



**Appraisal
Institute®**

*Professionals Providing
Real Estate Solutions*

APPRAISAL OF LOCAL RETAIL PROPERTIES

The Northern Ohio Chapter of the Appraisal Institute presents “Appraisal of Local Retail Properties”

DATES: October 5, 2009

TIME: Registration is at 8:00 a.m. with class from 8:30 a.m. – 5:00 p.m.

LOCATION: DoubleTree Hotel, 6200 Quarry Lane, Independence, Ohio 44131, phone 216-447-1300. The DoubleTree Hotel is located east of the I-77/Rockside Road exit. To reserve a sleeping room at the DoubleTree Hotel please call the hotel directly and mention the Appraisal Institute or go to:
<http://doubletree.hilton.com/en/dt/reservations/index.jtml?hotel=CLEHSDT&corporateCode=0560004829>

Appraisers who value unanchored strip shopping centers, neighborhood centers, community centers, and single-tenant retail facilities need to know about percentage rent and rent concessions, expense reimbursement, capitalization and discount rates, GIM analysis, the treatment of vacant space, and errors commonly made in the application of the sales comparison and cost approaches. During this seminar, you will explore sources of data on tenant creditworthiness, typical percentage rates, operating expenses, and parking ratios. You will also learn about specific site and improvement characteristics that impact value and the application of general appraisal methodology to retail properties. The seminar has been updated to include current charts, graphs, and practice problems that deal with the latest issues in the appraisal of local retail properties. The handbook includes current reference sources that can be used in an appraiser’s professional practice to monitor trends on a continuing basis.

INSTRUCTOR

- Don R. "Randy" Scheidt, MAI, CCIM

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 pending approval for 7 hours of continuing education for 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 100% of the course hours.

COURSE FEE: \$200.00
\$175.00 for AI members who register prior to September 21, 2009.

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. **Registration and payment should be received by October 22, 2009.**

Registration form is on next page.

ENROLLMENT APPLICATION
Appraisal of Local Retail Properties Seminar—October 5, 2009

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