



**Appraisal
Institute®**

*Professionals Providing
Real Estate Solutions*

RESIDENTIAL SALES COMPARISON AND INCOME APPROACHES

**The Northern Ohio Chapter of the Appraisal Institute presents
“Residential Sales Comparison and Income Approaches” course – September 20-21, 2007**

DATES: September 18-21, 2007

TIME: September 18 – check in is 8:00 a.m. with class from 8:30 a.m. – 5:00 p.m.
September 19-21 -- class from 8:30 a.m.–5:00 p.m. (exam is the last two hours)

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 the Course: This new course will meet current and future AQB criteria. Through two in-depth case studies, this introductory course provides you with the techniques necessary for completing the sales comparison and income capitalization approaches of the valuation process. You will develop and apply qualitative and quantitative analysis techniques as well as organize and reconcile data.

PREREQUISITES: Successful completion of [*Basic Appraisal Principles*](#), [*Basic Appraisal Procedures*](#), and [*National Uniform Standards of Professional Appraisal Practice \(USPAP\) Course, 15-Hour*](#), or equivalent courses is required.

Students must sign a waiver at the beginning of the course stating that they have the prerequisites. If they do not, they will not hold the Appraisal Institute responsible and will not expect to receive special attention during the course.

INSTRUCTORS:

- Robert Kendall, MAI, SRA
- Charles Cather, SRA

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 30 hours of pre-licensure in real estate appraisal with successful completion of the exam. This course is approved for 28 hours of continuing education in the State of Ohio in both 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: \$650.00 (includes Continental breakfast and afternoon break)
\$625.00 for AI members who register prior to September 3, 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, 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. **Please register by September 6, 2007 to guarantee enrollment in the class.**

Registration form is on the following page.

ENROLLMENT APPLICATION
Residential Sales Comparison and Income Approaches – September 18-21, 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