

APPRAISAL EDUCATION AGENDA
November 3, 2015

CONSENT AGENDA

1. Appraisal Institute, Northern CA Chapter
 - a. 2015 Annual Fall Conference, 6 hours

2. Cannon Institute
 - a. The Expert as an Expert Witness, 7 hours

3. Dynasty Schools
 - a. General Appraiser Report Writing and Case Studies, 15 hours
 - b. Foreclosure Basics for Appraisers, 7 hours
 - c. FHA and VA Today, 7 hours
 - d. Covering All the Basics in Residential Reporting, 7 hours

4. Lied Institute for Real Estate Studies - UNLV
 - a. Forecast 2016 – Southern Nevada’s Commercial Markets: Finding a Way Back, 3 hours

5. McKissock
 - a. Exploring Appraiser Liability, 7 hours
 - b. Appraisers: How to Recognize and Avoid Mortgage Fraud, 7 hours
 - c. Advanced Hotel Appraising – Full Service Hotels, 7 hours
 - d. The New FHA Handbook 4000.1 – Live Webinar

6. Jolene Dance – Independent Course Approval
 - E&O Case Studies, AZ Appraiser State Conference, 7 hours
 - Commercial Appraisal Engagement & Review, AI, 7 hours
 - Subdivision Valuation, AI, 7 hours
 - Supervising Appraisers, AZ Appraiser State Conference, 4 hours

FOR DISCUSSION

7. American Society of Farm Managers & Rural Appraisers – CA Chapter (ASFMRA)
 - a. Technology Applications in Appraisal – Google Earth, 8 hours
 - b. In-Depth Unmanned Aerial Systems Workshop, 7 hours

8. Dynasty Schools
 - a. Advanced Residential Applications and Case Studies
 - b. Supervisor Trainee Course, 4 hours

1.a

STATE OF NEVADA
DEPARTMENT OF BUSINESS AND INDUSTRY
REAL ESTATE DIVISION

1179 Fairview Drive, Ste. E * Carson City, NV 89701 * (775) 687-4280
2501 E. Sahara Ave, Ste. 102 * Las Vegas, NV 89104 * (702) 486-4033
e-mail: realest@red.state.nv.us <http://www.red.state.nv.us>

Division use only:	
Receipt # _____	
Credential # _____	
Processor initials _____	
Date _____	

**APPRAISER CONTINUING EDUCATION
NEW COURSE APPLICATION**

***INCOMPLETE APPLICATIONS WILL NOT BE PROCESSED.
THE COURSE APPLICATION FEE IS NON-REFUNDABLE.***

School Name: Appraisal Institute - Northern California Chapter		Date: 10/09/15
Owner's Name: Not for profit association		School's Fax: 925/932-7754
School's Mailing Address: 1243 Alpine Road, Suite 102, Walnut Creek, CA 94596		
Education Contact: Lisa M. Estes		Contact's Email: lisa@norcal-ai.org
School's Main Phone: 925/932-7753		Contact's Phone: 925/932-7753
School Locations & Phone #s:		
Northern California Chapter is located 1243 Alpine Road, Suite 102, Walnut Creek, CA 94596		
However, our offerings are held throughout Northern California		
Purpose of School:		
To advance the professionalism and ethics, global standards, methodologies and practices		

Title of Course: 2015 Annual Fall Conference	
Delivery Method: <input checked="" type="checkbox"/> Classroom <input type="checkbox"/> Internet <input type="checkbox"/> Home Study	Hours of Instruction: (6)
Level of Difficulty: <input checked="" type="checkbox"/> Beginner <input checked="" type="checkbox"/> Intermediate <input checked="" type="checkbox"/> Advanced	
Course Objective: On completion of this course students will be able to:	
Update on RE appraisal valuation methods including CU and adjustments, laws/codes, compliance & litigation issues, market updates, green building	
Subject Classification: <input checked="" type="checkbox"/> Residential <input checked="" type="checkbox"/> General <input checked="" type="checkbox"/> Both <input type="checkbox"/> Ethics/Standards	
Ethics/Standards Justification:	
Course Fee: \$285 - \$365	Maximum Number of Participants: 350+/-

Is the course accredited, approved, or offered by any appraiser commission, trade commission or the Appraisal Qualifications Board? Yes No (If yes, please explain.)

When: BREa and SBE (Sept 2015)	Where: California	Approval #: BREa 15CP754601179
Additional Info: SBE Approval #101067; Also approved by the Appraisal Institute		

**STATE OF NEVADA
DEPARTMENT OF BUSINESS AND INDUSTRY
REAL ESTATE DIVISION**

1179 Fairview Drive, Suite E * Carson City, NV 89701-5453 *(775) 687-4280
2501 East Sahara Avenue, Suite 102 * Las Vegas, NV 89104-4137 *(702) 486-4033
E-mail: realest@red.state.nv.us http://www.red.state.nv.us

Explain procedure for verifying attendance and complying with attendance requirements.

(Note: minimum acceptable procedure is signing in at the beginning of the AM and PM session.)

Attendees sign in at registration when they arrive. Sign-in sheets will also be circulated during the General Session, and the 3 breakout sessions selected by the attendees. All signatures are verified by AI staff before signing the verification attendance forms.

Required Materials to be submitted with Application:

Material:	Enclosed?	Comments:
Detailed Course Outline	<input checked="" type="checkbox"/> Yes	
Student Handouts & Course Materials (one copy)	<input checked="" type="checkbox"/> Yes	see sample
List of Scheduled Course Dates and Locations	<input checked="" type="checkbox"/> Yes	
Proposed Advertising	<input checked="" type="checkbox"/> Yes	
Statement of Refund or Cancellation Policy	<input checked="" type="checkbox"/> Yes	
Course Evaluation Form	<input checked="" type="checkbox"/> Yes	
List of Currently Approved Instructors and New Instructor Applications (who intend to teach course)	<input checked="" type="checkbox"/> Yes	see brochure for list of presenters
Attendance Certificate Sample** (see requirements below)	<input checked="" type="checkbox"/> Yes	
Distance Education ONLY: AQB or IDECC approval letter	<input type="checkbox"/> Yes	
Application Fee: \$100.00 (made payable to NRED)	<input checked="" type="checkbox"/> Yes	

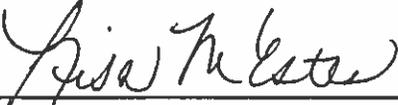
**** Attendance Certificates must include all of the following:**

- Name of offering entity
- State approval number
- Date of instruction
- Original signature of person authorized to sign for offering entity
- Statement: **COURSE APPROVED BY THE NEVADA COMMISSION OF APPRAISERS**
- Title of course or seminar
- Name and license number of participant
- Number of hours of instruction

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- I consent to auditing and/or evaluating by authorized representatives of NRED.
- I agree to report any material changes of the information contained in this application to NRED prior to presenting the amended course.
- I agree to retain attendance records for at least five years from the date of the offering for each participant.
- I agree to provide certificates of attendance completed in compliance with NAC 645C.315 4 with original authorized signatures only for students who have completed this course.
- I agree to comply with the provisions of NAC 645C.

Signature:  Date: 10/09/15
Print Name: Lisa M. Estes

Applications should be sent to: Appraisal Officer
Nevada Real Estate Division
1179 Fairview Drive, Suite E
Carson City, NV 89701-5453

For questions call: (775) 687-4280 ext 308

**Appraisal Institute – Northern California Chapter
2015 Annual Fall Conference
San Francisco Marriot Marquis
Friday, October 16th, 2015**

MASTER OUTLINE

8:30am – 9:30am

Keynote: Laura Ackley

Author - *San Francisco's Jewel City: The Panama Pacific International Exposition of 1915*

"Designing a "Jewel City" from the Ashes of the 1906 Earthquake and Fire"

This keynote address will take the audience on an amazing tour of the Fair from its original concept including the site selection and process in 1904 through its development and all the way to its gala opening in February 1915. We'll peek inside the gorgeous exhibit "Palaces" for a look at just a few of the wonders therein, and finish with some of the attractions on the Joy Zone, the PPIE's midway. Illustrated with dozens of amazing architectural photos, lantern slides, postcards, souvenirs and panoramas.

COMPLEX AND HIGHLY UNUSUAL VALUATION EXPERIENCES

1. Complex and highly unusual real estate valuation situations can fall within different assignment areas, including but not limited to:

a. Site Inspections:

- i. Dressing for the occasion
- ii. Are you a player or a spectator: physical fitness
- iii. Hazardous conditions
- iv. Taking pictures

b. Property Types:

- i. Mining lands
- ii. Underwater hotels
- iii. Bridges and tunnels
- iv. Monuments
- v. Power plants and heavily regulated properties

c. Client Issues

- i. Specialized needs
- ii. No understanding of real estate valuation

d. Appraisal Functions:

- i. Valuation for financial reporting as part of a multi-discipline team and understanding the part and importance that tangible assets play in a transaction
- ii. Advisory and consulting work

2. Lessons Learned

- a. How can a bad experience be avoided or mitigated in the future
- b. Is humor an appropriate tool
- c. When does a situation call for not accepting or resigning the assignment and how can you know ahead of time?
- d. Understanding the part and importance that tangible assets play in a transaction

**Appraisal Institute – Northern California Chapter
2015 Annual Fall Conference
Marriott Marquis, San Francisco, CA
Friday, October 16, 2015**

Lessons Learned from Very Complex and Highly Unusual Valuation Experiences 3:30PM – 5:00PM

Real estate appraisers must adapt to difficult circumstances and resolve problematic situations quite often during their careers, but some experiences stand out as being ridiculously complex, extremely unusual, or just plain weird. The panelists, who have more than 100 years of combined experience, recognize that nearly all attendees have experienced very complex or highly unusual real estate appraisal situations and scenarios and, therefore, break out participants are asked to submit a brief intro to an experience that was way outside the typical. The panelists will start the session by presenting several relevant examples and will select attendees to present during the break out session subject to time constraints, etc. The presentations of all presenters will be punctuated with "lessons learned" and shared commiseration and laughter.

Panelists: **Nancy H. Welsh, MAI**
Director
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Spear Tower, Suite 1200
San Francisco, CA 94105
415.356.7146
nancy.welsh@navigant.com

Kathryn Sturgis-Bright, MAI
Associate Director
Navigant Consulting, Inc.
One Market Street
Spear Tower, Suite 1200
San Francisco, CA 94105
415.356.7124
kathryn.sturgis-bright@navigant.com

Brett D. Thompson
Principal, Transaction Advisory Services
Ernst & Young, LLP
725 S Figueroa Street,
Los Angeles, CA 90017
213.977.3353
brett.thompson@ey.com

- Understand the complex process behind a larger redevelopment project
- Scope of EIR process, public input, and entitlement process and how this differs from a more typical development
- The political issues involved with such a high-profile project and how this factors into valuation
- Understand the process of dealing with several different jurisdictions and how this relates to the entitlement process
- Understand private capital requirements and how this affects value
- Valuation techniques: which is preferred? Comparable sales, land residual, land rates of return, valuation as a function of direct costs/equity requirements, or a combination of all?
- Get first-hand information about two of the higher profile redevelopment projects in the Bay Area
- Why traditional appraisal techniques need to be reconsidered for a large-scale project
- The importance of technology in the process
- How private capital requirements drive value
- Pitfalls an appraiser should avoid when appraising such a project
- How to adequately determine H&BU of such a project
- What impact does affordable housing have?

**Appraisal Institute – Northern California Chapter
2015 Annual Fall Conference
San Francisco Marriot Marquis
Friday, October 16th, 2015**

**Changing the Game: Redevelopment of Sports-Related Venues
3:30PM – 5:00PM**

Professional sports today is a multi-billion dollar industry, and the Bay Area has a long and storied history with several teams. The popularity of many major sports is at an all-time high, and with that comes demand for newer, modern venues. Many of the newest arenas across the country are part of larger, mixed use developments which have revitalized entire neighborhoods. In this session, we will examine two larger Bay Area sports-related projects in different phases of development.

Floyd Kephart will join us to discuss Coliseum City, one of the largest redevelopment projects in the East Bay. Mr. Kephart will discuss the challenges of working with several jurisdictions, various risk factors, the use of technology in the process, how private capital views the development, and how an appraiser should look at this type of project.

Candlestick Park is being razed for a larger residential development by Lennar. A representative from Lennar will discuss the entitlement process, political nuances, and other challenges presented by such a large-scale and high-profile development. Several key points that an appraiser might overlook in such a valuation will be discussed.

Moderator: Brian Rapela, MAI, MRICS
Joseph J. Blake & Associates, Inc.
2121 N. California Blvd., Suite 850
Walnut Creek, CA 94596
Tel (925) 482-1370
Fax (925) 356-0950
brapela@josephjblake.com

Panelists: Floyd Kephart
The Renaissance Companies
Rancho Santa Fe, CA 92091

Collateral Underwriter (CU)

The Collateral Underwriter, or "CU", session's significant focus will be on how the program is affecting the appraisal work flow of residential mortgage lenders who sell their loans to Fannie Mae or Freddie Mac. The discussion will include how CU was presented when introduced by the GSEs and how it is actually being used by lenders/clients to make decisions about the risk of a property and the quality of the appraisal.

- What is it and why was it introduced?
- How is it being used by mortgage lenders/clients?
 - Risk Scoring
 - QC / Appraisal Review
- What are some of the common CU red flags?
- What red flags cause significant concern?
- What can the appraiser do proactively to reduce red flags?

