

# **Raise Your Appraiser IQ**

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## **Purpose of the Course**

There are four categories of education needed for an appraiser to succeed and be competent. First, the appraiser should bring in basic math and writing skills before beginning training or appraising. Second, the traditional theory based education of appraisal organizations and the AQB are necessary for the appraiser to have the theoretical base to be a good appraiser. Third, practical education such as how to use MLS, Marshall, other data services, software, research and interview skills are necessary. Lastly, the appraiser needs to be able to think like an appraiser. This seminar is a first look at proper thinking methodologies and uses cases and specific examples to teach the appraiser how to think better to solve an appraisal problem. This course is a novel and first seminar on teaching appraisers to think like an appraiser

## **Relevance of the Course**

The course is necessary to train appraisers in processes of appraisal and to make better objective decisions. Standards of requirements and how to measure what is expected is presented. The case studies use real world problems and shows not only the solutions but how to get to the solutions through objective use of the tools set forth in the class.

## **Content Summary**

### ***Raise Your Appraiser IQ***

**This seminar is designed for residential and commercial real estate appraisers** to provide better tools of analysis and communication of the analysis to comply with Uniform Standards of Professional Appraisal Practice, client and industry standards. The seminar includes discussions on logic, careful thinking, how to distinguish facts, opinions, conclusions, and analysis. The seminar will discuss the difference between “proof” and “support” as well as the difference between “correlation” and “causation.” Exercises will be used to help the appraiser better flow and link facts-> analysis -> to determination of correlation and causation -> then to conclusions and opinions. The seminar will highlight “pairing sales” and regression analysis along with alternative support methods. At the conclusion of the seminar the student should be proficient at not only including the required facts and data needed in a report, but also the evidence of analysis and conclusions with support needed to satisfy regulatory and client requirements.



## **About Ted Whitmer, AI-GRS MAI CRE CCIM**

**AQB Certified USPAP Instructor**

**General Certified Appraiser**

**Attorney**

Mr. Ted Whitmer is an appraiser, attorney, instructor, asset manager and consultant. Mr. Whitmer holds the MAI and AI-GRS designations from the Appraisal Institute and has taught many courses and seminars for the organization. He is a CRE and CCIM member of the National Association of Realtors, a licensed broker and general certified appraiser. He is also a member of the Real Estate Counseling Group of America founded by Dr. Kinnard. Education includes South Texas College of Law with a degree (J.D.) from the University of Houston Law Center, an M.B.A. (Finance) from Texas A&M University and a B.A. from Stephen F. Austin State University. Mr. Whitmer taught full time at Stephen F. Austin State University in the Finance Department, as an adjunct at Texas A&M University (graduate course in real estate appraisal) and as an adjunct at the University of Houston and San Jacinto Jr. College. Recent lectures were at the Southern California Legal Conference, the State of Texas Bank Examiners, Appraisal Review Board training, the Association of Appraisal Districts, Oil & Gas Tax Symposium and CLE Eminent Domain Conferences in Austin & Houston. Whitmer was a founding director and Chairman of the Board of Brazos Valley Bank, NA. Current employment includes representing appraisers in the disciplinary process with the Texas Appraiser Licensing & Certification Board (previously served on the TALCB as vice-chair), lecturing and consulting all related to real estate appraisal. Mr. Whitmer has authored many seminars including Attacking and Defending an Appraisal in Litigation, Staying Out of Trouble and the Comprehensive Appraisal Workshop, which is a review for the comprehensive examination for the MAI designation.