

# Schedule

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## **SECTION 1. (Morning)**

### **Introduction**

Registration  
Introduction and Classroom Rules

### **Chapter 1. Why Do Clients Want Appraisals?**

Preview: Chapter 1  
Clients Who Need Appraisals  
Reasons Client Need Appraisals  
Why Do Borrowers Make Their Mortgage Loan Payments  
Strategic Defaults  
An Opinion of Value  
Appraiser Qualifications  
Appraiser as a Professional Shopper  
Appraiser – Psychologist  
Case in Point. Unusual Feature  
Case in Point. Popular Features  
Difficulty in Predicting Human Behavior  
Case in Point. Reliability of Sales  
Do Buyers Study Comparable Sales

### **Chapter 2. What Does “Value” Mean?**

Preview: Chapter 2  
Meaning of “Value”  
Definition of Value  
Value in Use (Use Value)  
Case in Point. Which Type of Value  
Market Rent  
Case in Point. Most Likely Buyer  
Cost  
Case in Point. Obsolescence  
Morning Break

## **SECTION 1, cont.**

### **Chapter 3. Market Value Components**

Preview: Chapter 3  
Gross or Net Value  
Gross Versus Net Value  
Personal Property  
Anticipated Sale Price  
Date of Valuation

### **Chapter 4. Market Analysis**

Preview: Chapter 4  
Choosing the Subject Property's Market  
Mortgage Loan Risk  
Inventory Versus Sales Rate  
Supply and Demand Analysis  
Exhibit 4.1. Example of Search Criteria & Results  
Are Adjustments for Oversupply Needed

### **Chapter 5. Market Consistency**

Preview: Chapter 5  
Choices and Market Consistency  
Case in Point. Competitive Markets  
Case in Point. Exhibit 5.2  
Morning Break  
Importance of Market Consistency to Appraisers  
Exhibit 5.3. Grid for a Market with Many Options  
Other Reasons for Inconsistency  
Exhibit 5.5. Poor Selection of Sales  
Other Reasons for Inconsistency, cont.  
Problems with Secondary Market Gross and Net Adjustment  
Guidelines

## **SECTION 1, cont.**

### **Chapter 6. Beginning the Appraisal Assignment**

Preview: Chapter 6  
A Blank Slate for Appraisals  
Exhibit 6.1. The Valuation Process  
Exhibit 6.2. Page 1 of URAR  
Data Collection and Property Description  
Case in Point. Using Correct Data  
Challenges in Looking for Comparable Properties  
Exhibit 6.3. Page 2 of URAR  
Challenges in Looking for Comparable Properties, cont.  
Research Errors  
Research Sources  
Possible Errors  
Search Tools in Your Database  
Second or Third Search  
Sales That Do Not Get Reported Correctly  
Lunch Break

## **SECTION 2. (Afternoon)**

### **Chapter 7. Approaches to Value and How They Relate to Each Other**

Preview: Chapter 7  
Relationship of the Three Approaches to Value  
Case in Point. Highest and Best Use and Most Likely Buyer  
Case in Point. Highest and Best Use and Market Segment  
The Cost Approach  
Depreciation Extracted from Sales  
Exhibit 7.1. Depreciation Extracted from Sales, cont.  
Case in Point. Supporting Adjustments  
The Income Capitalization Approach  
The Sales Comparison Approach  
Case in Point. Conflict in Database  
Case in Point. Expired Listing  
Case in Point. Inclusion of Other Items