2015 Fall Conference
"Collateral Underwriter" CU Session
3:30PM – 5:00PM

Moderator: **Denis A. DeSaix, SRA**
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Livermore, CA 94568
(925) 800-5162
denisd@metrocalappraisal.com

Panelists: **Ken deFeo**
Director- Residential Appraisal Services
6 Pointe Dr,
Brea, CA 92821
714) 225-2156
www.unionbank.com

Panelists: **Bob Marshall**
Senior Review Appraiser, Fremont Bank
510-795-1692
www.fremontbank.com

1) **Software and Hardware tools**

a) Portable devices

- i. What's out there?
- ii. How can it be used to improve appraisal processes?

b) Cloud Services

- iii. What services are available in the cloud?
- iv. E-mail, calendar, and syncing from the cloud

2) **Google Earth Professional for Appraisers: its more than just aerial imagery and it is currently free to download and use!**

- a) Getting started with the basics
- b) Build your own layer
- c) Site imagery: measurement tools, topo maps, US Parcel Map Data
- d) Saving images and exporting files
- e) Data-mining and batch-geocoding

Use technology to improve productivity, expand analytical capability, and gain efficiency

Google Earth Pro: Its now free, and its more than just aerial imagery.

Geotagging, data-mining, and batch geocoding

Using portable devices and cloud services

Hear from an appraiser, analyst, and technology consultant!

**Appraisal Institute – Northern California Chapter
2015 Annual Fall Conference
Marriott Marquis, San Francisco, CA
Friday, October 16, 2015
3:30PM – 5:00PM**

Cool Appraisal Technology Tools, Tips and Tricks

Technology is empowering appraisers in ways not previously imagined. There are many tools appraisers can use to improve and streamline their appraisal process, including Google Earth, geotagging, portable devices, and cloud services.

How can an appraiser use these and other current technologies in their everyday practice? In this session, you will hear from a seasoned appraiser, analyst, and technology consultant on ways to improve productivity, expand analytical capability, and gain efficiency through technology.

Moderator: Josh Fronen, MAI
Senior Appraiser
Valbridge Property Advisors/Hulberg and Associates
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408.722.9133
jfronen@valbridge.com

Panelist(s): Neil Lefmann, MAI
Senior Appraiser
Valbridge Property Advisors/Hulberg and Associates
One North Market Street
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Neil Shah
Analyst
Valbridge Property Advisors/Hulberg and Associates
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nshah@valbridge.com

Marv Downey
Owner and Founder
Market Value Systems
P.O. Box 1062
Fairfax, CA 94978-1062
415.713.2916
moreinfo@marvalsys.com

Moderator: Nicholas P. Cadigan
Senior Appraiser
Valbridge Property Advisors | Hulberg & Associates
925-475-8511
ncadigan@valbridge.com

Presenter: Roy Meyer
Roy Meyer Consulting
Certified Appraiser 25 yrs.
roy@roymeyer.com
www.RoyMeyer.com
www.facebook.com/RoyMeyerDotCom

How to Diversify and Build a "Bubble-Proof" Business

- Laying a Proper Foundation for Your Business - Critical First Steps!
- Contact Management Systems – A Must. Build It and They Will Come!
- How to Market and Grow Your Business – Online, Offline, Referrals, Relationships, Etc.
- Automate, Systematize, and Delegate – Do What You Best and Hand Off the Rest!
- Roy's Case Study – How did Roy Dominate 3 Different Market areas in Just 90 Days?

**Appraisal Institute – Northern California Chapter
2015 Annual Fall Conference
San Francisco Marriott**

How to Diversify and Build a "Bubble-Proof" Business 1:40PM – 3:10PM

While there are plenty of people teaching appraisers how to be a better appraiser, few are teaching appraisers "How to Make Money" beyond typical lender work. In today's quickly-changing lending environment, appraisers must build a diversified, profitable, and sustainable business that can thrive in any economy.

While most appraisers excel at appraising, the vast majority of appraisers don't know where to start when it comes to building a successful, diversified, and bubble-proof business. In fact, the strategies and tools of today are far different than those from even just a few years ago.

This session will provide invaluable information in helping residential and commercial appraisers learn "How to Make Money" and build a successful, long-term business while at the same time putting most of the heavy lifting on auto-pilot! The resources alone which will be shared during this presentation will make it well worth your time.

Learn how to stand out from your competition and build your brand, credibility, and authority in your marketplace. Learn cutting edge techniques on how to market your business both online and offline, how to generate consistent referrals, reputation and client relationship strategies to grow your business, how to systematize and automate your business so you can focus on what you do best, how to "significantly" increase the value of your time, and MUCH more!

This session will be presented by an appraiser with a proven track record of success utilizing the same strategies and tools to be presented which have allowed him to help countless appraisers across the country to build highly successful appraisal businesses in relatively short periods of time.

Roy Meyer is a dynamic and knowledgeable speaker that never fails to deliver. By the time Roy has finished, those in attendance will walk away with something of great value including 'Actionable Steps' that made it well worth their time to attend! Roy is a certified appraiser with over 25 yrs. in the industry, noted educator, marketing and outsource guru, author, real estate investor, and he speaks internationally on cutting edge marketing and business building strategies. He's the owner of a busy 'Non-Lender' appraisal practice and is passionate about helping others succeed.

TRENDS IN RESIDENTIAL DEVELOPMENT

- Who are the Millennials and why are they important in understanding current and future trends in residential development
- Meeting the demands of the Millennials
 - Re-urbanization and "urban light" – denser suburbs with urbanized cores and transit center development
 - Smaller living units emphasizing affordability and sustainability
- Why should appraisers understand the Millennial demographic cohort?
- Is the development model used by the last generation of appraisers going to be applicable for the next generation?
- Where am I going to build my next project?
- Is my town ready for higher density residential development?

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**Trends in Residential Development
1:40PM – 3:10PM**

Employment has now reached levels not seen since the height of the dot-com boom in 1999. Many sectors of the housing market have recovered from the Great Recession of 2007-2008 and new single family housing starts should be 90% of where they were in 2000-2003. Mortgage rates are low and access to credit is easing. Apartment construction is also going strong. The Greatest Generation and their children the Baby Boomers drove the subdivision expansion after World War 11. Now the Millennials (or Generation Y), the children of the Boomers, are driving the housing bus. New housing development is complicated by the lack of buildable land near employment, the trend toward re-urbanization, and changes in consumption patterns. Whether appraising a subdivision, a multi-family development, or stand alone residence appraisers need an understanding of what is needed to satisfy the demand of what is now the largest demographic cohort in US history.

Moderator: Sue N. McCormack, MAI
Independent Appraiser
Pleasant Hill, CA 94523
925-381-7474
suenmccormackmai@gmail.com

Panelist(s): Arlen Mills, MAI, SRA
Mills Valuation
670 West Napa Street, Suite H
Sonoma, CA 95476

David Bradley
Bradford Communities, Inc.
11875 Dublin Blvd.
Dublin, CA 94568

Brian Smith
Robson Homes, Inc.
2185 The Alameda
San Jose, CA 95126

Steve Buckley,
Planning Manager
City of Walnut Creek

Lessons from California Litigation Involving Appraisers

10 Ways To Be A Better Expert Witness Appraiser

- Overview of the topic to be presented
- Discussion of the role of the Appraiser as Expert Witness
- Litigation/Trial Examples
 - Example 1
 - Example 2
 - Example 3
- Key issues and challenges discussed

10 Ways To Avoid Being A Defendant Appraiser

- Overview of the topic to be presented
- Discussion of the role of an E&O attorney and when to call for help
- Top ten things to do on every appraisal to reduce your liability. Can an appraisal be made "bullet-proof"?
- What to expect during a deposition and how to answer opposing attorney questions.
- What to expect if your case is taken to trial
- If you lose, are you still insurable?
- Questions and Answers

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**Lessons from California Litigation Involving Appraiser
1:40PM – 3:10PM**

**10 Ways To Be A Better Expert Witness Appraiser, 10 Ways To Avoid Being A
Defendant Appraiser**

Whether you're a veteran appraiser with extensive expert witness experience, or this is a field of appraising that you wish to explore more, you won't want to miss this breakout session featuring panelists Peter Christensen, LIA Administrators General Counsel, and Michael Brunson, SRA, a highly experienced expert witness appraiser. Join us as we discuss the role of the appraiser as an expert witness and how to be a better expert witness appraiser including litigation/trial examples. The discussion will also cover topics on how to avoid being on the "wrong side" of a legal action as a defendant appraiser. There will be time for Q&A so bring your questions for our panelists!

Moderator: Steven "Philip" Gray, SRA
Owner/Appraiser
Next Appraisal
1271 Washington Ave. #128
San Leandro, CA 94577
(510) 867-7292
Info@NextAppraisal.net

Panelist(s): Peter Christensen
General Counsel
LIA Administrators & Insurance Services
1600 Anacapa St.
P.O. Box 1319
Santa Barbara, CA 93102-1319
800-334-0652
Peter@Liability.com

Michael L. Brunson, SRA
Partner
Brunson-Jiu, LLC
10161 Park Run Drive, Suite #150
Las Vegas, NV 89145
702-641-5657
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- **Grasp the volatile historical framework surrounding medical marijuana in California, and federally**
- **Understand how tenant risk plays into valuation**
- **Assess landlord risks and leasing issues relating to marijuana-industry tenants**
- **Difficulties in financing marijuana-related properties**
- **Learn about the impact of marijuana on real estate values**
- **Discover marijuana's changing effect on various industries and fields**
- **Explore future real estate trends**

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**Medical Marijuana and Commercial Real Estate
1:40PM – 3:10PM**

Marijuana and medical marijuana in particular, has had a volatile history in this country. The increasing acceptance of medical marijuana has led to an emergence of issues directly impacting commercial real estate. Such issues will only intensify in scope and complexity as marijuana legislation continues to proliferate nationwide. Attorneys will face an array of new legal challenges in this area when representing property owners/managers, employers, or tenants who operate in the marijuana industry. Explore the historical and legal framework of marijuana (and medical marijuana) in California; landlord risks relating to marijuana industry tenants; lending risks related to tenant and owner-occupied properties, the impact of marijuana on real estate values; marijuana's effect on various industries and fields; and future trends.

Moderator: Brian Rapela, MAI, MRICS
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Tel (925) 482-1370
Fax (925) 356-0950
brapela@josephjblake.com

Panelists: Seena Samimi
Associate
Best, Best & Krieger, LLP
300 South Grand Avenue
25th Floor
Los Angeles, CA 90071
Tel (949) 263-2607
Fax (213) 617-7480
seena.samimi@bbklaw.com

How would "You" answer these questions?

How do you support the Gross Living Area dollar adjustment of \$100.00 per square foot?

How do you determine when your market is changing? How do you support a market condition adjustment.

How do you judge when a site adjustment is necessary? If necessary, how do you measure it?

- * Do I really need to make a Fireplace adjustment?
- * How do you demonstrate an adjustment with a chart or graph?
- * Is a picture really worth 1,000 words?
- * What's the difference between Quantitative and Qualitative adjustment methods?
- * Myths vs Requirements - Insight into what your client really needs

When you can and should use old sales.

When you can and should use sales from different markets.

When you can and should use physically dissimilar properties.

- * Practical, hands on ways to support your adjustments.

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Supporting Residential Adjustment
11:05AM – 12:35PM

Adjustments are at the core of an appraisal assignment. This panel will address FMNA's new Collateral Underwriter (CU) adjustment issues. They will talk about techniques you can apply to support your adjustments and enhance the traditional methods of support for adjustments. You will see examples of charts and graphs to visually communicate your conclusions. You will also be able to differentiate between quantitative and qualitative adjustments. Improving your skills is not only prudent but necessary in today's changing climate. The client's level of sophistication is increasing and they need to know the rationale of how and why you used a particular adjustment to solve the problem.

Moderator: **Lori L. Horn, SRA**
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650-348-4100
LL-horn@pacbell.net

Panelist: **Denis DeSaix, SRA**
Metrocal Appraisal
2450 Armstrong St.
Livermore, Ca 94551
925-800-5162
denisd@metrocalappraisal

Panelist: **Sara Schwarzentraub, SRA**
Inter-State Appraisal Service
2340 Tampa Ave., Suite J
El Cajon, Ca 92020
619-465-0611
Saraschwarzentraub@reagan.com

Panelist: **Ryan Lundquist**
Lundquist Appraisal Company
10267 Croydon Way
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916-595-3735
lundquistcompany@gmail.com

RETAIL MARKET UPDATE

Current State of Retail Market

Shopping Centers

Industrial market and e-commerce

Trends

Retailer contraction/expansion

Rates – vacancy, absorption, rents

Tenant mix

Spotlight on regional markets

Neighborhood Centers / Power Centers

Trends

Retailer contraction/expansion

Rates – vacancy, absorption, rents

Tenant mix

Valuation topics

Supply / demand

Forecasting rents and concessions

Sales and volume

Cap rates

Financing

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**Retail Market Update
11:05AM – 12:35PM**

Join the retail real estate experts at this session to get the best insight on leasing and investment activity in the Northern California and Bay Area retail market. Brokers engaged in the Bay Area retail market segment on a daily basis, representing the investment and leasing markets, and a director of retail market research for the West Region will be presenting and answering questions. We will learn how much the retail market in our region has improved and where it may be headed, as well as what the strong players are anticipating.

Moderator: Trentin Krauss, MAI
Smyers & Krauss Appraisal, LLC
1839 Ygnacio Valley Rd, Ste 171
Walnut Creek, CA 94598
925-947-1140
tkrauss@kraussappraisal.com

Panelist(s): Garrick Brown
Vice President of Research, West Region
Cushman & Wakefield
520 Capitol Mall, 5th Floor
Sacramento, CA 95814
916-329-1558
garrick.brown@cushwake.com

Ben Lazzareschi
First Vice President, Retail Services
CBRE
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415-772-0335
ben.lazzareschi@cbre.com

Outline

- **Legislative Matters Affecting the Appraisal Profession**
- **Trends & Statistics**
- **Education and Enforcement**
- **BREA: What's New?**
- **State of the Appraisal Institute**
- **Current Issues and Perspectives**

**Appraisal Institute – Northern California Chapter
2015 Annual Fall Conference
Marriott Marquis, San Francisco, CA
Friday, October 16, 2015**

**State of the Profession: Current and Future Issues and Trends
11:05AM – 12:35PM**

Whether you are a seasoned appraisal professional, contemplating a career change into real estate appraising, and/or seeking an Appraisal Institute designation, you cannot afford to miss this informative breakout session on the current and future issues and trends affecting real estate appraisers and the future of the appraisal profession. Our "duo" of presenters will highlight the issues that affect practicing real estate appraisers. Mike Belote, President/Lobbyist at California Advocates, Inc. will discuss current and pending legislative matters affecting the appraisal profession as well as issues that plague appraisers as well as "what's on the horizon" from the BREA perspective. 2015 Appraisal Institute National President Elect, Scott Robinson, MAI, SRA, AI-GRS will discuss the state of the Appraisal Institute and where we're headed. Our panelists will address current and future issues affecting real estate appraisers and the future of the appraisal profession during these ever-changing and challenging times.

