

## Understanding the Appraiser's Methods Are Appraisals and the CMA or BPO Really That Different?

4 Hours of Continuing Education Credit

### Course Description

REALTORS and appraisers are both more successful when cooperation breaks down the barriers that might otherwise exist. The student will leave with a better understanding of the multitude of regulations, guidelines, and standards of practice placed on the appraiser when encountering real world appraisal scenarios. By understanding 'what the appraiser is thinking and why', real estate professionals will be better able to advise their clients about appraisal related issues:

1. Value Conclusions,
2. Underwriter Approval,
3. Potential Repairs,
4. Seller Concessions,
5. Changing Market Conditions, and
6. Selection of Comparables.

Real estate brokers are exposed to the underlying concepts of good appraisal practice in these areas. The knowledge is useful immediately in their CMA and BPO reports.

Don't expect abstract theory and made-up 'perfect world' case studies. Using real South Dakota examples, the course covers the tools and techniques that are utilized by licensed and certified appraisers to produce credible appraisal results while navigating all of the regulations, guidelines, and standards of practice that burden their work.

Individuals of varying levels of experience in the real estate lending, appraisal, and brokerage fields will find this course to be an interesting and enlightening experience.

### Prerequisites

There are no prerequisites for this course, although a reasonable familiarity with the Fannie Mae 1004 ("URAR") form appraisal report is assumed.

*Developed and Presented by Craig Steinley, SRA*

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