



19210 S. Vermont Avenue, Building A, Suite 100  
Gardena, CA 90248  
Phone: (310) 538-0233  
www.irwaonline.org

## Course 400: Principles of Real Estate Appraisal May 24-25, 2018 Chattanooga, TN



## Course 400: Principles of Real Estate Appraisal

### Course Description:

This course enables participants to demonstrate a basic knowledge of the valuation process and its components. Two case studies (Residential and Commercial) are utilized throughout the course. At the conclusion of this two-day course, participants will be able to:

- Express an understanding of basic real estate terms and principles.
- Demonstrate a basic knowledge of the valuation process and its components.
- Discuss the definitions of and steps in, each of the three approaches to value (Cost, sales comparison and income capitalization).
- Solve problems which show an understanding of the three approaches to value.

### Course Level:

Core

### Course Tuition Includes:

Participant Manual  
USPAP Text

### Topics:

- Types and Uses of Appraisals
- Types of Value
- Area and Site Analysis
- Highest and Best Use Analysis
- Sales Comparison Approach
- Reconciliation and Final Value Determination
- Introduction to Partial Acquisitions
- Economic Principles
- Appraisal Process
- Market Analysis
- Cost Approach

### Required Materials:

Financial calculator

### Who Should Take This Course:

This course is ideal for new appraisers, for individuals contemplating entering the appraisal field and for experienced appraisers in need of a refresher course.

\_\_\_\_\_  
Last Name First Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
City, State, Zip/Postal Code

(\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_  Yes  No  
Phone Member Member ID Number

\_\_\_\_\_  
Email Address

If payment includes the fees for registrants other than yourself, check here:   
(Please submit names of other registrants on a separate paper along with this form)  
Will you also be attending?  Yes  No

Member Tuition	Non-Member Tuition	Total Tuition Amount
\$415.00	\$520.00	_____

Total Member Registrants: \_\_\_\_\_  
Total Non-Member Registrants: \_\_\_\_\_

PRINT NAME AS IT APPEARS ON CARD: \_\_\_\_\_ 3-DIGIT CVV: \_\_\_\_\_

AMEX  MC  VISA  Card #: \_\_\_\_\_ EXP: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_ Amount to be Charged: \_\_\_\_\_

**Course 400: Principles of Real Estate Appraisal May 24-25, 2018 Chattanooga, TN**

Sponsor: IRWA Chapter 32  
Date: May 24-25, 2018  
Time: 8 AM to 5 PM Daily  
City: Chattanooga, TN

**Class Location:**  
TDOT Region 2 Auditorium  
7500 Volkswagen Drive  
Chattanooga, TN 337421  
Phone: (423) 892-3430  
Fax: (423) 899-1636  
Participant Capacity: 50

**Four Ways to Register:**  
Online: www.irwaonline.org  
Fax: (310) 538-1471  
Phone: (310) 538-0233, x138  
Contact Course Coordinator

**Accommodations:**  
Hampton Inn and Suites - Chattanooga/Hamilton Place  
2014 Hamilton Place Blvd.  
Chattanooga, TN 37421  
Phone: (423) 602-7840  
Rate: \$103.00 + Tax  
Contact hotel directly for reservations  
Room rate code: IRW  
Book online at: [www.vhghotels.com](http://www.vhghotels.com)

**Course Coordinator:**  
Marc Headden  
3322 West End Ave  
Suite 300  
Nashville, TN 37203  
Phone: (615) 783-1378  
Fax: (615) 794-1918  
Email: [headdenappraisal.mindspring.com](mailto:headdenappraisal.mindspring.com)

**Course Instructor:**  
Christina H. Thoreson, SR/WA, MAI  
Participating in the real estate industry since 1972 (sold my first lot from horseback at age 6), my degree in real estate from Georgia State University provides a solid foundation from which research, valuation, analysis, and brokerage skills have grown. Owning a business, being a review appraiser at the Tennessee DOT, and teaching real estate principles at Chattanooga State, Tennessee Real Estate Education Systems, and through the Climb Certified IR/WA instructor program helps create great perspectives allowing me to assist all manner of clients with their real estate needs. My current focus is real estate appraisals, appraisal reviews, specialized valuation projects and litigation support for eminent domain in Georgia, Tennessee and Alabama.

**Cancellation Policy:** All classes scheduled by IRWA are subject to cancellation. All class registrants must contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be cancelled at any time (for reasons including, but not limited to, insufficient registration, instructor emergencies or other issues beyond the control of the chapter and/or IRWA). Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid class tuition. IRWA and its chapters assume no other registrant liability resulting from class cancellation.

**Tuition Refund Policy:** Written notification of intent to cancel registration must be received via email by both the Course Coordinator and IRWA Headquarters Education Staff (education@irwaonline.org) prior to the class start date in order to be eligible for a tuition refund. A full tuition refund will be issued if notice is received 15 days or more prior to the class start date; a 75% refund will be issued if notice is received less than 15 days prior to the class start date, and no refund will be issued for notice received on or after the class start date.