



**Appraisal  
Institute®**

*Professionals Providing  
Real Estate Solutions*

# Real Estate Finance, Statistics, and Valuation Modeling

**The Northern Ohio Chapter of the Appraisal Institute presents “Real Estate Finance, Statistics, and Valuation Modeling”**

**DATES:** November 2-3, 2007

**TIME:** November 2 – registration is at 8:00 a.m. with class from 8:30 a.m. – 5:00 p.m.  
November 3 – class from 8:30 a.m.–5:00 p.m. (exam is the last hour)

**LOCATION:** Hilton Garden Inn/Cleveland Airport, 4900 Emerald Ct. SW, Cleveland, OH 44135, phone number 216-898-1898. Guest rooms may be reserved at \$85 per night by mentioning the Appraisal Institute up to three weeks prior to the class. After this, rooms may be reserved at \$85 per night depending on availability.

**About Real Estate Finance, Statistics, and Valuation Modeling:** This two-day course provides an introduction to statistics, real estate finance, and modeling with applications to residential and commercial real estate appraisal. On the first day, you will develop an understanding of basic statistics and statistical analysis and learn how those skills can be used in valuation and evaluation practice. On day two, you will gain an understanding of real estate finance markets, learn about credit conditions and their impact values on appraisal, and calculate and interpret fundamental numbers on loan payments and balances. Successful completion of the course and exam should satisfy most states’ education requirements in the content area identified as real estate finance, statistics, and valuation modeling.

**General Information:**

- **Calculators.** A financial calculator is required. The accepted model used in the course is the HP 12 C.

**Recommended Texts**

- *The Appraisal of Real Estate*, 12<sup>th</sup> edition
- *A Guide to Appraisal Valuation Modeling*
- *Practical Applications in Appraisal Valuation Modeling*

Books may be purchased online at [www.appraisalinstitute.org](http://www.appraisalinstitute.org)

**INSTRUCTORS:**

- Richard Borges, II, MAI

**ENROLLMENT:** Enrollment is on a first-come, first-served basis. The Northern Ohio Chapter reserves the right to cancel this course if the minimum enrollment level is not reached.

**COURSE CREDITS:** This course is good for 15 hours of pre-certification in appraisal. This course is good for 14 hours of continuing education in the State of Ohio in appraisal and real estate.

**ATTENDANCE:** Attendance requirements mandated by the state of Ohio will be strictly enforced. Certificates will be issued to those in attendance for 90% of the course hours or better.

**COURSE FEE:** \$400.00 (includes Continental breakfast and afternoon break)  
\$375.00 for AI members who register prior to October 18, 2007.

**CANCELLATIONS/REFUNDS:** a \$50.00 cancellation/refund fee will be applied to all requests for cancellation received within two weeks of the class. No refunds will be given for cancellations received less than one week prior to the start date of the course.

**REGISTRATION:** You may register online at [www.aiohio.org](http://www.aiohio.org), or print the application form and mail the form to the chapter with either a check or credit card information. A confirmation email will be sent out upon receipt of the registration. **Registration and payment should be received by October 25, 2007.**

**Registration form on next page.**

**ENROLLMENT APPLICATION**  
Real Estate Finance, Statistics, and Valuation Modeling—November 2-3, 2007

Name: \_\_\_\_\_ Designation: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ AI Member: \_\_\_\_\_ Yes \_\_\_\_\_ No

Appraisal License Number: \_\_\_\_\_ Real Estate License Number: \_\_\_\_\_

Circle all that apply: Certified General    Certified Residential    Licensed Residential  
Registered Appraiser Assistant    Real Estate Sales Person    Real Estate Broker

Seminar/Course Title: \_\_\_\_\_ Date: \_\_\_\_\_

Amount Enclosed: \_\_\_\_\_

Or Charge Card Information:

Exact name on card: \_\_\_\_\_

Card Type (circle one)            Visa                    MasterCard            American Express

Card No: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

If paying by check, please make check out to "Appraisal Institute". Mail check along with this registration form to:  
Appraisal Institute, Northern Ohio Chapter, P O Box 31665, Independence, OH 44131. If paying by credit card, either fax  
to 216-274-9289 or mail to the above address.

**PAYMENT DUE AT TIME OF REGISTRATION**

DETAILS OF ALL COURSES & SEMINARS ARE ON OUR WEBSITE AT [WWW.AIOHIO.ORG](http://WWW.AIOHIO.ORG)