



Announcement of Seminars

RE: Seminar offering:

Two days of in class continuing education to help you to be the best of the best.

Location: Courtyard by Marriott Wilkes-Barre Arena
879 Schechter Drive,
Wilkes-Barre, PA 18702
570-235-6700

• Day 1 – Appraising Rural Residential Properties (8 Hours of CE)

Date: October 4, 2021 (8am-5pm)

Instructor: Brian Gatzke, ARA
Certified General Appraiser, owner of Northern Plains Appraisal LLC.

It is intended that the student attending this 8-hour course will become better equipped to handle and more familiar with the challenges of Appraising Rural Residential Properties in today's environment. The student will learn what rural lenders and/or underwriters expect of the appraiser and how to better meet those expectations via hands-on drill problems and case studies involving rural residential property examples.

• Day 2 – Appraising Agricultural Land in Transition (8 hours CE)

Date: October 5, 2021 (8am-5pm)

Instructors: Brian Gatzke, ARA
Certified General Appraiser, owner of Northern Plains Appraisal LLC.

Across North America, land is transitioning from traditional agricultural uses to alternative uses. Everyone is familiar with land being converted from agricultural to urban or suburban uses. This seminar explores new land uses that include wildlife and waterfowl production and habitat areas, public and private hunting preserves, fish production areas, recreational use of the land for hunting, fishing and trophy ranches as well as land that is responding to residential or commercial development pressure. Case studies from divergent areas of the country are presented in this seminar to demonstrate the various analytical skills and appraisal methodologies necessary to estimate market values for land that is moving to non-traditional uses. Analysis of property highest and best use becomes an important component in appraising transitional land. Class members will be exposed to several approaches to analyzing property highest and best potential uses. The case studies presented in this course are designed to assist appraisers, review appraisers and managers in dealing with valuation issues pertaining to land in transition from traditional agricultural uses.

Costs:

The cost of the seminars for ASFMRA members is (fee includes seminars, materials, breaks, and lunches)

All Events - \$500

Day 1 - \$275

Day 2 - \$275



The cost of the seminars for Non -ASFMRA members is (fee includes seminars, breaks, and lunches)

All Events - \$625

Day 1 - \$375

Day 2 - \$375

Registration:

Registration: Will be done through the ASFMRA website and credit cards are accepted. Deadline to register is 9/14/21. Cancellation will be fully refunded up to 2 weeks prior to the course. **You will be responsible for making your own hotel reservations for the Courtyard by Marriott Wilkes-Barre Arena. A block of rooms has been reserved for October 3rd – October 5th for \$109/night. Use the link below to reserve your room. You must reserve rooms by September 14, 2021 for the discounted rate.**

[Book your group rate for American Society of Rural Appraisers \[marriott.com\]](#)

Meeting details: Nick Pease, npease@agchoice.com, 570-656-8318.

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