



“Sales Adjustments”
7 hour Continuing Education!
 BREA C.E. – 18CP226103016 - new course
 December 13, 2018 - 8:30 A.M. - 4:30 P.M.

203 Golden Hill Ct • Roseville • CA 95661

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 by supporting data.
- 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 “other appraiser’s peers” doing? Who are these mysterious identities.
- Matched paired sale analysis.** Statistical analysis. Using trend graphs. Using other charts and other graphs. Covers idea of “the Bell Curve”. “Sensitivity analysis”. Use of Pivot tables. Relying on published data. Allocation examples.
- Data analysis required to compile the information. Demonstrate and explain the results. **Using Cost to Cure to adjust.**
- 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 set up adjustments. Step by step to show varied step of process.
- How to figure per square foot adjustments. Adjustment per Square foot by supportable process. Varies by size of improvements. Footage adjustments might vary in the residential home versus in the accessory dwelling.
- Is regression analysis helpful? Is it required? Contains two variables.
- 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 11/2/2018
 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.