Moderator: **Melissa M. Downing, MAI**
Director
Joseph J. Blake & Associates, Inc.
2121 N. California Boulevard, Suite 850
Walnut Creek, CA 94596
925-482-1372
mdowning@josephjblake.com

Panelist(s): **Mike Belote**
President/Lobbyist
California Advocates, Inc.
925 L Street, #1250
Sacramento, CA 95814
916-441-5050
MBelote@caladvocates.com

J. Scott Robinson, MAI, SRA, AI-GRS
2015 Appraisal Institute National President Elect
Appraisal Institute
200 W. Madison Street, Suite 1500
Chicago, IL 60606
312.335.4100
srobinson@appraisalinstitute.org

Intro (Tim)

*New Green Core Competency guidelines from TAF
Overview of the 2 developers – 2 projects*

Spec R & D – Silicon Valley (Kevin Bates)

*Project description
Development process
Cost/benefit analysis
Response from market*

Berkeley Library (Gerard Lee)

*Project description
Development process
Specific challenges due to cost constraints of bid
Response from market/community*

Resources

*AI Courses & Workshops
PG&E Energy Center Classes
USGBC
Books/Tools
S. Adomatis – Residential Green Valuation Tools
Residential & Commercial Green Bldg Addendums*

AI NorCal Fall Conference 2015

11:05AM – 12:35PM

Developing Green

Sustainable design and construction are changing how buildings are built and operated. Whether they're called sustainable, green or high performance, this new approach to construction and renovation impacts our valuation assignments. In this session, we'll hear about the technical, design and marketing challenges of recently completed high-performance buildings in our own back yard. Developer Kevin Bates will walk us through the conception, construction and marketing of the sustainable renovations of two 1970s R&D buildings in Silicon Valley. Using the new net zero energy West Berkeley public library, architect Gerard Lee will discuss the challenges and successes of designing a high-performance building in a budget-constrained environment.

Moderator:

Timothy P. Runde, MAI, LEED AP
Carneghi and Partners, Inc.
456 Montgomery Street, Suite 488
San Francisco, California 94104

Panelist:

Kevin Bates
SHARP Development Company, Inc.
20 Prado Court
Portola Valley, California 94028

Panelist:

Gerard K. Lee, AIA, LEED AP BD+C
HMC Architects
2100 Franklin Street, Studio 375
Oakland, California 94612
gerard.lee@hmcarchitects.com
415/777-9422

- Find out what motivates tenants to choose sustainable design over conventional design
- Why pay more for sustainable real estate?
- Sustainable and high-performance design vs. budget: Who wins, who loses?
- What matters to tenants when it comes to sustainable real estate?
- Get the latest on the new Appraisal Foundation Green Building Competency Guidelines

W A T E R It's Not Just an Agriculture Issue

1. California Water Law
 - a. Brief History of California Water
 - i. Gold Rush, Henry Miller
 - ii. 1914 Water Commission Act
 - iii. CVP & SWP
 - b. How Did We Get Here – Water Law
 - i. Types of Water Rights
 - ii. Regulation, Legislation
 - c. Key issues discussed
2. The Drought
 - a. Some facts about the drought
 - b. Some graphic exhibits on the drought
3. The California Water System
 - a. Where is the water
 - b. How does it move
 - c. Who uses what
4. The Governor's Executive Order and Water Action Plan
5. New Groundwater Law
 - a. Not historically regulated
 - b. General Principles
 - c. Problems and Challenges
6. Impacts on Real Estate

General Session
W-A-T-E-R . . . It's Not Just an Agricultural Issue
9:35AM – 10:50AM

Thomas M. Berliner, Esq., is a seasoned expert on California water systems and laws. He has negotiated transfers between districts and advised the California Department of Water Resources. He has represented ranchers, developers, water agencies and both public and private entities in all sorts of issues over decades in this field. Mr. Berliner is a published author and experienced speaker.

Tony Correia, ARA, is a leading authority on the valuation of all sorts of agricultural and rural properties, with a special emphasis on vineyards and wineries. He specializes in challenging assignments involving vineyards, wineries, estate planning and settlement, undivided partial interests and water rights. He is also a frequent presenter and course/seminar instructor of related topics throughout the United States and Mexico. He has authored courses and seminars, and contributed to many textbooks.

These two gentlemen will provide a highly interesting and very timely presentation on what is going on and how it impacts all of us.

Moderator: John A. Hillas, SRA
Managing Director
Valbridge Property Advisors | Hulberg & Associates
2813 Coffee Road, Suite E2
Modesto, CA 95355
209-623-1451
jhillas@valbridge.com

Panelist(s): Thomas M. Berliner, Esq.
Partner
Duane Morris LLP
Spear Tower
One Market Plaza, Suite 2200
San Francisco, CA 94105-1127
415-957-3333
TMBerliner@duanemorris.com

Tony Correia, ARA
The Correia Company
1177 Solano Avenue
Sonoma, CA 95476
707.933.9915
tony@correiaco.com

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DEPARTMENT OF BUSINESS AND INDUSTRY
REAL ESTATE DIVISION

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e-mail: realest@red.state.nv.us <http://www.red.state.nv.us>

Division use only:

Receipt # _____
Credential # _____
Processor initials _____
Date _____

**APPRAISER CONTINUING EDUCATION
NEW COURSE APPLICATION**

**INCOMPLETE APPLICATIONS WILL NOT BE PROCESSED.
THE COURSE APPLICATION FEE IS NON-REFUNDABLE.**

School Name: Cannon Institute, LLC		Date: 10/05/2015
Owner's Name: Howard C & Jeremy C Johnson	School's Fax: n/a	
School's Mailing Address: P O Box 1483 Queen Creek, AZ 85142		
Education Contact: Chuck Johnson	Contact's Email: chuck@canneducation.org	
School's Main Phone: 480-782-8409	Contact's Phone: cell: 602-300-8176	
School Locations & Phone #s:		
Office physical address: 28120 South 207th Place, Queen Creek, AZ 85142 480-782-8409		
Purpose of School:		
Provide educational training for Real Estate Appraiser, Real Estate Professional, Qualification & CE		

Title of Course: The Expert as the Expert Witness			
Delivery Method:	<input checked="" type="checkbox"/> Classroom	<input type="checkbox"/> Internet	<input type="checkbox"/> Home Study
Hours of Instruction:	7		
Level of Difficulty:	<input type="checkbox"/> Beginner	<input checked="" type="checkbox"/> Intermediate	<input type="checkbox"/> Advanced
Course Objective: On completion of this course students will be able to:			
better understand the role and duties of the expert witness			
Subject Classification:	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> General	<input type="checkbox"/> Both
<input type="checkbox"/> Ethics/Standards			
Ethics/Standards Justification:			
Course Fee: \$129.05	Maximum Number of Participants: 50		

Is the course accredited, approved, or offered by any appraiser commission, trade commission or the Appraisal Qualifications Board? Yes No (If yes, please explain.)

When: June 2015	Where: Arizona Board of Appraisal DFI	Approval #: 0815-1415
Additional Info: State of Utah AC150714 Approved Jul 28 2015		

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E-mail: realest@red.state.nv.us http://www.red.state.nv.us

Explain procedure for verifying attendance and complying with attendance requirements.

(Note: minimum acceptable procedure is signing in at the beginning of the AM and PM session.)

Students complete the class registration form prior to class. Roll call at the beginning of class. Afternoon Roll call and sign in sheets in the afternoon session.

Required Materials to be submitted with Application:

Material:	Enclosed?	Comments:
Detailed Course Outline	<input checked="" type="checkbox"/> Yes	
Student Handouts & Course Materials (one copy)	<input checked="" type="checkbox"/> Yes	
List of Scheduled Course Dates and Locations	<input checked="" type="checkbox"/> Yes	TBD
Proposed Advertising	<input checked="" type="checkbox"/> Yes	Website, direct mailers and email
Statement of Refund or Cancellation Policy	<input checked="" type="checkbox"/> Yes	as found on web site Carrieneducation.org
Course Evaluation Form	<input checked="" type="checkbox"/> Yes	
List of Currently Approved Instructors and New Instructor Applications (who intend to teach course)	<input checked="" type="checkbox"/> Yes	
Attendance Certificate Sample** (see requirements below)	<input checked="" type="checkbox"/> Yes	
Distance Education ONLY: AQB or IDECC approval letter	<input type="checkbox"/> Yes	n/a
Application Fee: \$100.00 (made payable to NRED)	<input checked="" type="checkbox"/> Yes	

**** Attendance Certificates must include all of the following:**

- Name of offering entity
- Title of course or seminar
- State approval number
- Name and license number of participant
- Date of instruction
- Number of hours of instruction
- Original signature of person authorized to sign for offering entity
- Statement: **COURSE APPROVED BY THE NEVADA COMMISSION OF APPRAISERS**

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- I consent to auditing and/or evaluating by authorized representatives of NRED.
- I agree to report any material changes of the information contained in this application to NRED prior to presenting the amended course.
- I agree to retain attendance records for at least five years from the date of the offering for each participant.
- I agree to provide certificates of attendance completed in compliance with NAC 645C.315 4 with original authorized signatures only for students who have completed this course.
- I agree to comply with the provisions of NAC 645C.

Signature: Howard Johnson Date: 10/05/2015

Print Name: Howard C. Johnson

Applications should be sent to: **Appraisal Officer**
Nevada Real Estate Division
1179 Fairview Drive, Suite E
Carson City, NV 89701-5453

For questions call: **(775) 687-4280 ext 308**

Instructor Guide
The Appraiser as an Expert Witness, No. 201
(7hours)

I. Course Description:

A. Purpose of the Course:

The course is designed for Professional Appraisers to give them an overview of legal concepts, legal terminology and how to prepare as an expert witness. This knowledge is applicable to all appraisers involved in all aspects of litigation work or valuation results that are for litigation purposes. This course will assist appraisers in understanding the role of the expert witness & what to expect during the litigation process. The purpose is to provide the tools needed for today's valuation expert witness.

B. Relevance of the Course:

Appraisers and consultants must understand the basic legal terminology and functions of the legal process as it pertains to the appraiser as an expert witness. The appraiser needs to understand the role of the expert witness. Additionally, it is helpful to outline the requirements with an overview of "USPAP." For instance, Appraiser selection for an assignment is relevant to the USPAP Competency Rule. Scope of Work will be explored and the importance of the professional engagement for assignments that may involve litigation. USPAP ethics will be reviewed with emphasis being placed on credible unbiased results. Deposition and trial preparation will be introduced in this course with emphasis on giving testimony as an expert.

C. Course Content Summary.

Module #1 this course begins with a brief overview of USPAP definitions. It is specifically addresses the reasoning for scope of work, ethics, record keeping and other applicable extractions from USPAP. Standards #1 #2 and #3 are reviewed.

Module #2 identifies what constitutes an "expert witness." Opportunities in this field are discussed as an expert witness and recent case law and case history regarding the witness as an expert is discussed. The majority of this module is devoted to the importance of the scope of work of the assignment and the need for precise engagements. This module concludes with a mock deposition designed to provide the appraiser with a deposition expectation, preparation and mock experience is centered around the appraiser's representations, development of the students' Curriculum Vitae, Limiting Condition and Certifications. This module will provide the student with a better understanding of the role of the expert, need for scope of work, engagement, importance of accurate representation of self, resume and importance of a knowledgeable understanding of limiting conditions, certifications, Hypothetical Conditions and Extra Ordinary assumptions along with other key words and concepts.

Module #3 relates to appraisal communication itself. A discussion of the Appraisal Report as an exhibit is explained. The analysis of key value characteristics is identified

and several visual displays are used in conjunction with definitions to explain the reconciliation process. This module is designed to focus the student on the need for proof reading and re-reading of the final Appraisal Report. A mock presentation is presented at the end to illustrate how the aggregate of minor errors can result in a sum of errors that leaves the expert witness without credibility.

Module #4 provides a discussion and group work of the do's and don'ts of the expert testimony on the witness stand. Groups will have the opportunity to work together to develop their own engagements, scope of work, specific conditions, questions for the client, steps for preparation for trial and their own key points to be an effective expert witness. Each group will present their results to the class in an open forum type setting.

Module #5 this is the concluding module designed to bring together the concepts that were explored, discussed during the day. Depending on class size and remaining time, at least one mock trial will be conducted designed to give a real world experience to the class participants of how to engage, prepare, develop, provide testimony and improve the participants knowledge and confidence as an expert witness.

II. Course Learning Objectives:

On completion, the student should have a better understanding of what an expert witness is and how it relates to the profession. Students should also be able to understand the opportunities as an expert witness and the USPAP applicable requirements together with basic expert witness terminology and definitions. The student should understand the importance of the role of the expert witness and have a better understanding of the client's expectations and requirements of the expert witness, through reading, discussion, visual aids and mock participation / observation. This is designed to be a mid- level difficulty course. The greatest benefit will be to the experienced appraiser, however this course will provide great insight to even the newest entry appraiser. This class is designed to provide an education environment and experience through the use of printed material, visual aids, discussion, lecture, collaboration and presentation.

**Suggested Time Outline
Course No. 201**

Start time 8 am

10 min Introduction and course objectives.

30 min USPAP definitions

40 min USPAP Standards 1, 2 and 3 application

Break

20 min the need for the Expert, Case law and studies regarding the Expert Witness, the role of the expert. What constitutes an Expert by the trier of law and fact.

