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Appraisal Review: Sales Comparison and Cost Approaches



American Bankers Association (ABA)/Appraisal Institute (AI) Telephone Briefing

Wednesday, January 13, 2010 — 1:00 - 3:00 p.m.

Wisconsin Chapter of the Appraisal Institute Office
11801 W. Silver Spring Drive, Suite 200, Milwaukee, WI 53225
Phone: 414-271-6858

Appraisal Review: Sales Comparison and Cost Approaches, presented by the American Bankers Association and the Appraisal Institute, examines the important role of appraisal review, focusing specifically on the sales comparison and cost approaches. Appraisers will learn how they can provide value-added services to their bank clients. This is the second joint telebriefing in the "Managing the Commercial Real Estate Appraisal Function" series.

PARTICIPANTS WILL LEARN HOW TO:

- Order and review appraisals within their bank
- Interpret a commercial appraisal report containing sales comparison & cost approaches
- Recognize the usefulness and the rationale of the sales comparison approach
- Determine how to derive and make adjustments to the appraisal
- Identify the strengths and weaknesses of the sales comparison and cost approaches
- Clarify the applicability of the two approaches to which type of property
- Be familiar with the type of data and analysis that is important to banks
- Order liquidation or disposition value
- Recognize the usefulness of the cost approach
- Identify the steps used in this approach
- Take notice of appraisal review issues and red flags

SPEAKERS:

Nikki Griffith, MAI, CCIM, Sandollar Realty Advisors, Kennewick, WA
George Mann, MAI, SRA, Collateral Evaluation Services, Inc., Cincinnati, OH

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All reservations must be received by January 8, 2010. No refunds will be given after this date.

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