the world by providing education products and membership and networking opportunities.

Over the last several years the Appraisal Institute has expanded its education programs to Asia, Europe and the Middle East and has a growing international membership. The organization also continues active involvement in regional and international real estate federations including the International Valuation Standards Committee (**IVSC**), the International Real Estate Federation (**FIABCI**), the Union of Pan-American Valuation Organizations (**UPAV**), the International Federation of Surveyors (**FIG**) and the European Group of Valuers' Associations (**TEGoVA**).

Membership Opportunities

Membership in the Appraisal Institute is open to appraisal practitioners as well as individuals from allied fields. The Appraisal Institute has four basic membership classes: designated members, associate members, trainee associate members and affiliate members. Practicing appraisers may join the Appraisal Institute as associate members and choose to work toward the MAI or SRA designations now conferred by the organization. Affiliate membership is open to individuals who are not performing work governed by the Uniform Standards of Professional Appraisal Practice, such as bankers, attorneys, college students and government agency representatives. All members have ongoing access to a variety of services and benefits as well as a nationwide network of peers for support and assistance. Appraisal Institute professional membership designations are conferred on individuals who have met stringent education requirements and have demonstrated appraisal experience. Those entering the appraisal profession are encouraged to participate in these designation programs, which go beyond many state licensing and certification requirements.

Once designated, members participate in a program of continuing education. Currently, the Appraisal Institute confers the MAI and SRA designations. Some members may also hold the SRPA designation.

MAI: Members who hold the MAI membership designation are experienced in the valuation of commercial, industrial, residential and other types of properties, and advise clients on real estate investment decisions.

SRPA: The SRPA membership designation is held by appraisers who are experienced in the valuation of commercial, industrial, residential and other types of property.

SRA: The SRA professional membership designation is held by real estate solutions providers who are experienced in the analysis and valuation of residential real property.

How to Join the Appraisal Institute

The Appraisal Institute is moving fast to keep its members ahead in their profession. As rapidly as the appraisal profession is changing, appraisers today need to prepare for the future. The Appraisal Institute has the reputation, technology, education, publications, communications and representation to help you build marketing advantages for your career and business. At the Appraisal Institute, you will find the best opportunities in an evolving market. Join the Appraisal Institute today and help diversify your business and boost your income. For more information, consult www.appraisalinstitute.org/membership.

How to Find a Member of the Appraisal Institute

It's easy to find a member of the Appraisal Institute. Simply go to www.appraisalinstitute.org and look for the "Find an Appraiser" option. You can search for designated members by name as well as geographically by city, county, state and metropolitan statistical area (MSA). You can also obtain the Appraisal Institute's Directory of Members on CD-ROM by calling 1-888-7JOINAI or e-mailing info@appraisalinstitute.org. The disk is available at no charge.

For further assistance in finding a designated Appraisal Institute member in your area, call 1-888-7JOINAI, send an e-mail to info@appraisalinstitute.org, or visit our Web site at www.appraisalinstitute.org.

The Appraisal Institute is a global membership association of professional real estate appraisers, with 25,000 members and 91 chapters throughout the world. Its mission is to advance professionalism and ethics, global standards, methodologies, and practices through the professional development of property economics worldwide. Organized in 1932, the Appraisal Institute advocates equal opportunity and nondiscrimination in the appraisal profession and conducts its activities in accordance with applicable federal, state and local laws. Members of the Appraisal Institute benefit from an array of professional education and advocacy programs, and may hold the prestigious MAI, SRPA and SRA designations.

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