

Use this Course to Meet Your ACE Requirement

Advanced Concepts and Case Studies

a required course for the MAI designation

March 14-16 and March 18-20, 2013

Lafayette Library and Learning Center, 3491 Mt. Diablo Boulevard, Lafayette, CA

*"... the best course that a designated appraiser can take to learn
current state of the art appraisal practice from complex case studies."*

Develop and reconcile cost,
income, and sales comparison
approaches for a leased fee
interest rent, including consistent
treatment of property rights,
determining rent up adjustments
and measuring external
obsolescence

Recognize the typical
relationships between yield rates
on leased fee and fee simple
estates, considering their varying
risk



Identify the demographic and
economic data used to estimate an
absorption period for a development
project

Conduct inferred and fundamental
demand analysis based on data
provided in case studies

Develop and reconcile cost, income,
and sales comparison approaches for
a subdivision

BONUS! Use this course as elective hours toward earning your general certification

Instructor: Gary S. DeWeese, MAI

- Laptop and Spreadsheet Program Required -

The 40-hour Advanced Concepts & Case Studies course implements a blended learning approach, which includes a pre-class, two-hour online session combined with 35 hours of traditional classroom education and wraps up with a three-hour exam on the sixth morning. This course synthesizes basic and advanced valuation techniques taught in previous courses, and addresses consistent treatment of the three valuation approaches for various valuation problems. Case studies teach participants how to address common but complex appraisal issues, including a leased fee not at market rent, a proposed property, a property in a market not at equilibrium, and a subdivision. The course emphasizes the need to test the reasonableness of conclusion in an appraisal. Like all advanced education courses sponsored by the Appraisal Institute, the course naturally reviews many concepts taught in previous courses. However, it includes some new material and does not include a complete overview of the other courses. Therefore, *Advanced Concepts & Case Studies* should not be considered an adequate review for the comprehensive exam. To prepare for the comprehensive exam, Candidates for Designation must review all four advanced education courses, as well as basic concepts from qualifying education for certified general appraisers. **Learn more about AE/ ACE courses by [viewing the IMPORTANT FAQs.](#)**

- Interested Attendees Must Register by February 27 -

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Course: Advanced Concepts and Case Studies / March 14-16 and 18-20, 2013 / Lafayette, CA

Register online at <http://www.norcal-ai.org/event.html> or remit a completed registration form with appropriate course fee payable to:
Appraisal Institute, 1243 Alpine Road, Suite 102, Walnut Creek, CA 94596 – FAX 925/932-7754

Name _____ Designation(s) _____

Firm Name _____ Email _____

Business Address _____ City/State/Zip _____

Bus Phone ____/____/____ FAX ____/____/____ Home ____/____/____

☐ Appraisal Institute Designated Member, Candidate for Designation, Affiliate ☐ Chapter Affiliation _____

Charge My ☐ AmEx ☐ VISA ☐ MC Acct # _____ Exp ____/____/____ CVC _____

Name on Card _____ Signature _____

For internal use only: Rec'd _____ Check# _____ Amount _____ DBCA ____ OLRS ____ Conf ____

Important Deadlines for this AE Offering that Must Be Successfully Completed Before the "Live" Instruction Begins

Task	Deadlines
Official FIRST day of course -- day online session begins	28 days BEFORE the classroom session begins – February 13
Last day to register for and submit the diagnostic test	21 days BEFORE the classroom session begins – February 20
Last day to receive a "pass" confirmation on diagnostic test	14 days BEFORE the classroom session begins – February 27
Last day to register for the course	14 days BEFORE the classroom session begins – February 27
Last day to complete online session	7 days BEFORE the classroom session begins – March 6

Course Hours & Materials

Onsite check-in will begin at 8:00a.m. on Thursday, March 14. "Live" course instruction will run from 8:30a.m. – 4:30p.m. March 14-16 and 18-19. The 3-hour exam will be administered at 8:30a.m. on Wednesday, March 20. Participants will be sent their course materials / handbook in advance.