40 min the engagement, Scope of Work, Client specific Conditions, review of key terms, words, definitions and the litigation cycle.

Break

50 min Client interview, preparation for trial, file preparation, deposition process, Mock deposition, discussion and review.

30 min The Appraisal Report as an Exhibit, what to expect with your report.

12:10 -1:10 Lunch

20 min Discussion of key elements of the Expert Witness and review of Court and Client expectations

30 min Group collaboration outlining individual group key elements of engagement, preparation, do's and don'ts of the expert.

Break

20 min Mock Trial preparation

50 min The real world Expert Witness experience.

10 min Concluding review and the day's wrap up.

350 minutes Total classroom time excluding breaks Break time is 10min per hour /70mins total break time

Total classroom time 7 hours, clock teaching time 6 hours
Dismiss 3:30 pm

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**APPLICATION FOR ACCREDITATION OF
APPRAISER PRELICENSING EDUCATION**

Courses to meet the education requirements for obtaining a Nevada Real Estate Appraiser License

1. School Name: Dynasty School Date: 8/31/15
2. Owner's Business Address 2373 S. Hacienda Blvd. // Hacienda Heights, CA 91745 Telephone: 800-888-8827
3. Purpose of School: Vocational School

4. School Locations Hacienda Heights, CA 91745 // 800-888-8827 // Phone 800-888-8827 // Manager or Director Jerry Fung, School Director // Instructors Robert Abelson, Ph. D, Instructor

5.

Title of Course	Hours	Course Fee	License Type: Residential/ General	Course Type
<i>Sample</i> General Appraiser Report Writing and Case Studies	0	\$ 0.00	Residential/ General	Classroom Correspondence / Interactive / Video
	15/14	\$395	General	Internet/Distance

- Attach a schedule of courses for accreditation period (July to June). This schedule must include: Course title; Dates & Times of instruction for each school location.
- The statutorily required fee of \$100.00 per course of instruction is enclosed. Total of \$ 100 enclosed. This fee applies to approval of a course of instruction offered in preparation for an initial license. This fee is **NON-REFUNDABLE**
- Submit copies of all existing advertising and proposed advertising. Submit the student catalogue, which must contain the cancellation and refund policies. And, submit copies of student contracts.
- Describe the physical facility you will use for instruction (number of students pre classroom, size of classroom, equipment, visual aids, instructional devices).
- Give the total cost of each course of study offered and state terms of payment. If the school cancels or refunds any portion of the cost of a course when a student fails to complete the course, list the refund schedule for all cancellations or refunds.
- List school requirements for attendance, including policy on making up sessions missed.
- Describe school's grading system, including the methods of testing and standards of grading.

13. List all locations for student records.

All student records are stored electronically on our secure sever, located at: 2373 S. Hacienda Blvd., Hacienda Heights, CA 91745

14. Attach a copy of the CURRENT School License issued by the Commission on Post Secondary Education (CPE), including all branch school licenses.

15. Submit one "Course Information Sheet" (page 3) for each course you wish to have accredited.

I hereby affirm and swear that the information submitted with this application is true and accurate and contains no willful omissions

Date: SEPTEMBER 9th, 20 15

Signed: _____

Jerry Chung

Title: DIRECTOR

STATE OF CALIFORNIA

ss. County of LOS ANGELES

I certify that this is a true and correct copy of a document in the possession of

JU CHENG FUNG

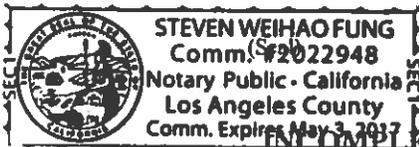
(name of person who presents the document)

SEPT. 9th, 2015
Date

Steven Weihao Fung

Signature of Notarial Officer

My Commission Expires: MAY 3, 2017



INCOMPLETE APPLICATIONS WILL NOT BE PROCESSED

*EDUCATION SECTION
2501 E SAHARA AVE
LAS VEGAS, NV 89104-4137
(702) 486-4033, selection 2
http://www.red.state.nv.us*

COURSE INFORMATION SHEET

Date of Application: SEPT. 9, 2015 For Renewal Period: _____

Course Title: GENERAL APPRAISER REPORT WRITING AND CASE STUDIES

Instructor Names	Instruction Site
Robert Abelson, Ph. D	Internet/Distance

Course Fee: \$395.00 Hours of Accreditation: 15 QE / 14 CE

Hours of Classroom Attendance Required: N/A

Number of Required Quizzes 31 Number of Required Exams: 1

Attach a copy of each examination, with the correct answers stated or marked.

Minimum passing grade per test 70% Overall for the course 70%

REQUIRED TEXTS AND OTHER READINGS FOR THIS COURSE		
Title	Author	Publisher / Date
General Appraiser Report Writing & Studies	Marsha Winterroth / Dynasty School	8/2015

Statement of Course Objective:

See Attached

COURSE OUTLINE. PLEASE PROVIDE A THREE-LEVEL OUTLINE OF THE COURSE CONTENT AS WELL AS COMPLETING THE COURSE MODULE SHEET.

GENERAL APPRAISER REPORT WRITING

COURSE DESCRIPTION

In this course, we will review some of the elements which aid the appraiser in preparing a well-written, comprehensive, report that succeeds in communicating the results of the appraisal process to the client and intended users. We will also consider some of the stumbling blocks that prevent production of a written report that does not fulfill its intended function.

The quality of the written report is critical. Correct spelling, grammar, and punctuation are essential. Structuring the report in a logical manner is imperative.

Oral communication provides give and take between parties to the conversation: questions may be asked and answered, clarification may be requested and received, and any obscurities may be brought into the open and discussed until full understanding is reached.

In many instances, the reader of an appraisal report will have no opportunity to interact with the appraiser. For this reason, adequate presentation of the written material is crucial to providing the reader with full understanding of the valuation problem, the research and analysis upon which the valuation is based, and the ultimate conclusion of value.

Whether presented on a form or as a narrative document, the appraisal report must provide its content in a clear and concise manner, oriented to the level of the intended user's understanding and expertise, and meeting all of the applicable requirements of the most current edition of the *Uniform Standards of Professional Appraisal Practice*.

GENERAL APPRAISER REPORT WRITING

LEARNING OBJECTIVES

SECTION I LEARNING OBJECTIVES

Upon completing this section, the participant will:

- Define an appraisal report as any communication, written or oral, of an appraisal or appraisal review that is transmitted to the client upon completion of an assignment.
- Be aware of the minimum requirements for communication of an appraisal report as reflected in the Uniform Standards of Professional Appraisal Practice, (2014-2015).
- Recognize that an appraisal report can be communicated orally or in writing. The written report may be completed as a narrative document or using a pre-printed form.
- Identify the characteristics of the narrative report format which allow the appraiser the flexibility to provide full support for his or her analyses and conclusions.
- Know that form reports typically require the addition of supplementary information to comply with reporting requirements and to ensure a credible report that is not misleading.
- No matter what the reporting style, the requirements of the *Uniform Standards of Professional Appraisal Practice* dictate the development and reporting standards that must be followed for each specific assignment.

SECTION II LEARNING OBJECTIVES

Upon completing this section, the participant will:

- Understand that, while the appraiser's reasoning skills are paramount to the entire appraisal process, completion of the appraisal hinges upon the ability to communicate meaningful results to the client.
- Know that the information within your report is useful to the client only to the extent it enables him or her to make decisions and take appropriate

action related to the valuation problem that created the need for an appraisal in the first place.

- Keep in mind that the appraiser must be certain all data is correctly reported and that all mathematical computations are accurate. Error in these items can easily result in a misleading report.
- Be aware that the layout of the document and the visual appeal of its contents will strike the reader (for better or for worse) before he or she has read a word of your carefully written report.

SECTION III LEARNING OBJECTIVES

Upon completing this section, the participant will:

- Be aware that the *Uniform Standards of Professional Appraisal Practice* has, as its primary purpose, the intent to promote and maintain a high level of public trust in appraisal practice by establishing requirements for appraisers.
- Know the circumstances under which an appraiser **must** follow the standards of ethics and performance set forth in USPAP and those under which he or she may or may not choose to comply.
- Be aware that Standards 2, 8, and 10 of the *Uniform Standards of Professional Appraisal Practice, 2014-2015* provide the requirements for the communication of appraisal reports.
- Remember that the data contained in the report must be sufficient in depth and scope to reflect compliance with STANDARD 1.
- Understand that the *Uniform Standards of Professional Appraisal Practice, 2014-2015*, does not direct the form, format, or style of an appraisal report. However, the appraiser has a significant obligation to produce a report tailored to the intended use of the appraisal, the needs and understanding of the intended user(s), and the complexity of the valuation problem to be solved.

TIMED OUTLINE: GENERAL APPRAISER REPORT WRITING

Section & Chapter	Minutes	
S1-Ch1	15	
S1-Ch1 Quiz	5	
S1-Ch2	15	
S1-Ch2 Quiz	5	
S1-Ch3	15	
S1-Ch3 Quiz	5	
S1-Ch4	15	
S1-Ch4 Quiz	5	
S1-Ch5	15	
S1-Ch5 Quiz	5	
S1-Ch6	15	
S1-Ch6 Quiz	5	
S1-Review	30	
S2-Ch1	15	
S2-Ch1 Quiz	5	
S2-Ch2	15	
S2-Ch2 Quiz	5	
S2-Ch3	15	
S2-Ch3 Quiz	5	
S2-Ch4	15	
S2-Ch4 Quiz	5	
S2-Ch5	15	
S2-Ch5 Quiz	5	
S2-Ch6	15	
S2-Ch6 Quiz	5	
Section Review	30	
S3-Ch1	10	
S3-Ch1 Quiz	5	
S3-Ch2	15	
S3-Ch2 Quiz	5	
S3-Ch3	15	
S3-Ch3 Quiz	5	
S3-Ch4	15	
S3-Ch4 Quiz	5	
S3-Ch5	15	
S3-Ch5 Quiz	5	
S3-Ch6	15	
S3-Ch6 Quiz	5	
S3-Ch7	15	
S3-Ch7 Quiz	5	
Section-Review	30	
S4-CS-1	20	
S4-Ch1 Quiz	9	
S4-C2-2	20	
S4-Ch2 Quiz	9	

S4-CS-3	20	
S4-Ch3 Quiz	6	
S4-CS-4	20	
S4-Ch4 Quiz	12	
S5-Ch1	5	
S5-Ch1 Quiz	7	
S5-Ch2	5	
S5-Ch2 Quiz	4	
S5-Ch3	15	
S5-Ch3 Quiz	4	
S5-Ch4\	20	
S5-Ch4 Quiz	15	
S6-Ch1	30	
S6-Ch1 Quiz	5	
Final Exam	60	
Total Time	751	

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Division use only:
Receipt # _____
Credential # _____
Processor initials _____
Date _____

**APPRAISER CONTINUING EDUCATION
NEW COURSE APPLICATION**

**INCOMPLETE APPLICATIONS WILL NOT BE PROCESSED.
THE COURSE APPLICATION FEE IS NON-REFUNDABLE.**

School Name: Dynasty School		Date: 9/25/15
Owner's Name: Huey J Huang	School's Fax:	
School's Mailing Address: 2373 S Hacienda Blvd., Hacienda Heights, CA 91745		
Education Contact: Steven Fung	Contact's Email: steven@dynastyschool.com	
School's Main Phone: 800-888-8827	Contact's Phone: 800-888-8827	
School Locations & Phone #s:		
2373 S Hacienda Blvd., Hacienda Heights, CA 91745		
Purpose of School:		
Vocational School		

Title of Course: Foreclosure Basics for Appraisers (7-hour CE)			
Delivery Method: <input type="checkbox"/> Classroom	<input checked="" type="checkbox"/> Internet	<input type="checkbox"/> Home Study	Hours of Instruction:
Level of Difficulty: <input type="checkbox"/> Beginner	<input checked="" type="checkbox"/> Intermediate	<input type="checkbox"/> Advanced	
Course Objective: On completion of this course students will be able to:			
see attached			
Subject Classification: <input type="checkbox"/> Residential	<input type="checkbox"/> General	<input checked="" type="checkbox"/> Both	<input type="checkbox"/> Ethics/Standards
Ethics/Standards Justification:			
Course Fee: 89	Maximum Number of Participants: online		

Is the course accredited, approved, or offered by any appraiser commission, trade commission or the Appraisal Qualifications Board? Yes No (If yes, please explain.)

When: see attached cert	Where: AQB	Approval #: see attached cert
Additional Info:		

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REAL ESTATE DIVISION

1179 Fairview Drive, Suite E * Carson City, NV 89701-5453 *(775) 687-4280
2501 East Sahara Avenue, Suite 102 * Las Vegas, NV 89104-4137 *(702) 486-4033
E-mail: realest@red.state.nv.us <http://www.red.state.nv.us>

- I consent to auditing and/or evaluating by authorized representatives of NRED.
- I agree to report any material changes of the information contained in this application to NRED prior to presenting the amended course.
- I agree to retain attendance records for at least five years from the date of the offering for each participant.
- I agree to provide certificates of attendance completed in compliance with NAC 645C.315 4 with original authorized signatures only for students who have completed this course.
- I agree to comply with the provisions of NAC 645C.

Signature:  Date: 9/25/15
Print Name: Steven Fung

Applications should be sent to: **Appraisal Officer**
Nevada Real Estate Division
1179 Fairview Drive, Suite E
Carson City, NV 89701-5453

For questions call: **(775) 687-4280 ext 308**

Foreclosure Basics for Appraisers

Course Details

Course Description

With the recent real estate crisis, foreclosures have become a hot topic in the real estate industry. *Foreclosure Basics for Appraisers* provides students with the necessary background information to understand why foreclosures have become more prevalent in most markets. This course describes how predatory lending and fraud schemes lead to a more volatile market. Further, this course gives students the opportunity to walk through the steps appraisers take to determine a value range for a foreclosed property by looking at and analyzing available comparables and market data. "As is" value, "as repaired" value, and other approaches to value that are often used when appraising foreclosed or short sale properties are also discussed.

