

2021 Assessment Course Offerings
By Scott G. Winter Training and Consulting
scottwinter626@gmail.com or 414-233-3350
Classes held on Zoom until further notice

You can audit any 4-day course for \$150 if you show me your completion certificate, bring your own Student Reference Manual and don't take the test. Workshops \$100 Forums \$75

February 26 7-Hour USPAP Update for Mass Appraisal \$195

This is the 7-Hour Uniform Standards of Professional Appraisal Practice (USPAP) Update Course for Mass Appraisal, as developed by The Appraisal Foundation (Foundation). The course focuses on changes to USPAP for 2020-21 and on appraisal issues that affect daily appraisal practice. The Course is developed by the Foundation and is revised on a periodic basis to stay current with the latest edition of USPAP.

This 7-Hour course for Mass Appraisal is deemed equivalent to the 7-Hour National USPAP Update Course. However, be sure to check with your state regulatory agency regarding any additional requirements. This course has been approved by the New Jersey Real Estate Appraisers Board for 7 credit hours.

March 1-5 IAAO Course 101 \$650

This course is designed to provide students with an understanding and working knowledge of the procedures and techniques required to estimate the market value of vacant and improved properties. This course concentrates on the skills you need to estimate the market value of properties using two approaches to value: the cost approach and the sales comparison approach. AQB approved

March 8-12 IAAO Course 331 \$650

This course is designed to build on the subject matter covered in Course 300 – Fundamentals of Mass Appraisal and prepares students to take advanced mass appraisal courses. In this course, students will learn how to use Excel and SPSS to analyze and apply data. Much of the emphasis in this course is on data accumulation and analysis using the cost approach. Along the way, students will learn how to use Excel graphing and analysis tools for ratio studies and cost schedules. AQB approved

April 12-16 IAAO Course 400 Assessment Administration \$650

This course provides an overview of fundamental management concepts for management and supervisory personnel in an assessor's office and focuses on the need for management, and the responsibilities placed on the assessor and all supervisory personnel. The course introduces the four major management functions: planning, organizing, directing, and controlling with a separate chapter devoted to each function for more in-depth learning and discussion.

April 26-30 IAAO Course 112 Income Approach To Valuation II \$650

This course is an intermediate level course designed for the practicing appraiser and builds on IAAO Course 102 training. An understanding of the income approach to value and practical experience with income capitalization are essential prerequisites. Problem solving requires a calculator with a power key. This course makes extensive use of financial compounding and discounting techniques. Emphasis is on developing financial factors by way of electronic devices with slight references to pre-printed tables. Forecasting income patterns and property value changes are prominent variables used in estimating present values. Formula driven models are the primary appraisal tools. Market value estimates through yield capitalization are the principal focus of the course. AQB approved

May 10-14 IAAO Course 311 \$650

The Real Property Modeling Concepts course presents a detailed study of the mass appraisal process as applied to residential and income-producing properties. Topics covered include a comparison of single-property appraisal and mass appraisal, the major steps in the mass appraisal process, data requirements, market analysis, use of sales ratio studies, cost approach, sales comparison approach, gross and net income analysis, capitalization rate development, model specification and calibration, valuation review techniques and maintenance. Please note: former 311 (Residential Modeling Concepts) and 312 (Commercial/Industrial Modeling Concepts) have been redesigned into this one 5-day course.

May 24-28 IAAO Course 201 \$650

This course is designed to provide students with an understanding and working knowledge of the procedures and techniques required to estimate the market value of land. This course concentrates on the skills necessary for estimating land value primarily using the sales comparison approach. AQB approved

July 29-30 15-Hour USPAP Course. \$300 (includes books)

This workshop covers materials from The Appraisal Foundation, USPAP which includes: definitions, preamble, ethics rule, record keeping rule, competency rule, scope of work rule, jurisdictional exception rule and standards 1 through 3, and 6 through 10.

August 18-20 IAAO Workshop 452 Fundamentals Of Assessment Ratio Studies \$435

This workshop provides a very basic introduction to the development and uses of assessment sales ratio studies based upon the IAAO Standards on Ratio Studies: January, 2007. The workshop covers the topics of sales analysis, sampling, and the development of assessment ratio studies. The workshop also covers managerial and technical issues, which include staffing, timing of studies, use of study results, statistical testing and assessment regressivity and progressively. This workshop includes an exam.

August 25-26 IAAO Workshop 354 \$425

This workshop provides an understanding of the mechanics and application of multiple regression analysis (MRA) in property valuation, as well as instruction in gathering and qualifying data for MRA application. The workshop shows how to develop and use MRA equations as appraisal tools and how to evaluate, using measures of goodness of fit and variable importance, the results of an MRA based practical drill and demonstration problems, and how to follow step by step explanations of the MRA process. Although the workshop is open to anyone wishing to acquire a greater understanding of MRA as an appraisal tool, it is particularly valuable for those whose offices are considering using MRA valuation techniques or whose assessments are reviewed by a supervisory agency using MRA. An understanding of both the sales comparison approach and fundamental appraisal statistics is assumed. This workshop includes an exam.

September 24 7.5 Hour IAAO Forum 917 How To Critique An Appraisal. \$225

Discover a methodical approach to the review and critique of appraisals submitted in support of assessment reduction. You will distinguish if an appraiser acts as an advocate for the client, or truly approaches the assignment as a disinterested unbiased third party. All aspects of an appraisal will be inspected to ascertain the credibility and reliability of the work submitted.

October 8 7.5 Hour IAAO Forum 931 Reading & Understanding Leases. \$225

Enhance your ability to read, analyze, and interpret leases. Learn why extracting all pertinent information from a lease is a critical step in determining property value by the income approach. Terminology, types of leases, common clauses, and custom leases will be reviewed. The impact that these issues have on value will also be discussed.

October 22 7.5 Hour IAAO Forum 932 Restructuring Income/Expense Statements. \$225

Find out the importance of restructuring of income and expense statements. Learn how to take an owners income statement and restructure it applying knowledge learned in this forum. Income and expense items that are not permissible for valuation purposes and items that are allowable, but not reported by property owners will be discussed and reviewed.

November 4-5 IAAO Workshop 158 Highest and Best Use \$450

Highest and best use is a concept in real estate appraisal in which market value is achieved by the reasonably and probable legal land use that results in the highest value and is an essential step in the mass appraisal process that is required before the creation of market value estimates. Local law may mandate preferential assessments according to specific land uses such as agricultural, historic and so forth rather than the highest and best use. This workshop is designed to provide students with a more in-depth study and understanding of the role and purpose of highest and best use in the appraisal process. Finally, this course will feature discussions of the unique situations that sometimes arise in a highest and best use analysis.

November 12 7-Hour USPAP Update 2022-23 \$195

This is the 7-Hour Uniform Standards of Professional Appraisal Practice (USPAP) Update Course, as developed by The Appraisal Foundation (Foundation). The course focuses on changes to USPAP for 2022-23 and on appraisal issues that affect daily appraisal practice. The Course is developed by the Foundation and is revised on a periodic basis to stay current with the latest edition of USPAP.

November 19 7-Hour USPAP Update For Mass Appraisal 2022-23 \$195

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