

NORTHERN OHIO CHAPTER GENERAL MEETING & SEMINAR



“Sales Comparison Adjustments for the Commercial Appraiser”

September 19, 2007

A two-hour seminar presented by Jefferson
Sherman, MAI

Topics to be discussed

- The Ten Elements of Comparison
- Importance of Verification in the Sales Comparison Approach
- Qualitative or Quantitative: which is right for your problem
- Quantitative Adjustment Process
- Sample Quantitative Grid
- Sources of Adjustments and Examples

Date: September 19, 2007

Continuing Education: Pending approval for 2 hours with the State of Ohio in appraisal and real estate. This program was developed and is administered by the Northern Ohio Chapter. Attendees are eligible to receive 2.0 hours of Appraisal Institute continuing education credit.

RESERVATIONS MUST BE RECEIVED BY September 17, 2007 TO ASSURE A SEAT. A RESERVATION CANCELLED AFTER September 17, 2007 OBLIGATES THE REGISTERED ATTENDEE FOR THE COST OF THE DINNER.

Return to: Northern Ohio Chapter of the Appraisal Institute, P O Box 31665, Independence, Ohio 44131, fax to (216) 274-9289 or sign up online at www.aiohio.org.

Name:	Appraisal Institute Member: YES or NO (please circle one)
Mailing Address:	Appraisal Certification No. & License Type
City:	Real Estate Certification No. & License Type
State and Zip Code:	Daytime Phone:
Fax Number:	E-mail Address:

BOARD MEETING - 4:30 p.m.-5:30 p.m.

SOCIAL HOUR (cash bar) -- 5-6:00 p.m.

DINNER – 6:00-6:45 p.m.

GENERAL MEETING – 6:45-7:00 p.m.

SEMINAR – 7:00 -9:00 p.m.

COST: \$40.00 – Dinner & Seminar
\$25.00 – Dinner Only
\$15.00 – Seminar Only

At the Door Cost: An additional \$5.00

Place: DoubleTree Hotel, 6200 Quarry Lane,
Independence, Ohio 44131, 216-447-1300

**REGISTRATION MUST BE ACCOMPANIED BY
PAYMENT. THANK YOU!!!**