Also covered are the appraisal report forms and documents that real estate professionals need to be most familiar with, especially when dealing with foreclosure properties. New legislation and regulations that were developed in response to the real estate crisis are discussed, as well as concerns for appraisers.

Learning Objectives

Unit 1: Overview of Foreclosures and the 1004MC Form

After completing this unit of the course, you will be able to:

- Describe the factors that contributed to the current real estate climate.
- Prepare the Fannie Mae 1004MC Form.

Unit 2: Flipping, Fraud, and Predatory Lending

After completing this unit of the course, you will be able to:

- List the guidelines for legitimate flipping.
- Identify instances of fraud in the mortgage industry.

Unit 3: Appraising Foreclosed Properties

After completing this unit of the course, you will be able to:

- Recall the foreclosure process.
- Describe issues of valuing REO, pre-foreclosures, and foreclosed properties.

Unit 4: Challenges for Appraisers

After completing this unit of the course, you will be able to:

- Identify challenges that appraisers face.
- Describe the Uniform Appraisal Dataset.

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Timed Course Outline

0.0 Course Introduction

- 0.1 Course Description
- 0.2 Course Description (cont.)
- 0.3 Course Outline
- 0.4 Course Learning Objectives
- 0.5 Student Workbook
- 0.6 If Your Internet or Network Connection Fails
- 0.7 Before Proceeding

10 minutes

1.0 Unit 1: Overview of Foreclosures and the 1004MC Form

- 1.1 Unit Introduction
- 1.2 Unit Learning Objectives
- 1.3 Key Terms
- 1.4 Key Terms (cont.)
- 1.5 Contributors to the Real Estate Crisis
- 1.6 Consumer Behaviors
- 1.7 Adjustable Rate Mortgage Loans
- 1.8 Adjustable Rate Mortgage Loans (cont.)
- 1.9 Other Risky Loans
- 1.10 Quick Check #1
- 1.11 Quick Check #2
- 1.12 Quick Check #2 Answer
- 1.13 Classification of Loans
- 1.14 Prime Loans
- 1.15 Alt-A Loans
- 1.16 Sub-Prime Loans
- 1.17 Refinancing
- 1.18 Yield Spread Premiums
- 1.19 Quick Check #3
- 1.20 Mortgage Fraud
- 1.21 Mortgage Fraud Schemes
- 1.22 Fraud Motivators
- 1.23 Fraud Reports
- 1.24 Lending Before the Bubble Burst
- 1.25 Changes on Wall Street
- 1.26 Underwriters
- 1.27 Underwriters (cont.)
- 1.28 Cause for Concern
- 1.29 When the Bubble Burst
- 1.30 Aftermath of Bubble Bursting
- 1.31 Lending
- 1.32 Troubled Asset Relief Program (TARP)
- 1.33 The Housing Valuation Code of Conduct (HVCC)
- 1.34 Appraising in Unstable Markets
- 1.35 Appraising in Unstable Markets (cont.)

- 1.36 Quick Check #4
- 1.37 Fannie Mae Form 1004MC
- 1.38 Fannie Mae 1004MC Form (cont.)
- 1.39 Quick Check #5
- 1.40 About the 1004MC Form
- 1.41 Requirement of the 1004MC Form with Other Reports
- 1.42 Why Did Fannie Mae Develop This Form?
- 1.43 The Scope of Work
- 1.44 The Scope of Work (cont.)
- 1.45 Quick Check #6
- 1.46 Analyzing Market Data
- 1.47 Analyzing Market Data (cont.)
- 1.48 Issues and Problems
- 1.49 Issues and Problems (cont.)
- 1.50 The 1004 Form
- 1.51 Neighborhood v. Pool of Comparable Properties
- 1.52 Determining the Market
- 1.53 Completing the 1004MC Form
- 1.54 Quick Check #7
- 1.55 Absorption Rate
- 1.56 Universe
- 1.57 Meaningful Analysis
- 1.58 Meaningful Analysis (cont.)
- 1.59 Meaningful Analysis (cont.)
- 1.60 Quick Check #8
- 1.61 Anomalies in the Market
- 1.62 Anomalies in the Market (cont.)
- 1.63 Appraisal Review
- 1.64 Quick Check #9
- 1.65 Comments on a Stable Market
- 1.66 Comment on Seasonal Activity
- 1.67 Comments on a Declining Market Caused By REO and Foreclosures
- 1.68 Comments on an Increasing Market
- 1.69 Comments for a Market Not Influenced by REO or Foreclosures
- 1.70 Comment for a Market with a Trend for More Foreclosures
- 1.71 Comment for a Declining Trend in Prices
- 1.72 Condos and Co-Ops
- 1.73 Condos and Co-Ops (cont.)
- 1.74 Quick Check #10
- 1.75 More Disclaimers
- 1.76 Unit Conclusion
- 1.77 Quiz Introduction
- 1.78 Unit Quiz

100 minutes

2.0 Unit 2: Flipping, Fraud, and Predatory Lending

- 2.1 Unit Introduction
- 2.2 Unit Learning Objectives
- 2.3 Key Terms
- 2.4 The Flipping Process
- 2.5 The Flipping Process (cont.)
- 2.6 Flipping Pitfalls
- 2.7 Keys for Successful Flipping
- 2.8 Illegitimate Flips
- 2.9 Illegitimate Flips (cont.)
- 2.10 Quick Check #1
- 2.11 Flipping New Houses
- 2.12 Flipping New Houses (cont.)
- 2.13 Flipping Fraud
- 2.14 FHA Anti-Flipping Rule FR-4615
- 2.15 FR-4615 Amendment
- 2.16 Quick Check #2
- 2.17 Quick Check #3
- 2.18 Fraud
- 2.19 Appraisers and Fraud
- 2.20 Pressure Put On Appraisers
- 2.21 USPAP as Fraud Prevention
- 2.22 Common Fraud Scenarios Involving Appraisers
- 2.23 Pre-Foreclosure Appraisals
- 2.24 Pre-Foreclosure Appraisals (cont.)
- 2.25 Quick Check #4
- 2.26 Quick Check #5
- 2.27 Exterior-Only Inspections
- 2.28 Value of the Property
- 2.29 Market Fluctuation
- 2.30 Predatory Lending
- 2.31 Quick Check #6
- 2.32 Predatory Lending (cont.)
- 2.33 Cost Categories
- 2.34 Main Street Lending vs. Sub-Prime Lending
- 2.35 Main Street Lending vs. Sub-Prime Lending (cont.)
- 2.36 Internet-based Lending
- 2.37 Internet-based Lending (cont.)
- 2.38 Quick Check #7
- 2.39 Other Predatory Practices
- 2.40 Quick Check #8
- 2.41 Investor Loans
- 2.42 RESPA
- 2.43 RESPA Violations
- 2.44 Agent Fraud
- 2.45 Agent Fraud (cont.)
- 2.46 Quick Check #9
- 2.47 Additional Fraudulence
- 2.48 Title Companies, Agents, and Predatory Lending
- 2.49 Title Companies, Agents, and Predatory Lending (cont.)

- 2.50 Fraud and Conspiracies
- 2.51 Quick Check #10
- 2.52 Identity Theft
- 2.53 Identity Theft (cont.)
- 2.54 One-Stop Shopping
- 2.55 Unit Conclusion
- 2.56 Quiz Introduction
- 2.57 Unit Quiz

70 minutes

3.0 Unit 3: Appraising Foreclosed Properties

- 3.1 Unit Introduction
- 3.2 Unit Learning Objectives
- 3.3 Key Terms
- 3.4 Key Terms (cont.)
- 3.5 What is Foreclosure?
- 3.6 Preparing the Property for Resale
- 3.7 REO Properties
- 3.8 Deed In Lieu of Foreclosure
- 3.9 Cash for Keys
- 3.10 Quick Check #1
- 3.11 Quick Check #2
- 3.12 Quick Check #2 Answers
- 3.13 Physical Eviction
- 3.14 The Trash Out
- 3.15 Securing the Property
- 3.16 Appraising and Otherwise Valuing the Property
- 3.17 Lender Requirements for the Appraisal
- 3.18 "As Is" Value
- 3.19 Determining "As Is" Price
- 3.20 Determining "As Is" Price (cont.)
- 3.21 Quick Check #3
- 3.22 Quick Check #4
- 3.23 Determining a Discount
- 3.24 Determining Condition Adjustment
- 3.25 Determining a Discount for Non-Investor Buyers
- 3.26 As Repaired Value
- 3.27 As Repaired Value (cont.)
- 3.28 As Repaired Value (cont.)
- 3.29 Quick Check #5
- 3.30 Quick Check #6
- 3.31 Determining Repair Costs
- 3.32 Determining Repair Costs (cont.)
- 3.33 Quick Sale Value
- 3.34 Liquidation Value
- 3.35 Forecasting
- 3.36 Forecasting (cont.)
- 3.37 Quick Check #7
- 3.38 Quick Check #7 Answers

- 3.39 Rapidly Changing Markets
- 3.40 Competing Listings
- 3.41 Competing Listings (cont.)
- 3.42 REO, Foreclosure, and USPAP
- 3.43 Challenges of Valuing REO and Pre-Foreclosure Properties
- 3.44 From One Extreme to Another
- 3.45 Estates as Foreclosure Subjects
- 3.46 Estates as Foreclosure Subjects (cont.)
- 3.47 Quick Check #8
- 3.48 Pre-Foreclosure Decisions
- 3.49 Short Sale
- 3.50 Quick Check #9
- 3.51 Short Sale Challenges
- 3.52 Short Sale Challenges (cont.)
- 3.53 The Totally Trashed Property
- 3.54 The Neighborhood
- 3.55 Subject Property A: Valuation
- 3.56 Subject Property B: Valuation
- 3.57 Subject Property B: Valuation (cont.)
- 3.58 Condition
- 3.59 Physical Depreciation—Curable and Incurable
- 3.60 Physical Depreciation—Curable and Incurable (cont.)
- 3.61 Functional Depreciation or Obsolescence—Curable and Incurable
- 3.62 Functional Depreciation or Obsolescence—Curable and Incurable (cont.)
- 3.63 External Obsolescence
- 3.64 Subject Property C: Valuation
- 3.65 Quick Check #10
- 3.66 Market Conditions
- 3.67 Market Conditions (cont.)
- 3.68 Buyers: Owner/Occupiers
- 3.69 Buyers: Investors
- 3.70 Quick Check #11
- 3.71 The Cost Expert
- 3.72 The Cost Expert (cont.)
- 3.73 The Lender's Decision—Leaving Money on the Table
- 3.74 Subject Property A: Outcome
- 3.75 Subject Property B: Outcome
- 3.76 Subject Property C: Outcome
- 3.77 Cost of the Lender's Decision
- 3.78 Unit Conclusion
- 3.79 Quiz Introduction
- 3.80 Unit Quiz

100 minutes

4.0 Unit 4: Challenges for Appraisers

- 4.1 Unit Introduction
- 4.2 Unit Learning Objectives
- 4.3 Key Terms
- 4.4 Appraiser Independence

- 4.5 Dodd-Frank Act and Appraiser Independence
- 4.6 Dodd-Frank Act and Appraiser Independence (cont.)
- 4.7 Dodd-Frank Act and Appraiser Independence (cont.)
- 4.8 Quick Check #1
- 4.9 Appraiser Independence Requirements
- 4.10 Overview of AIR
- 4.11 Overview of AIR (cont.)
- 4.12 Quick Check #2
- 4.13 Appraisal Management Companies
- 4.14 Appraisal Management Companies (cont.)
- 4.15 Concerns About AMCs
- 4.16 New Sources for Business
- 4.17 Appraiser Fees
- 4.18 Dodd-Frank Act and Appraiser Fees
- 4.19 Quick Check #3
- 4.20 Automated Valuation Models and Other Products
- 4.21 Automated Valuation Models and Other Products (cont.)
- 4.22 Appraisers and AVMs
- 4.23 Quick Check #4
- 4.24 Broker Price Opinions
- 4.25 Appraisers and BPOs
- 4.26 Quick Check #5
- 4.27 Uniform Appraisal Dataset
- 4.28 State of Data Reporting
- 4.29 Uniform Mortgage Data Program
- 4.30 Purpose of the UMDP
- 4.31 UMDP Benefits
- 4.32 Quick Check #6
- 4.33 Implementation Dates
- 4.34 Implementation Dates (cont.)
- 4.35 UAD Required Forms
- 4.36 UAD Data Fields
- 4.37 Benefits of UAD Data Fields
- 4.38 Sources of Information for UAD Data Fields
- 4.39 Quick Check #7
- 4.40 To Get Help or More Information
- 4.41 Unit Conclusion
- 4.42 Unit Conclusion (cont.)
- 4.43 Quiz Introduction
- 4.44 Unit Quiz

70 minutes

Total: 350 minutes

3.c

STATE OF NEVADA
DEPARTMENT OF BUSINESS AND INDUSTRY
REAL ESTATE DIVISION

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Division use only:

Receipt # _____
Credential # _____
Processor initials _____
Date _____

**APPRAISER CONTINUING EDUCATION
NEW COURSE APPLICATION**

**INCOMPLETE APPLICATIONS WILL NOT BE PROCESSED.
THE COURSE APPLICATION FEE IS NON-REFUNDABLE.**

School Name: Dynasty School		Date: 9/25/15
Owner's Name: Huey J Huang	School's Fax:	
School's Mailing Address: 2373 S Hacienda Blvd., Hacienda Heights, CA 91745		
Education Contact: Steven Fung	Contact's Email: steven@dynastyschool.com	
School's Main Phone: 800-888-8827	Contact's Phone: 800-888-8827	
School Locations & Phone #s:		
2373 S Hacienda Blvd., Hacienda Heights, CA 91745		
Purpose of School:		
Vocational School		

Title of Course: FHA and VA Today (7-hour CE)			
Delivery Method:	<input type="checkbox"/> Classroom	<input checked="" type="checkbox"/> Internet	<input type="checkbox"/> Home Study
			Hours of Instruction:
Level of Difficulty:	<input type="checkbox"/> Beginner	<input checked="" type="checkbox"/> Intermediate	<input type="checkbox"/> Advanced
Course Objective: On completion of this course students will be able to:			
see attached			
Subject Classification:	<input type="checkbox"/> Residential	<input type="checkbox"/> General	<input checked="" type="checkbox"/> Both
<input type="checkbox"/> Ethics/Standards			
Ethics/Standards Justification:			
Course Fee: 89	Maximum Number of Participants: online		

Is the course accredited, approved, or offered by any appraiser commission, trade commission or the Appraisal Qualifications Board? Yes No (If yes, please explain.)

