

Sales Comparison Valuation of Small, Mixed-Use Properties

Date: **August 21 - 22, 2012** Location: **St. Paul, MN**

Course

Category	Residential [Res]
Level	III
Attendance Hours	15.0
Exam Hours	1.0
Current Price	\$ 345.00 Member \$ 395.00 Regular
Note Please register early	After Aug 07, 2012 \$ 50.00 Late Fee

Location

Name	Continuing Education & Conference Center, University of MN
Address	1890 Buford Ave.
City	St. Paul
State	MN
Zip	55108

[Click Here](#) to check state approvals

Sponsor

Contact	
Chapter	North Star
Website	www.northstarai.org
Contact Name	Maribelle Cushman
Email	maribellec@aol.com
Phone	(651) 633-0676

Instructor

Vincent M. Dowling, MAI, SRA

Description

The course provides residential appraisers with the tools needed to appraise properties with multiple sources of value. The course walks participants through the process of collecting data, selecting the most comparable data, analyzing the data, communicating the analysis, and defending the value opinion using the sales comparison approach. Participants will learn how to find market support for adjustments and adjust for differences in complex elements of comparison such as parking, land use, and seller financing. After discussion of a case study that offers practice in applying the analytical techniques introduced in the course, the class reviews reconciliation, communication skills, and consistency among the approaches. Relevant standards issues are considered throughout the course.

Content:

- Sources of value in mixed-use real estate
- Typical and atypical units of comparison for analyzing mixed-use property
- Primary and secondary data and their uses
- The adjustment process and effective tools for analysis
- Qualitative and quantitative issues in reaching a final opinion

What You Will Gain:

At the end of this course, participants will be able to:

- Recognize the general applicability and limitations of the sales comparison approach
- Distinguish among sources of value in mixed-use real estate
- Support adjustments using matched pairs analysis, graphical and regression analysis, extraction of size adjustment, and cost-related analysis
- Identify the type and quality of data required for the assignment

Recommended Text

[The Appraisal of Real Estate, 13th ed.](#)

Downloads

- [Table of Contents and Overview](#) [PDF]
- [Course Schedule](#) [PDF]

Audience

Residential appraisers with an interest in this property type, real estate professionals, users of appraisal services

Equipment

- HP12C calculator
- You must be familiar with calculator operation when the course begins. Answers to problems in course material are shown using the HP12C. Do not come to class expecting to be taught how to use a financial calculator.
- Free Review—[Using a Financial Calculator: Symbols and Formulas, Capitalization Selection Tree, and Sample Problems](#); and [Financial Calculator Practice Exercises](#)
- For additional help with the HP12C calculator, take our online seminar, [Using Your HP12C Financial Calculator](#).

Prerequisites

Successful completion of [Basic Appraisal Principles](#) and [Basic Appraisal Procedures](#) or equivalent courses is required.

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

Required

- *Uniform Standards of Professional Appraisal Practice, current ed.*

For Further Reading

- [Sales Comparison Valuation of Small, Mixed-Use Properties](#)
- [The Appraisal of Real Estate, 12th ed.](#)

Disclaimer

Cancellation Policy

- Up To 15 days prior to program start date, refund in full.
- 2 - 14 days prior to program start date, \$50.00 cancellation fee.
- Less than 2 days prior to program start date, forfeit of payment.

Program Material Policy

Beginning 4 weeks before the offering start date, program material will be shipped directly to the student. If this material has been shipped and you request a registration cancellation, you will automatically be charged a \$25.00 fee and you may keep the material. Once the fee is charged, your refund will be processed. Material returns are no longer accepted. Contact the offering sponsor for more information.

- Cancel Offering, \$25.00 material fee.

ENROLLMENT: Enrollment is on a first-come, first served basis. If the event is filled, a waiting list will be retained. The North Star Chapter reserves the rights to cancel, limit, or reschedule this event if the minimum enrollment level is not reached, and to change faculty assignments and facility locations at any time. Prospective students should confirm their registration with the Chapter office before making any nonrefundable airline reservations.

ATTENDANCE: The North Star Chapter and the Appraisal Institute enforce attendance requirements mandated by state licensing and certification regulatory agencies. One hundred percent (100%) attendance is required for all Appraisal Institute education programs. The Appraisal Institute issues certificates for State Certification/Licensing or State Continuing Education credit that verify successful completion and attendance of 100%. Students should not be late or leave early; if they are late or leave early, they will not receive credit. This follows Appraiser Qualification Board minimum criteria requirements.

PROGRAM MATERIAL POLICY: Beginning four weeks before the course start date, program materials will be shipped to the student. If you do not receive your materials within five business days of the start date, PLEASE NOTIFY the North Star Chapter office immediately. All students must bring their materials with them to class; there will be NO EXTRA's available.

