



“Sales Adjustments”
7 hour Continuing Education!
BREA C.E. – 18CP226103016 - new course
October 16, 2018 - 8:30 A.M. - 4:30 P.M.

La Quinta Inn & Suites • 4909 Sisk Rd • Salida • CA 95368

Contact Barry R. Cleverdon 916-783-9797, e-mail memaries@yahoo.com, or FAX 916-783-9818
AQB Certified USPAP instructor - 44788. Certified Residential Real Estate Appraiser AR001585

(On the web at: www.appraisertraining.com - check for more details. Enroll early as late enrollments commonly cause cancellation of classes.)

- Recognize the responsibility of the appraiser. Reduce your exposure to complaints or criticisms
- Lack of supporting the adjustments used in the residential appraisal report is usually the most common appraiser mistake reported by BREA. Commonly a review of an appraisal also concludes a report lacks credibility because the report lacks analysis supporting the adjustments used in the sales comparison approach to value.
- The APB on for the Appraisal Foundation indicates criteria which should be utilized by the appraiser.
- What are the “appraisers peers” doing?
- Matched paired analysis. Statistical analysis. Using trend graphs. Using other charts and other graphs. “Sensitivity analysis”. Pivot tables. Relying on published data.
- Data analysis required to compile the information. Demonstrate and explain the results.
- Verification of sales data. Process and conclusions. Reliability of data used in a report.
- Data and sales comparable verification process requirements and common mistakes. Adjustments need to be stated and supported in the appraisal report.
- Positive or negative adjustments related to market time change. How long of a period of changing market to use a market based trend change?
- Supporting concession adjustment, appraising in a changing market. Selection of comparable sales. Valuation Advisories from the APB. What is addressed in USPAP?
- How appraiser can use of excel and how it’s use by the appraiser in completing data sorting and supporting data.
- How to figure per square foot adjustments by supportable process.
- Is regression analysis helpful? Required?
- Examples in class on deriving adjustments. GLA, Room count, variances in floor levels, accessory dwellings impact, other features and factors. Is age variance a supportable adjustment? Effective age versus calendar age. Pool versus no pool.

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Name _____ License # _____

Address _____ City _____, California ZIP _____

Phone () _____ FAX () _____ E-mail address _____

* Mail or Fax this document with credit card information below

* If paid by Check: Make Check Payable to & please enclose check with mailed registration form to:
 Barry R. Cleverdon - 203 Golden Hill Court, Roseville, CA 95661 - FAX 916-783-9818
 (Confirmation of receipt of check, credit card order & registration will be provided)

Charge my Visa card Account Number _____

Charge my MasterCard Name on Card _____

Charge my Discover card Expiration Date ____ / ____ Security Code ____ **Fee: \$150**

Signature _____

Be sure to sign the signature line - cannot process credit charges or complete enrollment without this signature

or call 916-783-9797 for more information 9/15/2018

Refunds for enrollment are available up to 5 days prior to date of class scheduled. \$ 25 cancellation fee if enrollment is not canceled prior 5 days prior to date of class.