



**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”

DATES: September 14-17, 2009

TIME: September 14 – registration is at 8:00 a.m. with class from 8:30 a.m. – 5:00 p.m.
September 15-17, 2009 – class from 8:30 a.m.–5:00 p.m. (exam is the last two hours on September 17)

LOCATION: University of Phoenix, 5005 Rockside Road, Independence, Ohio 44131, phone number 216-447-8807.

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.

Note: QE 2008 Course

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, 12th ed.*
- *Appraising Residential Properties, 3rd ed.*
- *The Dictionary of Real Estate Appraisal, 4th ed.*
- *Appraising Residential Properties, 4th ed.*

Books may be purchased online at www.appraisalinstitute.org

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. 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 100% of the course hours.

COURSE FEE: \$650.00
\$625.00 for AI members who register prior to September 1, 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 September 2, 2009.**

Registration form on next page.

ENROLLMENT APPLICATION

Residential Sales Comparison and Income Approaches Course—September 14-17, 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