ADA POLICY: If you have a disability and may require some accommodation at any event, please notify us in writing at least 2 weeks in advance and we will arrange for reasonable accommodations.

CANCELLATION: PLEASE READ CAREFULLY.

The North Star Chapter charges a \$50 cancellation fee.

If you cancel less than 48 hours before the start of the course or seminar you will receive NO REFUND. All cancellations must be submitted in writing to the Chapter Office in order to receive a refund. Confirmed students should not assume that cancellation has been granted until a confirmation has been received. Direct your e-mail requests to: maribellec@aol.com or fax: 651.633.5956.

If you cancel there is an additional \$25 material charge from the national office. You do not return course materials any longer.

Program materials will be shipped directly to the student. If you do not receive your materials within 5 days before the offering start date, please call the sponsor to inform them.

Additional Information

Course Schedule:

Aug. 21 - 8:00 am – 8:30 am - Registration; 8:30 am – 5:00 pm Lecture;

Aug. 22 - 8:30 am - 4:00 pm Lecture; 4:00 pm - 5:00 pm – Exam

The Fees include Instruction, Course Materials, Coffee Breaks and Lunch.

Credit: Appraisal Institute Continuing Education Credit/QE: full attendance at the Course and completion of the exam: 16 Hours.

State of Minnesota: 16 Hours of PreLicensing Credit (QE)with Exam, 16 Hours of Continuing Education with exam approved; 15 Hours of CE without exam approved. Assessor CEUs

All courses and seminars will be held at the Continuing Education and Conference Center, 1890 Buford Ave., St. Paul, MN 5510

Hotel Information: Contact any of the following hotels and indicate you are attending a University of Minnesota course to receive a discounted rate.

• Radisson Hotel – Roseville: 651.636.4567 or toll free: 800.333.3333 www.radisson.com/rosevillemn (The Radisson has complimentary shuttle service available to the Continuing Education and Conference Center, if you request the shuttle service when you make your reservation.)

<http://marriott.com/property/propertypage/SACFR>

• Holiday Inn Express – 651.636.5800 - Shuttle service is available - please request when you make your reservation. 800-456-4000

• Ramada Plaza, 1330 Industrial Blvd., Mpls., MN 55413, 612-331-1900 – Shuttle service is available - please request when you make your reservation.

• Fairfield Inn – 651.636.7869 (or 1-800-228-2800 telling them you would like reservations at the Roseville, MN Fairfield Inn) <http://marriott.com/property/propertypage/SACFR>

• St. Paul-Days Inn Roseville – 651.636.5966

• Radisson Hotel Metrodome – 612.379.8888

Hotel Information can be found on the website at www.northstarai.org under the education link, pull down menu, “where can I stay”.

Please contact Maribelle: maribellec@aol.com 651.633-0676 if you have any questions or need assistance.

North Star Chapter office: 651.633.0676 FX: 651.633.5956

• [Map](#)

• [Directions](#)

North Star Chapter – Appraisal Institute

Presents:

Sales Comparison Valuation of Small, Mixed-Use Properties

August 21-22, 2012

Continuing Education and Conference Center
University of MN – St. Paul Campus
1890 Buford Avenue, St. Paul, MN 55108
612-624-3275

16 PL Hours -Full attendance at Course
with Exam – 16 CE Hours with Exam
15 CE Hours without Exam

Please check you Appraisal Institute Membership status, or check Non-Member

_____ MAI _____ SRPA _____ SRA _____ Associate _____ Affiliate _____ Non-Member

Name _____

Company Name: _____

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City _____ State: _____ Zip _____

Business Telephone: _____ Fax: _____

E-Mail: _____ State Lic. #: _____

Fees: Sales Comparison Valuation of Small, Mixed-Use Properties (fees include- Course materials, Instruction, Lunch and breaks)

August 21 Registration: 8:00 a.m. – Class Lecture: 8:30 a.m. – 5:00 p.m.
August 22 Class Lecture: 8:00 a.m. – 4:00 p.m. Exam: 4:00 p.m. – 5:00 p.m.

Member Appraisal Institute	\$ 345.00	\$ _____
Non-Member	\$ 395.00	\$ _____
Late Fee	\$ 50.00 (after Aug.7)	\$ _____
	Total Due	\$ _____

Method of Payment: Check payable to Appraisal Institute _____ Visa _____ MasterCard _____

Credit Card # _____ Expiration Date _____

Billing Address _____

Name on Card: _____

Signature: _____

*** Register Early as Seating is Limited ***

Please complete and return with payment to: North Star Chapter – Appraisal Institute
1265 Josephine Road, Roseville, MN 55113

Credit card payments may be called in to 651.633.0676 or faxed to 651-633-5956 or

register online: www.northstarai.org/education