

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

Enclosed is \$_____ to cover: Tuition Texts

Recommended Texts: *Appraisal of RE*, 13th ed (\$76.50/\$92.75) *NEW! Dictionary of RE Appraisal*, 5th ed (\$76.50/\$92.75)
 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 _____ / _____ State _____ Zip _____
 Home Address _____ City _____
 Appraisal Institute, ASA or ASFMRA Member Yes No Chapter Affiliation _____

Charge my: AmEx MC VISA Account No. _____ 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 _____

Register Early & Save!

Accommodations

The following hotels are within close proximity to the University of Phoenix – Oakland Campus (at City Center) - less than .25 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 Tuesday, September 21 are subject to a \$45 cancellation fee. Cancellations received after that time but prior to noon on Tuesday, September 28, are subject to a \$65 cancellation fee. No refunds for cancellations received after noon on Tuesday, September 28, or for course “no shows.” Written cancellations can be faxed to the chapter office at 925-932-7754 or emailed to pat@norcal-ai.org

We reserve the right to substitute instructors, locations, or to cancel this program if sufficient registrations are not received by September 7. 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.

For additional education offerings visit www.norcal-ai.org



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

General Appraiser Site Valuation and Cost Approach

A qualifying AQB course

October 5 - 8, 2010

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

Instructor
Arlen C. Mills, MAI, SRA

About the course

General Appraiser Site Valuation and Cost Approach is a practical, hands-on course that concerns two basic aspects of real estate appraisal: land/site valuation and the development of the cost approach. Extensive use of problems and case studies will give you practice in applying site valuation and cost approach methods. By successfully completing the course and exam, you will have met most states' education requirements in the content area identified as general appraiser site valuation and cost approach.

Topics include

- **Real Estate Market & Analysis**
- **Valuation Process**
- **Highest & Best Use Analysis**
- **Site Value**
- **Cost Approach**

Course materials and hours

Students registered two weeks prior to the offering will be sent their 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 a.m. on Tuesday, October 5. The course will be presented from 8:30a.m. – 5:00 p.m. October 5 - 7. On Friday, October 8, instruction will be from 8:30a.m. – 3:00p.m followed by the two-hour exam beginning at 3:00p.m.

Required equipment

An HP-12C calculator is required. Note: The in-class and homework problems and solutions will utilize the HP-12C calculator exclusively. For additional help with the HP calculator take our free review—[Using a Financial Calculator: Formulas, Symbols, Math Review, and Sample Problems and Financial Calculator Practice Exercises](#) or take our online seminar, [Using Your HP12C Financial Calculator](#). Laptops not required for this offering.

Prerequisites & who should enroll

Required prerequisites include *Basic Appraisal Principles, Basic Appraisal Procedures and National USPAP (15-Hour)*. Students must sign a waiver at the beginning of the course stating that they have met the prerequisites. The course is designed for those seeking general appraiser certification.

Appraisal Institute Members

BEST VALUE:
Register by Aug 24\$520
Register by September 7.....\$545
Standard tuition (after September 7).....\$570
<i>* Discounted member tuition fee also applies to ASA and ASFMRA Members</i>

Nonmembers

BEST VALUE:
Register by Aug 24\$620
Register by September 7.....\$645
Standard tuition (after September 7).....\$670

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

Confirmations, directions & parking

All confirmed registrants will receive a detailed confirmation letter via email.

Confirmations, directions and parking
All confirmed registrants will receive a confirmation letter via email. For directions visit www.mapquest.com or <http://oaklandcvb.com/map.cfm>

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)
Note: Many parking lots accept cash only.

Education credit hours

APPRAISAL INSTITUTE: Full attendance and successful completion of the course exam enables designated and associate members to receive 30 hours of continuing education credit; 28 hours of continuing education credit for full attendance only (no exam). Associates seeking credit toward designation must have full attendance (100%) and successfully complete the exam.

OREA: Approved for 28 hours (#07754114) of OREA continuing education credit for licensed/certified appraisers seeking renewal credit. Full attendance (100%) is required. Successful completion of the course exam is not required for OREA CEC.

OREA Basic/Qualifying: Approved for 30 hours of OREA basic/qualifying education credit (#07754114) toward initial licensing/certification with full attendance (100%) and successful completion of the course exam.

Recommended Texts

texts are not included with tuition fee

The Appraisal of Real Estate, 13th ed
Members.....\$76.50
Nonmembers\$92.75
Add \$5.80 for shipping

NEW! Dictionary of RE Appraisal, 5th ed
Members.....\$76.50
Nonmembers\$92.75
Add \$4.75 for shipping

Prices include CA sales tax. Please add indicated shipping fees for advance shipment of texts. All texts are sent via U.S. Mail or UPS.

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