

List of Educational Programs Presented by:

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SUMMARY OF SEMINARS

(Updated: January 2011)

- ◆ Analyzing Commercial Lease Clauses
- ◆ Appraisal of Local Retail Properties
- ◆ Appraisal Review - General
- ◆ Appraising Convenience Stores
- ◆ Appraising Distressed Commercial Real Estate: Here We Go Again
- ◆ Commercial Appraisal Engagement & Review Seminar for Bankers and Appraisers
- ◆ Feasibility Analysis, Market Value & Investment Timing
- ◆ Forecasting Revenue
- ◆ Introduction to Income Capitalization
- ◆ Litigation Skills for the Appraiser
- ◆ Office Building Valuation: A Contemporary Perspective
- ◆ Rates and Ratios: Making Sense of GIMs, OARs and DCF
- ◆ Real Estate Finance, Value and Investment Performance
- ◆ Reviewing Residential Appraisal Reports
- ◆ Scope of Work: Expanding Your Range of Services
- ◆ Subdivision Valuation
- ◆ Supporting Capitalization Rates
- ◆ The Discounted Cash Flow Model: Concepts, Issues and Applications
- ◆ The Road Less Traveled: Special Purpose Properties
- ◆ Understanding and Testing DCF Valuation Models - 4 hours
- ◆ Valuation by Comparison: Residential Analysis and Logic

SUMMARY OF COURSES

(Updated: January 2011)

Classroom/
Exam Hours

REQUIREMENT FOR ALL DESIGNATED MEMBERS

- | | | |
|---|---|----|
| ◆ | Appraisal Curriculum Overview (1-day Residential) | 8 |
| ◆ | Appraisal Curriculum Overview (2-day General) | 15 |

LITIGATION CERTIFICATE PROGRAM

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|---|---|----|
| ◆ | Condemnation Appraising: Principles & Application (3 day program) | 22 |
| ◆ | The Appraiser as an Expert Witness: Preparation & Testimony (2 day program) | 15 |
| ◆ | Litigation Appraising: Specialized Topics and Applications (2 day program) | 15 |

QUALIFYING EDUCATION

ADVANCED PROGRAMS

- | | | |
|---|---|--------|
| ◆ | Advanced Market Analysis and Highest & Best Use | 36 / 4 |
| ◆ | Advanced Income Capitalization | 36 / 4 |

GENERAL PROGRAMS

- | | | |
|---|--|--------|
| ◆ | General Appraiser Income Approach, Part I | 27 / 3 |
| ◆ | General Appraiser Income Approach, Part II | 27 / 3 |
| ◆ | General Appraiser Site Valuation and Cost Approach | 28 / 2 |
| ◆ | General Appraiser Market Analysis and Highest & Best Use | 28 / 2 |
| ◆ | General Appraiser Sales Comparison Approach | 27 / 3 |

SUMMARY OF COURSES (Continued)

*Classroom/
Exam Hours*

RESIDENTIAL PROGRAMS

- ◆ Residential Market Analysis and Highest & Best Use 14 / 1
- ◆ Residential Site Valuation and Cost Approach 14 / 1

TWO DAY PROGRAMS

- ◆ Real Estate Finance, Statistics and Valuation Modeling 14 / 1
- ◆ Income Valuation of Small, Mixed Use Properties 15 / 1
- ◆ Sales Comparison Valuation of Small, Mixed-Use Properties 15 / 1
- ◆ Alternative Uses & Cost Valuation of Small, Mixed-Use Properties 15 / 1
- ◆ Apartment Appraisal: Concepts and Applications 15 / 1

USPAP and ETHICS COURSES

- ◆ National Uniform Standards of Professional Appraisal Practice (USPAP)
Update Course (***Foundation Approved Instructor***) 7
- ◆ National Uniform Standards of Professional Appraisal Practice (USPAP) Course
(***Foundation Approved Instructor***) 15
- ◆ Business Practices and Ethics 7
- ◆ Uniform Appraisal Standards for Federal Land Acquisition (*Yellow Book*) 16