When: see attached cert	Where: AQB	Approval #: see attached cert
Additional Info:		

STATE OF NEVADA
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Signature: _____

Date: 9/25/15

Print Name: _____

Steven Fung

Applications should be sent to:

Appraisal Officer
Nevada Real Estate Division
1179 Fairview Drive, Suite E
Carson City, NV 89701-5453

For questions call:

(775) 687-4280 ext 308

FHA and VA Today

Course Details

Course Description

In recent years, the FHA and VA have been amending their inspecting and reporting requirements, aggressively reducing red tape, and raising awareness of their programs. For residential real property appraisers, this translates into opportunities in a growing and changing market segment. Real property appraising for the purpose of FHA and VA mortgage loans can provide the residential appraiser with a valuable and additional profit center. This course addresses the requirements both for becoming an FHA Roster Appraiser and a VA Fee Panel Appraiser.

FHA and VA Today focuses on the most current FHA appraisal requirements—including inspection and reporting requirements, along with resources for continuing updates on the program. Real property appraising is ever changing and requires the appraiser to be proactive and aware of the changing requirements. In the case of FHA lending, the program has undergone recent changes that significantly affect FHA appraisal procedures, including changes acknowledging the growing trend in green building. Some regulations have been eliminated to create a more effective appraising procedure.

Prospective as well as current FHA Roster Appraisers will benefit from the course's detailed review of FHA property and appraisal requirements. VA Fee Panel Appraisers can ensure their present practices in performing valuation services meet the expectation of VA protocol. General conduct and business practices are also discussed.

Course Learning Objectives

Unit 1: The FHA: An Overview

After completing this unit of the course, you will be able to:

- Define the FHA and its programs.
- Demonstrate an understanding of the FHA's history and its role in society.

Unit 2: FHA Loan Types

After completing this unit of the course, you will be able to:

- Discuss how to maintain eligibility, qualify, and apply for placement on the FHA Appraisal Roster.

- Differentiate between the various FHA loans available with respect to property type and requirements.
- Describe the application of FHA mortgage products to various properties and borrowers.

Unit 3: FHA General Requirements

After completing this unit of the course, you will be able to:

- Identify how recent changes imposed by the FHA have affected the appraisal procedure and appraisers.
- Recognize repair conditions that will/will not require automatic inspections or repairs.
- Explain the general FHA appraisal reporting requirements and guidelines and list the Fannie Mae appraisal reporting forms.

Unit 4: FHA Protocol for Reporting Data for a One-Unit Dwelling

After completing this unit of the course, you will be able to:

- Describe the various protocols required on the URAR report for the following sections: Subjects, Contracts, Neighborhood, Site, and Improvements and the UAD field requirements for the URAR report forms.
- Observe the FHA protocol in reporting data.
- Identify the six Condition Ratings and their definitions.

Unit 5: One-Unit Valuation Methods for FHA

After completing this unit of the course, you will be able to:

- Define the protocol for URAR reconciliation and how to accurately complete the valuation data sections of the URAR reporting form.
- Identify how to form a credible opinion of value and develop valuation methods according to FHA protocol and guidelines.
- Describe how to create a comparable data pool and accurately make value adjustments.

Unit 6: FHA Appraisal for Other Property Types

After completing this unit of the course, you will be able to:

- Describe FHA expectations in the development and reporting of manufactured dwellings, condominiums, and two- to four-unit housing.
- Recognize the protocol that differs from the standards for performing an FHA appraisal of a one-unit property.
- Review how to obtain and report the gross living area and gross building area for a property.

Unit 7: VA Financing and Appraisal Overview

After completing this unit of the course, you will be able to:

- Describe the purpose and use of a VA loan.
- Identify the property qualifications criteria for a VA loan and the minimum property requirements for VA loan properties.
- Explain the pre-requisite requirements and procedure for becoming a VA Fee Appraiser and the required practices and procedures for developing a quality VA appraisal.

Unit 8: FHA FAQs and USPAP Changes for 2014-2015

After completing this unit of the course, you will be able to:

- Identify correct responses to appraisers' frequently asked questions.

Timed Course Outline

0.0 Course Introduction

- 0.0 Course Introduction
- 0.1 Course Description
- 0.2 Course Description (2)
- 0.3 Course Description (3)
- 0.4 Course Outline
- 0.5 Course Learning Objectives
- 0.6 Accreditation
- 0.7 Acknowledgments
- 0.8 If Your Internet or Network Connection Fails
- 0.9 If You Receive an Incomplete Section Alert
- 0.10 Before Proceeding

5 minutes

1.0 Unit 1: The FHA: An Overview

- 1.0 The FHA: An Overview
 - 1.1 Unit Introduction
 - 1.2 Unit Learning Objectives
 - 1.3 Key Terms
 - 1.4 The Federal Housing Administration (FHA)
 - 1.5 FHA Mortgage Insurance
 - 1.6 Advantages of FHA Loans
 - 1.7 Easier to Qualify
 - 1.8 Low Down Payment
 - 1.9 Lower Interest Rates
 - 1.10 Help Keeping a Home
 - 1.11 FHA Funding
 - 1.12 Quick Check #1
 - 1.13 Through the Decades: A History of the FHA—1934
 - 1.14 Through the Decades: A History of the FHA—1940s
 - 1.15 Through the Decades: A History of the FHA—1950s, 1960s, and 1970s
 - 1.16 Through the Decades: A History of the FHA—1980s
 - 1.17 Through the Decades: A History of the FHA—2000
 - 1.18 Through the Decades: A History of the FHA—2010
 - 1.19 Quick Check #2
 - 1.20 Quick Check #3
 - 1.21 Eligibility Requirements for FHA Financing
 - 1.22 Quick Check #4
 - 1.23 The FHA for Veterans
 - 1.24 FHA Maximum Mortgage Limits
 - 1.25 FHA Maximum Mortgage Limits (2)
 - 1.26 Skill Check #1
 - 1.27 Quiz Introduction
 - 1.28 Unit Quiz

15 minutes

2.0 Unit 2: FHA Loan Types

2.0 FHA Loan Types

- 2.1 Unit Introduction
- 2.2 Unit Learning Objectives
- 2.3 Key Terms
- 2.4 The FHA Appraiser Roster
- 2.5 Eligibility to Perform FHA Appraisals
- 2.6 How to Receive HUD Updates
- 2.7 Procedure to Obtain Placement on the Appraiser Roster
- 2.8 Preparing for the Application Process
- 2.9 Preparing for the Application Process (2)
- 2.10 Preparing for the Application Process (3)
- 2.11 Quick Check #1
- 2.12 Completing the Application
- 2.13 Completing the Application (2)
- 2.14 Completing the Application—Appraiser Certification
- 2.15 Processing the Application
- 2.16 Once the Application Has Been Accepted
- 2.17 Once the Application Has Been Accepted (2)
- 2.18 Updating Information and Renewing a Certification
- 2.19 Updating Information and Renewing a Certification (2)
- 2.20 Updating Information and Renewing a Certification (3)
- 2.21 Quick Check #2
- 2.22 Possible Reasons for Removal from the Roster
- 2.23 Possible Reasons for Removal from the Roster (2)
- 2.24 Reinstatement
- 2.25 Quick Check #3
- 2.26 FHA Loan Types
- 2.27 203(b) Mortgage Insurance Program
- 2.28 203(b) Mortgage Insurance Program (2)
- 2.29 203(h) Mortgage Insurance Program for Disaster Victims
- 2.30 203(h) Mortgage Insurance Program for Disaster Victims (2)
- 2.31 Quick Check #4
- 2.32 Reverse Mortgages for Seniors—255 Home Equity Conversion Mortgage Program (HECM)
- 2.33 Reverse Mortgages for Seniors—255 Home Equity Conversion Mortgage Program (HECM) (2)
- 2.34 How the Program Works
- 2.35 Payment Options
- 2.36 Quick Check #5
- 2.37 203(k) Rehab Program
- 2.38 203(k) Rehab Program (2)
- 2.39 Self-Help Borrowers
- 2.40 Eligible Properties
- 2.41 Eligible Properties (2)
- 2.42 How the Program Can Be Used
- 2.43 Quick Check #6
- 2.44 Eligible Improvements
- 2.45 Eligible Improvements (2)
- 2.46 Eligible Improvements (3)
- 2.47 Eligible Improvements (4)
- 2.48 Quick Check #7
- 2.49 Required Improvements
- 2.50 Required Improvements (2)
- 2.51 Required Appraisals

- 2.52 "As Is" Value
- 2.53 "As Is" Value (2)
- 2.54 Value After Rehabilitation
- 2.55 Required Appraisals
- 2.56 Recently Acquired Properties
- 2.57 Architectural Exhibits
- 2.58 Plot Plan of the Site
- 2.59 Proposed Interior Plan of the Dwelling
- 2.60 Work Write-Up and Cost Estimate
- 2.61 Work Write-Up and Cost Estimate (2)
- 2.62 Quick Check #8
- 2.63 Definitions for Use in the 203(k) Program—Insurance of Advances
- 2.64 Definitions for Use in the 203(k) Program—Rehabilitation Escrow Account
- 2.65 Quick Check #9
- 2.66 Definitions for Use in the 203(k) Program—Inspections
- 2.67 Definitions for Use in the 203(k) Program—Holdback
- 2.68 Definitions for Use in the 203(k) Program—Contingency Reserve
- 2.69 Contingency Reserve (2)
- 2.70 Contingency Reserve (3)
- 2.71 Quick Check #10
- 2.72 Definitions for Use in the 203(k) Program—Mortgage Payment Reserve
- 2.73 Definitions for Use in the 203(k) Program—Approval of Non-Profit Agencies
- 2.74 Maximum Mortgage Amount
- 2.75 Maximum Mortgage Calculation
- 2.76 Principal Residence (Owner-Occupant) and HUD-Approved Non-Profit Organization
- 2.77 Cost of Rehabilitation
- 2.78 Appraisal Fee
- 2.79 Quick Check #11
- 2.80 220 Urban Renewal Mortgage Insurance Program
- 2.81 220 Urban Renewal Mortgage Insurance Program (2)
- 2.82 220 Urban Renewal Mortgage Insurance Program (3)
- 2.83 Quick Check #12
- 2.84 Energy Efficient Mortgages
- 2.85 Energy Efficient Mortgages (2)
- 2.86 Energy Efficient Mortgages (3)
- 2.87 Energy Efficient Mortgages (4)
- 2.88 EEMs and Buyer's Borrowing Power
- 2.89 EEMs and Buyer's Borrowing Power (2)
- 2.90 EEMs and Buyer's Borrowing Power (3)
- 2.91 Quiz Introduction
- 2.92 Unit Quiz

60 minutes

3.0 Unit 3: FHA General Requirements

- 3.0 FHA General Requirements
 - 3.1 Unit Introduction
 - 3.2 Unit Learning Objectives
 - 3.3 Key Terms
 - 3.4 FHA Roster Appraiser Protocol
 - 3.5 Qualifying Appraisers
 - 3.6 Use of Trainees
 - 3.7 Appraiser Selection in the FHA Connection

- 3.8 Prohibition of Mortgage Brokers and Commission-Based Lender Staff from the Appraisal Process
- 3.9 Quick Check #1
- 3.10 Appraisal and Appraisal Management Company (AMC)/Third Party Organization Fees
- 3.11 Prevention of Improper Influences on Appraisers
- 3.12 Prevention of Improper Influences on Appraisers (2)
- 3.13 Quick Check #2
- 3.14 Appraiser Independence Safeguards
- 3.15 Appraiser Independence Safeguards (2)
- 3.16 Appraiser Independence Safeguards (3)
- 3.17 Appraiser Independence Safeguards (4)
- 3.18 Appraiser Independence Safeguards (5)
- 3.19 Quick Check #3
- 3.20 Appraiser Engagement, Knowledge of Market Area, and Geographic Competency
- 3.21 Appraiser Engagement, Knowledge of Market Area, and Geographic Competency (2)
- 3.22 Appraiser Engagement, Knowledge of Market Area, and Geographic Competency (3)
- 3.23 Reconsideration of Value
- 3.24 Appraiser Portability
- 3.25 Appraiser Portability (2)
- 3.26 Appraisal Transfer and Change of Client Name in Appraisal Report
- 3.27 Quick Check #4
- 3.28 Changes to Valuation Protocol
- 3.29 Appraisal Reports
- 3.30 Housing Trends
- 3.31 The Appraisal Update Report
- 3.32 Permissible Appraisal Validity Periods—Appraisals with No Appraisal Update Report
- 3.33 Permissible Appraisal Validity Periods—Appraisal with an Appraisal Update Report
- 3.34 Permissible Appraisal Validity Periods—REO Property Appraisal
- 3.35 REO Second Appraisals to Support a Higher Purchase Price
- 3.36 REO Second Appraisals to Support a Higher Purchase Price (2)
- 3.37 Quick Check #5
- 3.38 Repair Conditions
- 3.39 Repair Conditions (2)
- 3.40 Repair Conditions (3)
- 3.41 Repair Conditions (4)
- 3.42 Repair Conditions (5)
- 3.43 Quick Check #6
- 3.44 Repair Conditions (6)
- 3.45 Repair Conditions (7)
- 3.46 Repair Conditions (8)
- 3.47 Repair Conditions (9)
- 3.48 Quick Check #7
- 3.49 FHA Adoption of the Uniform Appraisal Dataset (UAD)
- 3.50 FHA Adoption of the Uniform Appraisal Dataset (UAD) (2)
- 3.51 FHA Residential General Reporting Requirements
- 3.52 FHA Residential General Reporting Requirements (2)
- 3.53 FHA Residential General Reporting Requirements (3)
- 3.54 General Assignment Conditions
- 3.55 Quick Check #8
- 3.56 Minimum Property Requirements and Minimum Property Standards
- 3.57 Minimum Property Requirements and Minimum Property Standards—Example
- 3.58 Minimum Property Requirements and Minimum Property Standards (2)
- 3.59 Minimum Property Requirements and Minimum Property Standards (3)
- 3.60 Minimum Property Requirements and Minimum Property Standards (4)
- 3.61 Minimum Property Requirements and Minimum Property Standards (5)
- 3.62 Quick Check #9

