



**Appraisal
Institute®**

*Professionals Providing
Real Estate Solutions*

APPRAISAL CURRICULUM OVERVIEW – RESIDENTIAL

The Northern Ohio Chapter of the Appraisal Institute presents “Appraisal Curriculum Overview – Residential”

DATES: October 1, 2010

TIME: October 1 – registration is at 8:00 a.m. with class from 8:30 a.m. – 5:00 p.m.

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

Note. This course is an Appraisal Institute requirement. Practicing SRA and RM Designated Members must attend the first day of the *Appraisal Curriculum Overview (1-Day Residential)* course (eight hours).

The *Appraisal Curriculum Overview* was designed to further the Appraisal Institute’s objective of improving the quality of the appraisal profession through quality education and a designation program with rigorous requirements.

The *Appraisal Curriculum Overview* is designed to

1. Familiarize appraisers with the rigorous content covered in the new qualifying education courses required by the AQB
2. Show appraisers recent developments of residential and general applications in the appraisal profession
3. Provide appraisers with practice in applying market analysis and highest and best use concepts and procedures
4. Provide appraisers with the opportunity to evaluate appraisal strengths as well as determine skill areas in which to seek further knowledge
5. Provide appraisers with recommended sources to refer to in order to improve skills and advance knowledge base.

The *Appraisal Curriculum Overview (1-Day Residential)* course schedule closely mirrors the valuation process. The day begins with a review of the Appraisal Qualifications Board’s new requirements, qualifying education, and Appraisal Institute advanced education. The course presents examples of how the new curriculum handles the residential appraiser’s definition of the problem, scope of work, and data collection. The remainder of the morning involves data analysis and details market analysis fundamentals, highest and best use (HBU) analysis procedures, reporting HBU conclusions, and where HBU fits in the valuation process. The afternoon covers land or site value opinion and the applications of the approaches to value. Throughout the day, participants will complete an anonymous self assessment at the conclusion of each part to help them determine content areas where they may need additional education or information.

Required Equipment

- HP-12C Calculator
- Laptop Optional

Prerequisites

Certified Residential Appraiser and/or Certified General Appraiser

INSTRUCTOR:

- Mark Ratterman, MAI, 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 7 hours of pre-certification in appraisal. This course is pending approval for 7 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 100% of the course hours.

COURSE FEE: \$200.00
\$175.00 for AI members who register prior to September 17, 2010.

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 22, 2010.**

Registration form on next page.

ENROLLMENT APPLICATION
APPRAISAL CURRICULUM OVERVIEW – RESIDENTIAL PACKAGE – October 1, 2010

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