## **SECTION 2, cont.**

### **Chapter 8. The Psychology of Sales Comparison Analysis**

Preview: Chapter 8  
Motivation of Buyers and Sellers  
Case in Point. Importance of Studying the Same Market  
Case in Point. The Back Story  
Exhibit 8.1. Market Anomalies  
Not All Sales Are Indications of Value  
Case in Point. Most Likely Buyer  
Sales Resulting from the Use of or Threat of Eminent Domain  
Sales That Include Trade-In Properties  
Case in Point. Trade-in House  
Contract to Build a New Home  
Sales with Planned Conversions to Other Uses  
Sales in Which the Parties Are Related to or Involved with  
Each Other  
Case in Point. Sales in Which the Parties Are Related, cont.  
Sales in Which the Buyers/Sellers Have Unusual Motivations  
Case in Point. Sales in Which One of the Parties Is Not Well  
Informed  
Sales to Adjacent Owners  
Case in Point. “Knock on the Door” Sales  
Case in Point. Sales as Part of Bulk Transfers  
The Appraisal of Other Goods and Services  
Alternatives for Buyers and Sellers  
Afternoon Break

## **SECTION 2, cont.**

### **Chapter 9. The Logic Behind the Sales Comparison Approach**

Preview: Chapter 9  
Sales Comparison Approach and Spreadsheet Grid  
Exhibit 9.1. Two- to Four-Unit Properties  
Reasons Market Value Opinions and Sale Prices May Differ  
Sales That Are Not Comparable Sales  
A Historical Perspective on the Subject Property's Market Activity  
Case in Point. Property Not Listed Correctly in the MLS  
Case in Point. Change Made to Property After Listing  
Contract Sale Price of the Subject Property  
Case in Point. Sale Price Above Market  
Exhibit 9.2. Example Grid A  
Exhibit 9.3. Example Grid B  
URAR Form. Prior Sales of the Subject Property and Comparable Sales  
Exhibit 9.4. Extraction of Market Appreciation Rate from Prior Sales  
What Does a Prior Sale or Listing Tell the Appraiser About the Subject Property  
Exhibit 9.5. Market Appreciation Extracted from Other Sales  
What Does Prior Sale or Listing Data Tell the Appraiser  
Exhibit 9.6. Grid with Active Listings

### **Part 10. Sales Comparison Grid Analysis**

Preview: Chapter 10  
The Psychology Behind the Adjustment Grid  
Case in Point. Selection of Comparable Sales  
Buyer Search Priorities  
Case in Point. Anticipating Behavior  
What Do Buyers Consider  
Consider This  
Exhibit 10.1. Broker's MLS Input Sheer  
Afternoon Break  
Sales Comparison–Paired Data Analysis  
Case in Point. Exhibit 10.2  
Case in Point. Exhibit 10.3  
Case in Point. Exhibit 10.4  
Exhibit 10.5. Advanced Analysis  
Exhibit 10.6. Advanced Analysis  
Exhibit 10.7. Advanced Analysis  
Exhibit 10.8. Advanced Analysis  
Case in Point. Data Consistency

## **SECTION 2, cont.**

### **Chapter 10. Sales Comparison Grid Analysis, cont.**

Using Income Capitalization to Support Adjustments

Exhibit 10.10. *GRM* Support

Using the Cost Approach to Support Adjustments

Depreciated Cost Analysis Procedure

Exhibit 10.11. Cost Approach

Exhibit 10.12. Does Cost Equal Value

A \$20,000 Generator

Bracketing the Subject Property

Exhibit 10.13. Adjustments

Exhibit 10.14. Adjustments, cont.

Exhibit 10.15. Improvements

Exhibit 10.16. Adjustment Rate

Case in Point. Buyer Interviews

### **Chapter 11. Review of Sales Comparison Adjustment Procedures**

Preview: Chapter 11

Exhibit 11.1. URAR Form Adjustment Grid

Specific Adjustments

Case in Point. Appraiser Certification

Case in Point. Finding Comparable Neighborhoods

Case in Point. Leasehold/Fee Simple

Specific Adjustments, cont.

Case in Point. Adjustment Needed

Case in Point. Specific Adjustments, cont.

Exhibit 11.2. Analysis Before GLA Adjustment

Exhibit 11.3. Analysis After GLA Adjustment

Exhibit 11.4. Basement and Finished Rooms Below Grade

Specific Adjustments, cont.

Review