- 3.63 On-site Inspection by the Appraiser
- 3.64 General Site and Location Requirements—Unacceptable Locations
- 3.65 General Site and Location Requirements—Site Hazards and Nuisances
- 3.66 General Site and Location Requirements—Soil Contamination
- 3.67 General Site and Location Requirements—Grading and Drainage
- 3.68 Quick Check #10
- 3.69 General Site and Location Requirements—Individual Water Supply and Sewage Systems
- 3.70 General Site and Location Requirements—Private Road Access and Maintenance
- 3.71 General Requirements for the Dwelling and Improvements—Roofing
- 3.72 General Requirements for the Dwelling and Improvements—Mechanical Systems
- 3.73 Quick Check #11
- 3.74 Electrical System
- 3.75 Plumbing System
- 3.76 Other Health and Safety Deficiencies
- 3.77 Lead-Based Paint Hazards
- 3.78 General Assignment Requirements
- 3.79 General Assignment Requirements (2)
- 3.80 Statement of Assumptions and Limiting Conditions
- 3.81 Statement of Assumptions and Limiting Conditions (2)
- 3.82 Appraiser's Certification
- 3.83 Appraiser's Certification (2)
- 3.84 Appraiser's Certification (3)
- 3.85 Appraiser's Certification (4)
- 3.86 Appraiser's Signature
- 3.87 Other Reporting Requirements
- 3.88 Quiz Introduction
- 3.89 Unit Quiz

45 minutes

4.0 Unit 4: FHA Protocol for Reporting Data for a One-Unit Dwelling

- 4.0 FHA Protocol for Reporting Data for a One-Unit Dwelling
 - 4.1 Unit Introduction
 - 4.2 Unit Learning Objectives
 - 4.3 Key Terms
 - 4.4 The URAR and UAD Compliance
 - 4.5 The URAR and UAD Compliance (2)
 - 4.6 The URAR and UAD Compliance (3)
 - 4.7 URAR Report Form Section 1: Subject
 - 4.8 File Number
 - 4.9 Property Address*
 - 4.10 Borrower
 - 4.11 Owner of Public Record*
 - 4.12 County
 - 4.13 Legal Description*
 - 4.14 Assessor's Parcel #*
 - 4.15 Tax Year/Real Estate Taxes*
 - 4.16 Neighborhood Name*
 - 4.17 Quick Check #1
 - 4.18 Quick Check #2
 - 4.19 Map Reference
 - 4.20 Census Tract*
 - 4.21 Occupant*

- 4.22 Special Assessments \$*
- 4.23 Homeowners Association (HOA) Fees*
- 4.24 Quick Check #3
- 4.25 Property Rights Appraised
- 4.26 Assignment Type*
- 4.27 Lender/Client Address*
- 4.28 Currently Offered for Sale or Offered for Sale in Last 12 Months*
- 4.29 Currently Offered for Sale or Offered for Sale in Last 12 Months* (2)
- 4.30 URAR Report Form Section 2: Contract
- 4.31 Analyze Contract for Sale*
- 4.32 Analyze Contract for Sale* (2)
- 4.33 Contract Price/Date of Contract*
- 4.34 Quick Check #4
- 4.35 Is the Property Seller the Owner of Public Record Data Source(s)
- 4.36 Sales Concessions Down Payment Assistance*
- 4.37 URAR Report Form Section 3: Neighborhood
- 4.38 Neighborhood Characteristics—Location
- 4.39 Neighborhood Characteristics—Built-Up
- 4.40 Neighborhood Characteristics—Growth
- 4.41 One-Unit Housing Trends—Property Values
- 4.42 One-Unit Housing Trends—Demand/Supply
- 4.43 One-Unit Housing Trends—Marketing Time
- 4.44 One-Unit Housing—Price/Age
- 4.45 Present Land Use Percentage—One-unit, 2- to 4-unit, Multi-family, Commercial, Other
- 4.46 Neighborhood Narrative—Neighborhood Boundaries
- 4.47 Neighborhood Narrative—Neighborhood Description
- 4.48 Neighborhood Narrative—Neighborhood Description (2)
- 4.49 Neighborhood Narrative—Market Conditions
- 4.50 Neighborhood Narrative—Market Conditions (2)
- 4.51 Quick Check #5
- 4.52 URAR Report Form Section 4: Site
- 4.53 Dimensions
- 4.54 Area
- 4.55 Shape
- 4.56 View
- 4.57 View (2)
- 4.58 Specific Zoning Classification
- 4.59 Zoning Description
- 4.60 Zoning Compliance
- 4.61 Highest and Best Use
- 4.62 Utilities
- 4.63 Off-Site Improvements: Type
- 4.64 Federal Emergency Management Agency (FEMA) Special Flood Hazard Area
- 4.65 FEMA Flood Zone
- 4.66 FEMA Map # and FEMA Map Date
- 4.67 Are Utilities and Off-Site Improvements Typical for the Market Area
- 4.68 Any Adverse Site Conditions or External Factors
- 4.69 Any Adverse Site Conditions or External Factors (2)
- 4.70 Quick Check #6
- 4.71 URAR Report Form Section 5: Improvements
- 4.72 Accessory Dwelling Unit
- 4.73 FHA Criteria
- 4.74 Quick Check #7
- 4.75 Utility Service Requirements
- 4.76 Units
- 4.77 Number of Stories

- 4.78 Type
- 4.79 Stage of Construction
- 4.80 Design (Style)
- 4.81 Year Built
- 4.82 Effective Age (Years)
- 4.83 Attic
- 4.84 Foundation
- 4.85 Basement
- 4.86 Concrete Slab
- 4.87 Crawl Space
- 4.88 Full Basement
- 4.89 Partial Basement
- 4.90 Basement Area and Finish
- 4.91 Quick Check #8
- 4.92 Quick Check #9
- 4.93 Outside Entry/Exit
- 4.94 Sump Pump
- 4.95 Evidence of Infestation
- 4.96 Evidence of Dampness
- 4.97 Evidence of Settlement
- 4.98 Mechanical Systems
- 4.99 Heating/Cooling
- 4.100 Fuel
- 4.101 Exterior Materials/Condition
- 4.102 Foundation Walls
- 4.103 Exterior Walls
- 4.104 Roof Surface
- 4.105 Gutters and Downspouts
- 4.106 Quick Check #10
- 4.107 Window Type
- 4.108 Storm Sash/Insulated
- 4.109 Screens
- 4.110 Amenities—Woodstove(s) / Fireplace(s)
- 4.111 Amenities—Other Amenities
- 4.112 Quick Check #11
- 4.113 Quick Check #12
- 4.114 Interior Materials/Condition
- 4.115 Interior Materials/Condition—Floors, Walls, and Trim/Finish
- 4.116 Interior Materials/Condition—Bath Floor and Bath Wainscot
- 4.117 Car Storage—If None
- 4.118 Car Storage—Driveway: # of Cars
- 4.119 Car Storage—Driveway Surface
- 4.120 Car Storage—Garage and Carport: # of Cars
- 4.121 Garage/Carport Type
- 4.122 Appliances
- 4.123 Gross Living Area
- 4.124 Room Count and Gross Living Area—Finished Area Above Grade Contains
- 4.125 Quick Check #13
- 4.126 Narrative Comments Section
- 4.127 Additional Features
- 4.128 Condition of the Property
- 4.129 Condition of the Property (2)
- 4.130 Condition of the Property (3)
- 4.131 Condition of the Property (4)
- 4.132 Quick Check #14
- 4.133 Physical Deficiencies or Adverse Conditions

- 4.134 Physical Deficiencies or Adverse Conditions—Lead-Based Paint Hazard
- 4.135 Quick Check #15
- 4.136 Property Conformity
- 4.137 Condition Rating Definitions—C1
- 4.138 Condition Rating Definitions—C2
- 4.139 Condition Rating Definitions—C3
- 4.140 Condition Rating Definitions—C4
- 4.141 Condition Rating Definitions—C5
- 4.142 Condition Rating Definitions—C6
- 4.144 Quiz Introduction
- 4.145 Unit Quiz

60 minutes

5.0 Unit 5: One-Unit Valuation Methods for FHA

- 5.0 One-Unit Valuation Methods for FHA
 - 5.1 Unit Introduction
 - 5.2 Unit Learning Objectives
 - 5.3 Key Terms
 - 5.4 URAR Report Form Section 6: Sales Comparison Analysis
 - 5.5 Comparable Data Pool
 - 5.6 Comparable Data Pool (2)
 - 5.7 Comparable Properties Offered for Sale
 - 5.8 Comparable Sales
 - 5.9 Address
 - 5.10 Proximity to Subject
 - 5.11 Sale Price
 - 5.12 Sale Price/Gross Living Area
 - 5.13 Quick Check #1
 - 5.14 Data Source(s)
 - 5.15 Data Source(s) (2)
 - 5.16 Verification Source(s)
 - 5.17 Value Adjustments
 - 5.18 Sales or Financing Concessions
 - 5.19 Sales or Financing Concessions (2)
 - 5.20 Sales or Financing Concessions (3)
 - 5.21 Date of Sale/Time
 - 5.22 Date of Sale/Time (2)
 - 5.23 Quick Check #2
 - 5.24 Location
 - 5.25 Leasehold/Fee Simple
 - 5.26 Site
 - 5.27 View
 - 5.28 View (2)
 - 5.29 Quick Check # 3
 - 5.30 Design (Style)
 - 5.31 Quality of Construction
 - 5.32 Actual Age
 - 5.33 Condition
 - 5.34 Above Grade Room Count/Gross Living Area
 - 5.35 Above Grade Room Count/Gross Living Area (2)
 - 5.36 Basement and Finished Rooms Below Grade
 - 5.37 Basement and Finished Rooms Below Grade (2)
 - 5.38 Functional Utility

- 5.39 Heating/Cooling
- 5.40 Energy Efficient Items
- 5.41 Garage/Carport
- 5.42 Porch, Patio, Deck
- 5.43 Blank Lines
- 5.44 Adjustments in the Sales Comparison Approach
- 5.45 Net Adjusted (Total)
- 5.46 Adjusted Sale Price of Comparables
- 5.47 Research Prior Sales or Transfers of Subject and Comparable Properties
- 5.48 Research Prior Sales or Transfers of Subject and Comparable Properties (2)
- 5.49 Quick Check #4
- 5.50 Sale Price of Prior Sales
- 5.51 Data Source(s) and Effective Date of Data Source(s) of Prior Sales
- 5.52 Summary of Sales Comparison Approach
- 5.53 Indicated Value by Sales Comparison Approach
- 5.54 URAR Report Form Section 7: Reconciliation
- 5.55 "As Is"
- 5.56 Per Plans and Specs
- 5.57 Subject to Repairs or Alterations
- 5.58 Subject to a Required Inspection
- 5.59 Subject to a Required Inspection (2)
- 5.60 Quick Check #5
- 5.61 Opinion of Market Value
- 5.62 Date of Inspection and Effective Date of Appraisal
- 5.63 URAR Report Form Section 9: Cost Approach
- 5.64 URAR Report Form Section 9: Cost Approach (2)
- 5.65 Support for Opinion of Site Value
- 5.66 Reproduction or Replacement Cost
- 5.67 Source of Cost Data and Quality Rating
- 5.68 Effective Date and Comments
- 5.69 Economic Life and Opinion of Site Value
- 5.70 Dwelling and Basement Sq. Ft. @ \$
- 5.71 Blank Line
- 5.72 Garage/Carport Sq. Ft. @ \$
- 5.73 Total Cost New
- 5.74 Quick Check #6
- 5.75 Less Depreciation and Depreciated Cost
- 5.76 "As is" Value of Site Improvements and Blank Line
- 5.77 Indicated Value
- 5.78 URAR Report Form Section 10: Income Approach
- 5.79 Quick Check #7
- 5.80 Quiz Introduction
- 5.81 Unit Quiz

35 minutes

6.0 Unit 6: FHA Appraisal for Other Property Types

- 6.0 FHA Appraisal for Other Property Types
 - 6.1 Unit Introduction
 - 6.2 Unit Learning Objectives
 - 6.3 Key Terms
 - 6.4 Protocol for Appraising Other Property Types
 - 6.5 Manufactured Homes
 - 6.6 Manufactured Homes (2)

