

# Register Now!

Space is Limited!

Value by Comparison:

Residential Analysis and Logic

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**NOTICE: This Seminar is approved for 7 Hours  
Appraisal continuing education credit in ND, SD MN.**



## ND Appraisers Association's 2022 SPRING EDUCATION EVENT

**First International Bank & Trust**

1601 N 12th Street, Bismarck ND

**April 1, 2022**

**8:30 am—4:30 pm**

**(1-hour lunch on your own)**

The Stonehome restaurant on the main level of the building  
will be open and ready to serve you lunch.

Real estate markets and residential appraisal requirements have changed significantly due to market volatility and increased oversight, which has left residential appraisers searching for new strategies to handle their appraisal assignments. This seminar revisits valuation fundamentals and illustrates why you need data collection and analytical skills more than ever. The seminar uses and is based on the 2018 updated 2nd edition of *Valuation by Comparison*. You'll learn why clients need an appraisal, why you must have appropriate market data, and why it is imperative that you know your market. You'll discover how to find the information you need in markets where data is scarce, inconsistent, or misleading. And you'll explore techniques to accurately interpret and then anticipate the actions of buyers and sellers in today's market. Whether you are an experienced appraiser or newer to the profession, you'll learn about a variety of approaches and resources that are available for gleaning indications of market value, and you'll better understand which items require adjustment and which items can be ignored.

### Objectives

- Identify factors that affect property prices.
- Select the best tools for market analysis of residential properties.
- Recognize consistency issues in residential appraisals.
- Recognize common search errors and some search tools for use in the future.
- Recognize how the back stories of comparable sales impact sale prices and value opinions in appraisals.
- Understand the logic of sales comparison analysis and the methods for supporting adjustments.
- Recognize and describe the commonly used sales comparison spreadsheets and their logic.
- Extract and apply the rates of adjustment for sales comparison analysis.

### Who should enroll:

New trainee appraisers

- Residential appraisers
- Supervisory appraisers
- Underwriters in the mortgage industry

**Seminar Fee for all enrollees: \$150**

**To Register for the Seminar: <https://bit.ly/35J2Fd5>**

**Required Textbook: Valuation by Comparison, 2nd ed.**

**To order Textbook (\$50): <https://bit.ly/3429aXt>**

**Sleeping Room Rates \$99/night**  
Ask for NDAA Room Block  
Radisson  
605 E Broadway Ave  
701-712-6475



Not a member yet?  
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You can pay your membership on-line.

Contact Debbie Ellerton—[debbiendaa@gmail.com](mailto:debbiendaa@gmail.com) or 605-484-1054 if you have questions