

Course: General Appraiser Income Approach / Part I - Oakland, CA

April 26 - 29, 2010

Remit text orders and tuition fee payable to: Appraisal Institute, 1243 Alpine Rd., Suite 102, Walnut Creek, CA 94596

Enclosed is \$_____ to cover: Full Tuition Texts

Recommended Texts: The Appraisal of RE, 13th ed (\$76.50/\$92.75) The Dictionary of RE Appraisal, 4th (\$71.25 / \$87.50)
 Cap Theory/Tech Study Guide, 3rd ed (\$43.75 / \$54.75) Rates & Ratios (\$19 / \$21.25)

Pre-ship Texts (shipping fees apply) Hold Texts at Registration

Name _____ Designation _____

Firm Name _____

Firm Address _____

City /State / Zip _____ E-mail _____

Bus Phone _____ / _____ Fax _____ / _____ Hm Phone _____ / _____

Home Address _____ City _____ State _____ Zip _____

Appraisal Institute, ASA or ASFMRA Member Yes No Chapter Affiliation _____

Charge my: AmEx VISA MC Account No. _____ CSC# _____ Exp. Date _____

Name on Card _____ Signature _____

Texts cannot be shipped without pre-payment. We do not assume responsibility for delivery of texts.

AI Use: Rec'd _____ Ck # _____ Amt _____ Bal Due _____ DBCA _____ OLRs _____ Conf _____ Texts Shpd _____

For additional offerings sponsored by the Northern California Chapter visit www.norcal-ai.org

Register Early & Save!

Accommodations

The following hotels are within close proximity to the University of Phoenix – Oakland Campus (at City Center) - less than 1 mile:

Courtyard by Marriott..... 510/625-8282
988 Broadway, Oakland – www.marriott.com

Oakland Marriott City Center ... 510/451-4000
1001 Broadway, Oakland – www.marriott.com

Guest rooms have not been blocked at either of the hotels listed above. For additional lodging options in the Oakland area visit www.oakland.com or www.oaklandcvb.com.

Cancellations

Written cancellations received by Monday, April 12 are subject to a \$50 cancellation fee. Cancellations received after that time but prior to noon on Monday, April 19 are subject to a \$100 cancellation fee. No refunds for cancellations received after noon on Monday, April 19 or for course “no shows.” Written cancellations can be faxed to 925-932-7754 or emailed to pat@norcal-ai.org

We reserve the right to substitute instructors or to cancel this program if sufficient registrations are not received by March 29. In the event of cancellation, tuition fees will be refunded. All other costs incurred are the registrant’s responsibility. 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, accommodation may not be available.



The Northern California Chapter of the Appraisal Institute Presents...

Course: General Appraiser Income Approach - Part I

A qualifying AQB education course

April 26 – 29, 2010

University of Phoenix
Oakland Campus / City Center
1200 Clay Street (near 12th Street)
Oakland, CA

Instructor
Gary S. DeWeese, MAI, CRE

About the course

After a brief review and introduction, *General Appraiser Income Approach/Part I* opens with a graphic treatment of the time value of money, the six financial functions of a dollar, and important associated concepts. A thorough, detailed analysis of gross income including leases and the various expenses appropriately deducted from gross income follows, with realistic case studies of several income property types. Direct capitalization is then presented using overall capitalization rates, band of investment, and residual techniques. Substantial class time is devoted to practicing the taught concepts to prepare participants for the exam.

Topics covered

- Gross Rent Multiplier Analysis
- Estimation of Income/Expenses
- Operating Expense Ratio
- Valuation of Partial Interests
- Direct Capitalization
- Cash Flow Estimates
- Measures of Cash Flow
- Discounted Cash Flow Analysis

Prerequisites & who should enroll

Successful completion of *Basic Appraisal Principles* and *Basic Appraisal Procedures* is required.

Students must sign a waiver at the beginning of the course stating that they have met the prerequisites. This course is designed for those seeking general appraiser state certification, underwriters, lenders, and assessors.

Tuition* (texts not included with tuition fee)

Appraisal Institute Members

BEST VALUE: Register by March 8 \$520

Register by March 29 \$545

Standard tuition (after March 29)..... \$570

(* Discounted member tuition fee also applies to ASA and ASFMRA Members)

Nonmembers

BEST VALUE: Register by March 8 \$620

Register by March 29 \$645

Standard tuition (after March 29)..... \$670

AmEx, MasterCard and VISA accepted
Secure online registration is available at
<http://www.norcal-ai.org/event.html>

Register Early & Save!

Course materials and hours

Students registered two weeks prior to the start date will be sent their course materials in advance. (Express shipping may be available for late registrants for an additional fee of \$15.) On-site check-in will begin at 8:00 a.m. on Monday, April 26. The course will be presented from 8:30a.m.–5 p.m. April 26, 27 and 28. On Thursday, April 29, instruction will be from 8:30a.m. – 2:00p.m. The 3-hour examination will be given at 2:00p.m. on Thursday, April 29.

Education credit hours

APPRAISAL INSTITUTE: Full attendance (100%) and successful completion of the course exam enable designated members to receive 30 hours of continuing education credit; 27 hours of continuing education credit for full (100%) attendance only (no exam). Partial credit is not available.

OREA Continuing Education: Approved for 27 hours (#09754129) of OREA CEC for licensed/certified appraisers seeking renewal credit. Full (100%) attendance is required. Successful completion of the course exam is not required for OREA CEC.

OREA Basic Education: Approved for 30 hours of OREA basic/qualifying education credit (#09754129) toward initial licensing/certification with full (100%) attendance and successful completion of the course exam.

Required equipment

An HP-12C calculator and the HP-12C calculator user's manual are required. Students must be familiar with the calculator operations when the course begins. The in-class and homework problems and solutions will utilize this calculator exclusively. For a free review – *Using a Financial Calculator: Formulas, Symbols, Math Review, and Sample Problems and Financial Calculator Practice Exercises* visit <http://www.appraisalinstitute.org/resources>
For additional help with the HP-12C calculator, take our online seminar, *Using Your Financial Calculator*.

Laptops are not required.

Confirmations, directions and parking

All confirmed registrants will receive a confirmation letter via email. For directions visit www.mapquest.com

The UoP Oakland Campus is just a quick walk from Downtown Oakland's City Center / 12th Street BART station.

Parking may be available at:

- Clay Street Garage (Clay at 14th Street)
- City Center Garage (Clay at 14th Street)
- Oakland Convention Center (Clay at 11th)
- City Center West Garage (12th Street between MLK, Jr. Way and Jefferson)

Note: Many parking lots accept cash only.

Recommended texts

The Appraisal of RE, 13th ed

Members \$76.50

Nonmembers \$92.75

Add \$5.80 for advanced shipping

The Dictionary of RE Appraisal, 4th ed

Members \$71.25

Nonmembers \$87.50

Add \$4.75 for advanced shipment

Capitalization Theory & Techniques, Study Guide, 3rd edition

Members \$43.75

Nonmembers \$54.75

Add \$4.20 for advanced shipment

Rates and Ratios Used in the Income Capitalization Approach

Members \$19

Nonmembers \$21.25

Add \$1.35 for advanced shipment

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

Contact information

Northern California Chapter
1243 Alpine Rd, Suite 102
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T 925-932-7753 F 925-932-7754
www.norcal-ai.org