

The Best of the Best

MAI Designated Members of the Appraisal Institute

The Appraisal Institute confers MAI Designated membership on commercial and general real estate appraisal professionals demonstrating the highest standards of education, expertise and ethics. In its continuing mission to elevate the real estate valuation profession, the Appraisal Institute specifies rigorous requirements for MAI Designated membership regarding experience, education and moral character. Brokers, bankers, lenders, buyers and sellers working with appraisers who are Appraisal Institute MAI Designated members may know that Appraisal Institute MAI Designated members have demonstrated knowledge, experience, and commitment to the profession, and agree to adhere to the organization's strict code of professional ethics and standards of professional appraisal practice.

MAI Designated members of the Appraisal Institute instill confidence.

These appraisers may have the necessary commercial property valuation experience and knowledge to produce a valuation that instills confidence.

MAI Designated members of the Appraisal Institute inspire trust.

MAI Designated members agree to adhere to the Appraisal Institute code of professional ethics and standards of professional appraisal practice, underscoring their commitment to sound and ethical professional practice.

MAI Designated members of the Appraisal Institute provide insight.

These appraisers stay abreast of current developments and legislation pertaining to commercial real estate and property valuation. They help to ensure that appropriate market conditions are considered and that the appraisal complies with relevant regulations.

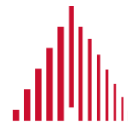
MAI Designated members of the Appraisal Institute are recognized for their excellence.

The MAI designation has long been recognized by courts of law, government agencies, financial institutions and investors as a mark of excellence in the field of real estate valuation and analysis.

Requirements for the MAI designation far exceed those for state certification.

Appraisal Institute individuals wishing to receive the MAI designation must:

- Demonstrate good moral character and be a general Candidate for Designation in good standing for at least 12 months prior to applying for MAI Designated membership.
- Earn a four-year degree from an accredited college or university.
- Receive credit for 4,500 hours of specialized experience over a period of at least three years, or alternative.
- Provide proof of passing an applicable USPAP course/exam and complete the Appraisal Institute *Business Practices and Ethics* course. Candidates for Designation who practice solely outside the United States may complete the International Valuation Standards course instead of the USPAP course.
- Pass the AI General Comprehensive Examination.
- Required to have a general state certification (or equivalent), or the following Level 1 exams:
 - *Basic Appraisal Principles;*
 - *Basic Appraisal Procedures;*
 - *Real Estate Finance, Statistics, Valuation Modeling;*
 - *General Appraiser Market Analysis and Highest and Best Use;*



- *General Appraiser Sales Comparison Approach;*
- *General Appraiser Site Valuation & Cost Approach;*
- *General Appraiser Income Approach/Part I;* and
- *General Appraiser Income Approach/Part II.*
- Credit must be received for the following course and examination:
 - *General Appraiser Report Writing & Case Studies*
- Credit must be received for the following Level II examinations:
 - *Advanced Income Capitalization;*
 - *Advanced Market Analysis and Highest and Best Use;*
 - *Advanced Concepts & Case Studies or equivalents;* and
 - *Quantitative analysis.*
- Receive credit for the Demonstration of Knowledge Requirement.

MAI Designated membership represents the best of the best in the commercial and general real estate valuation profession. Learn about Appraisal Institute designations at http://www.appraisalinstitute.org/airesources/designated_mem.aspx

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