Tuition

Tuition fee includes course handbook

Designated Members and Candidates for Designation \$725
Standard \$1,035

Secure online registration is available at

<http://www.norcal-ai.org>

AmEx, MasterCard & VISA accepted

Required Equipment

An HP-12C calculator and laptops (recommend external mouse) are required. Laptops should be loaded with Excel 2007 (participants can use other spreadsheet programs, but those programs won't be supported in class; demonstrations will be done in Excel). Students are responsible for bringing their own extension cords / power strips. Bring paper and pen/pencil for taking notes. A No. 2 pencil is required for the exam.

Directions, Parking & BART

For best results when using your GPS or www.mapquest.com enter the exact street address. Ample complimentary parking is available onsite in the library's underground garage (enter garage from Golden Gate Way just off of First Street).

Take Public Transportation

The Lafayette Library is conveniently located near the Lafayette BART station – visit <http://www.bart.gov> for details.

We reserve the right to change locations or substitute instructors. Special accommodations are available for individuals who have been professionally diagnosed as physically or learning disabled and can provide appropriate documentation prior to the course. Without advanced notification in writing, accommodation may not be available.

Great Additions to Your Library

Recommended but not Required

Texts not included with tuition fee

The Appraisal of Real Estate, 13th ed

AI Designated Members, Candidates for Designation & Affiliates \$81
Standard \$103
Add \$6 for advanced shipping

The Dictionary of RE Appraisal, 5th ed

AI Designated Members, Candidates for Designation & Affiliates \$81
Standard \$103
Add \$5.25 for advanced shipment

Market Analysis for Real Estate: Concepts and Applications in Valuation of Highest and Best Use

AI Designated Members, Candidates for Designation & Affiliates \$65
Standard \$81.25
Add \$5.25 for advanced shipping

Text price includes CA sales tax. Please add indicated shipping fees for advanced shipment of texts. All texts are sent via US Mail or UPS.

Prerequisites

Successful completion of the *Advanced Diagnostic Test, Advanced Income Capitalization, General Appraiser Sales Comparison Approach, General Market Analysis and HBU, General Appraiser Income Approach Parts I & II, and General Appraiser Report Writing & Case Studies* or an equivalent educational background is required. *Advanced Market Analysis & HBU* is recommended. You must be familiar with basic Excel and calculator operations when the course begins. Answers to problems in the course material are shown using the HP-12C. Students should not come to class expecting to be taught how to use a financial calculator. Take advantage of the following free review [Using a Financial Calculator; Symbols and Formulas, Capitalization Selection Tree, and Sample Problems](#); and [Financial Calculator Practice Exercises](#)

Accommodations

Lafayette Park Hotel – 877/283-8787
3287 Mt. Diablo Boulevard, Lafayette

Diablo Mountain Inn - 925/937-5050
2079 Mt. Diablo Blvd, Walnut Creek

Embassy Suites – 925/934-2500
1345 Treat Boulevard, Walnut Creek
For additional lodging options in the Lafayette / Walnut Creek area [click here](#)

Continuing Education Credit

APPRAISAL INSTITUTE: Full attendance and successful completion of the course exam enable Designated Members and Candidates for Designation to receive up to 40-hours of AI continuing education credit; 37-hours of continuing education for full (100%) attendance only (no exam). Partial credit is not available. **Note:** *Those taking this course to meet designation or ACE requirements must have full attendance and successfully complete the course exam.*

OREA Continuing Education:

Approved for 35-hours (#10754C207) of OREA continuing education credit for licensed/certified appraisers seeking renewal credit. Full attendance (100%) is required. Successful completion of the exam is not required.

OREA Basic / Qualifying Education:

This course is approved for appraisal subject matter electives; 38 BE hours (#10754207). Full attendance and successful completion of the exam is required for elective BE credit.

Cancellations

Cancellations received by February 27 will incur a \$50 cancellation fee. Cancellations received between 2/28 and 3/6 will incur a \$150 cancellation fee. Cancellations received after 3/6 are non-refundable. Cancellations should be submitted in writing to pat@norcal-ai.org or faxed to 925-932-7754 and are subject to a \$25 material cancellation fee.

Confirmation Letters & Exam Results

Registration confirmation and exam results are sent via email.

Questions & Contact Information

Northern California Chapter
1243 Alpine Road, Suite 102
Walnut Creek, CA 94596
T 925-932-7753 F 925-932-7754
www.norcal-ai.org