- 6.7 Manufactured Homes (3)
- 6.8 Manufactured Homes (4)
- 6.9 Quick Check #1
- 6.10 Manufactured Home Appraisal Report Form 1004C Section 1: Subject
- 6.11 Manufactured Home Appraisal Report Form 1004C Section 2: Contract
- 6.12 Manufactured Home Appraisal Report Form 1004C Section 3: Neighborhood—
Manufactured Housing Trends
- 6.13 Manufactured Home Appraisal Report Form 1004 C Section 4: Site
- 6.14 Manufactured Home Appraisal Report Form 1004C Section 5: HUD Data
Plate/Certification Label
- 6.15 Manufactured Home Appraisal Report Form 1004C Section 5: HUD Data
Plate/Certification Label (2)
- 6.16 Manufactured Home Appraisal Report Form 1004C Section 5: HUD Data
Plate/Certification Label (3)
- 6.17 Manufactured Home Appraisal Report Form 1004C Section 5: HUD Data
Plate/Certification Label (4)
- 6.18 HUD Data Plate
- 6.19 Quick Check #2
- 6.20 Certification Label (aka HUD Seal)
- 6.21 Manufacturer's Serial Number or VIN
- 6.22 HUD Certification Label Number(s)
- 6.23 Manufacturer's Name, Trade/Model, and Date of Manufacture
- 6.24 Wind, Roof Load, and Thermal Zones
- 6.25 Manufactured Home Appraisal Report Form 1004C Section 6: Improvements—General
Description
- 6.26 Manufactured Home Appraisal Report Form 1004C Section 6: Improvements—
Foundation
- 6.27 Manufactured Home Appraisal Report Form 1004C Section 6: Improvements—Exterior
Description Materials/Condition
- 6.28 Quick Check #3
- 6.29 Manufactured Home Appraisal Report Form 1004C Narrative Comments Section
- 6.30 Manufactured Home Appraisal Report Form 1004C Narrative Comments Section (2)
- 6.31 Manufactured Home Appraisal Report Form 1004C Narrative Comments Section (3)
- 6.32 Quick Check #4
- 6.33 Manufactured Home Appraisal Report Form 1004C Section 7: Cost Approach
- 6.34 Manufactured Home Appraisal Report Form 1004C Section 7: Cost Approach (2)
- 6.35 Manufactured Home Appraisal Report Form 1004C Section 7: Cost Approach (3)
- 6.36 Cost Approach Using Marshall & Swift
- 6.37 Cost Approach Using N.A.D.A. Appraisal Guide
- 6.38 Cost Approach Using N.A.D.A. Appraisal Guide (2)
- 6.39 Cost Approach Using N.A.D.A. Appraisal Guide (3)
- 6.40 Quick Check #5
- 6.41 Manufactured Home Appraisal Report Form 1004C Section 8: Sales Comparison
Approach
- 6.42 Manufactured Home Appraisal Report Form 1004C Section 11: Income Approach
- 6.43 Individual Condominium Unit
- 6.44 Individual Condominium Unit Appraisal Report Form 1073 Section 1: Subject
- 6.45 Individual Condominium Unit Appraisal Report Form 1073 Section 3: Neighborhood—
Condominium Unit Housing Trends
- 6.46 Individual Condominium Unit Appraisal Report Form 1073 Section 4: Project Site
- 6.47 Individual Condominium Unit Appraisal Report Form 1073 Section 5: Project
Information
- 6.48 Individual Condominium Unit Appraisal Report Form 1073 Section 5: Project
Information—General Description
- 6.49 Individual Condominium Unit Appraisal Report Form 1073 Section 5: Project
Information—Subject Phase

- 6.50 Individual Condominium Unit Appraisal Report Form 1073 Section 5: Project Information—If Project is Completed
- 6.51 Individual Condominium Unit Appraisal Report Form 1073 Section 5: Project Information—If Project is Incomplete
- 6.52 Individual Condominium Unit Appraisal Report Form 1073 Section 5: Project Information—If Project is Incomplete (2)
- 6.53 Individual Condominium Unit Appraisal Report Form 1073 Section 5: Project Information—If Project is Incomplete (3)
- 6.54 Individual Condominium Unit Appraisal Report Form 1073 Section 5: Project Information—If Project is Incomplete (4)
- 6.55 Individual Condominium Unit Appraisal Report Form 1073 Section 6: Project Analysis
- 6.56 Individual Condominium Unit Appraisal Report Form 1073 Section 6: Project Analysis (2)
- 6.57 Quick Check #6
- 6.58 Individual Condominium Unit Appraisal Report Form 1073 Section 7: Unit Description
- 6.59 Individual Condominium Unit Appraisal Report Form 1073 Section 9: Sales Comparison Approach and Section 10: Income Approach
- 6.60 Small Residential Income Property
- 6.61 Small Residential Income Property Appraisal Report Form 1025 Section 3: Neighborhood—Two- to Four-Unit Housing Trends
- 6.62 Small Residential Income Property Appraisal Report Form 1025 Section 3: Neighborhood—Two- to Four-Unit Housing Trends (2)
- 6.63 Small Residential Income Property Appraisal Report Form 1025 Section 3: Neighborhood—Two- to Four-Unit Housing Trends (3)
- 6.64 Small Residential Income Property Appraisal Report Form 1025 Section 5: Improvements
- 6.65 Gross Living Area (GLA)
- 6.66 Gross Building Area (GBA)
- 6.67 Small Residential Income Property Appraisal Report Form 1025: Room Count and Square Feet of Gross Living Area
- 6.68 Quick Check #7
- 6.69 Small Residential Income Property Appraisal Report Form 1025 Section 6: Comparable Rental Data
- 6.70 Small Residential Income Property Appraisal Report Form 1025 Section 7: Subject Rent Schedule
- 6.71 Small Residential Income Property Appraisal Report Form 1025 Section 7: Subject Rent Schedule (2)
- 6.72 Small Residential Income Property Appraisal Report Form 1025 Section 7: Subject Rent Schedule (3)
- 6.73 Small Residential Income Property Appraisal Report Form 1025 Section 9: Sales Comparison Approach
- 6.74 Small Residential Income Property Appraisal Report Form 1025 Section 9: Sales Comparison Approach (2)
- 6.75 Small Residential Income Property Appraisal Report Form 1025 Section 9: Sales Comparison Approach (3)
- 6.76 Small Residential Income Property Appraisal Report Form 1025 Section 10: Income Approach
- 6.77 Small Residential Income Property Appraisal Report Form 1025 Section 13: Cost Approach
- 6.79 Quiz Introduction
- 6.80 Unit Quiz

50 minutes

7.0 Unit 7: VA Financing and Appraisal Overview

- 7.0 VA Financing and Appraisal Overview
 - 7.1 Unit Introduction
 - 7.2 Unit Learning Objectives
 - 7.3 Key Terms
 - 7.4 The VA Loan
 - 7.5 The VA Loan (2)
 - 7.6 The VA Loan (4)
 - 7.7 Properties Eligible for VA Financing—Existing Construction
 - 7.8 Properties Eligible for VA Financing—New Construction
 - 7.9 Properties Eligible for VA Financing—Proposed or Under Construction
 - 7.10 Properties Eligible for VA Financing—Manufactured Home Classified as Real Estate
 - 7.11 Properties Eligible for VA Financing—Other Manufactured Homes
 - 7.12 Quick Check #1
 - 7.13 Properties Eligible for VA Financing—Property to be Altered/Improved/Repaired
 - 7.14 Properties Ineligible for VA Financing—Properties not Likely to Meet MPRs
 - 7.15 Properties Ineligible for VA Financing—Location-Related Problem
 - 7.16 Properties Ineligible for VA Financing—Condo not Approved
 - 7.17 Properties Ineligible for VA Financing—Ownership not Fee Simple
 - 7.18 Minimum Property Requirements (MPRs)—Entity
 - 7.19 Minimum Property Requirements (MPRs)—Nonresidential Use
 - 7.20 Minimum Property Requirements (MPRs)—Space Requirements
 - 7.21 Minimum Property Requirements (MPRs)—Mechanical Systems
 - 7.22 Minimum Property Requirements (MPRs)—Heating
 - 7.23 Quick Check #2
 - 7.24 Minimum Property Requirements (MPRs)—Water Supply and Sanitary Facilities
 - 7.25 Minimum Property Requirements (MPRs)—Roof Covering
 - 7.26 Minimum Property Requirements (MPRs)—Crawl Space
 - 7.27 Minimum Property Requirements (MPRs)—Ventilation
 - 7.28 Minimum Property Requirements (MPRs)—Electricity
 - 7.29 Minimum Property Requirements (MPRs)—Hazards
 - 7.30 Minimum Property Requirements (MPRs)—Defective Conditions
 - 7.31 Minimum Property Requirements (MPRs)—Drainage
 - 7.32 Minimum Property Requirements (MPRs)—Wood-Destroying Insects/Fungus/Dry Rot
 - 7.33 Quick Check #3
 - 7.34 Minimum Property Requirements (MPRs)—Lead-Based Paint
 - 7.35 Minimum Property Requirements (MPRs)—Party Walls
 - 7.36 Minimum Property Requirements (MPRs)—Gas and Petroleum Pipelines
 - 7.37 Minimum Property Requirements (MPRs)—High-Voltage Electric Transmission Lines
 - 7.38 Minimum Property Requirements (MPRs)—Access for Exterior Wall Maintenance
 - 7.39 Quick Check #4
 - 7.40 MPR Variations
 - 7.41 MPR Exemptions
 - 7.42 Becoming a VA Appraiser
 - 7.43 Appraiser Prerequisite Requirements
 - 7.44 Appraiser Prerequisite Requirements (2)
 - 7.45 Appraiser Prerequisite Requirements (3)
 - 7.46 Communication Requirements for the VA Appraiser
 - 7.47 Communication Requirements for the VA Appraiser (2)
 - 7.48 Communication Requirements for the VA Appraiser (3)
 - 7.49 Typical Derogatory Audit Findings of Appraisals
 - 7.50 Typical Derogatory Audit Findings of Appraisals (3)
 - 7.51 VA Appraisal Requirements—USPAP
 - 7.52 VA Appraisal Requirements—USPAP (3)
 - 7.53 VA Appraisal Requirements—UAD Compliance
 - 7.54 Quick Check #5
 - 7.55 Points of Clarification on VA Appraisals and the UAD

- 7.56 Changes to VA Policies and Procedures in Relation to Adoption of the UAD
- 7.57 1004MC Market Conditions Addendum
- 7.58 Approaches to Value—Sales Comparison Approach
- 7.59 Key Points to Keep in Mind
- 7.60 Key Points to Keep in Mind (2)
- 7.61 Key Points to Keep in Mind (3)
- 7.62 Approaches to Value—Income Approach
- 7.63 Approaches to Value—Cost Approach
- 7.64 Quick Check #6
- 7.65 Use of Assistants
- 7.66 Use of Assistants (2)
- 7.67 Use of Assistants (4)
- 7.68 VA Appraisal Fees and Payment Issues—Fee Schedule
- 7.69 Desk and Field Reviews of Appraisal Reports
- 7.70 Quality Control and Standards
- 7.71 Quality Control and Standards (2)
- 7.72 Quality Control and Standards (3)
- 7.73 Quick Check #7
- 7.74 Quiz Introduction
- 7.75 Unit Quiz

40 minutes

8.0 Unit 8: FHA FAQs and USPAP Changes for 2014-2015

8.0 FHA FAQs and USPAP Changes for 2014-2015

- 8.1 Unit Introduction
- 8.2 Key Terms
- 8.3 New Construction—FAQ #1
- 8.4 New Construction—FAQ #2
- 8.5 New Construction—FAQ #3
- 8.6 New Construction—FAQ #4
- 8.7 Quick Check #1
- 8.8 Wood Destroying Insects/Termites—FAQ #1
- 8.9 Wood Destroying Insects/Termites—FAQ #2
- 8.10 Wood Destroying Insects/Termites—FAQ #3
- 8.11 Wood Destroying Insects/Termites—FAQ #4
- 8.12 Quick Check #2
- 8.13 Utilities—Well and Septic—FAQ #1
- 8.14 Utilities—Well and Septic—FAQ #1 (2)
- 8.15 Utilities—Well and Septic—FAQ #2
- 8.16 Utilities—Well and Septic—FAQ #3
- 8.17 Utilities—Well and Septic—FAQ #4
- 8.18 Utilities—Well and Septic—FAQ #5
- 8.19 Utilities—Well and Septic—FAQ #6
- 8.20 Quick Check #3
- 8.21 Inspections and Certifications—FAQ #1
- 8.22 Inspections and Certifications—FAQ #2
- 8.23 Inspections and Certifications—FAQ #3
- 8.24 Inspections and Certifications—FAQ #4
- 8.25 Inspections and Certifications—FAQ #5
- 8.26 Inspections and Certifications—FAQ #6
- 8.27 Inspections and Certifications—FAQ #7
- 8.28 Inspections and Certifications—FAQ #8
- 8.29 Inspections and Certifications—FAQ #9

- 8.30 Quick Check #4
- 8.31 Inspections and Certifications—FAQ #10
- 8.32 Inspections and Certifications—FAQ #11
- 8.33 Cost Approach—FAQ #1
- 8.34 Cost Approach—FAQ #2
- 8.35 Cost Approach—FAQ #3
- 8.36 Accessory Dwelling Units—FAQ #1
- 8.37 Accessory Dwelling Units—FAQ #2
- 8.38 Accessory Dwelling Units—FAQ #3
- 8.39 Quick Check #5
- 8.40 Manufactured Housing—FAQ #1
- 8.41 Two-Unit Properties—FAQ #1
- 8.42 HECM Appraisals—FAQ #1
- 8.43 Conditions and Repairs—FAQ #1
- 8.44 Private Road—FAQ #1
- 8.45 Quick Check #6
- 8.46 Automatic Garage Doors—FAQ #1
- 8.47 Conditional Commitment—FAQ #1
- 8.48 Reconsideration of Value—FAQ #1
- 8.49 Reconsideration of Value—FAQ #2
- 8.50 Reconsideration of Value—FAQ #3
- 8.51 Reconsideration of Value—FAQ #4
- 8.52 Reconsideration of Value—FAQ #5
- 8.53 Reconsideration of Value—FAQ #6
- 8.54 203(k)/Mold Abatement—FAQ #1
- 8.55 203(k)/Mold Abatement—FAQ #1 (2)
- 8.56 Appraisal Portability—FAQ #1
- 8.57 Appraisal Portability—FAQ #2
- 8.58 Appraiser Trainees—FAQ #1
- 8.59 1004MC—FAQ #1
- 8.60 Foreclosures, Short Sales as Comps—FAQ #1
- 8.61 Foreclosures, Short Sales as Comps—FAQ #1 (2)
- 8.62 Quick Check #7
- 8.63 Quiz Introduction
- 8.64 Unit Quiz

40 minutes

Note: A final assessment is included if required by your state.

Total: 350 minutes