RMA and its Central Indiana Chapter present...

UNDERSTANDING AND INTERPRETING REAL ESTATE APPRAISALS

Credit Risk Certification: 8 CEUs | **NASBA: 8 CPE Hours**

July 10, 2019 | Indianapolis, IN

Course Overview

Understanding and Interpreting Real Estate Appraisals introduces you to the issues involved in ordering and reviewing real estate appraisals. Explore terminology, methods, regulations, and review of appraisal for lending purposes. Learn about appraisal methods and techniques, including the three approaches to value: cost, sales comparison, and income. You will also get an introduction to the appraisal review process based on appraisal requirements and best practices.

Who will benefit?

Bank staff who order and review appraisals, underwriters, lenders, and credit administration professionals who need to make sound decisions based on the value of the collateral taken in conjunction with real estate lending.

You will:

- Identify the requirements for appraisals: bank appraisal regulations and guidelines, independence issues, introduction to *Uniform Standards of Professional Appraisal Practice* (USPAP).
- Identify the steps needed to order an appraisal, plus considerations in selecting and engaging an appraiser.
- Recognize the basic components of appraisal compliance: minimum appraisal standards, reporting requirements, and compliance checklist.
- Recognize the analytical steps in the valuation process used in appraisals: market and property analysis, highest and best use, and valuation approaches, methods, and techniques.
- Determine the rationale for and identify the process used in the cost, sales comparison, and income approaches to value.
- Identify appraisal review issues in the application of the sales comparison approach.
- Identify review issues in the analysis of income and expense and the selection of the capitalization rate in the income approach to value.
- Identify common errors in appraisals (residential and commercial) and how to communicate with the appraiser during the review process.

Please Note: Once you register, you will receive a confirmation email. Please contact Customer Care, 1-800-677-7621 or registrar@rmahq.org if you don't receive the email within one business day.

IT'S SMART TO BE AN ASSOCIATE MEMBER.

RMA **Associate Members** enjoy **preferred pricing** on all chapter cosponsored open enrollment courses.

Understanding and Interpreting Real Estate Appraisals

July 10, 2019 | Indianapolis, IN | Event # 304323-19

Registration Fee (All prices in U.S. dollars)
- Associate members: $355
- Nonassociates from member institutions/ professional members: $495
- Nonmembers: $745

Promotional Code: CHP

❏ Mr. ❏ Ms. ❏ Mrs.

First name ______________________ M.I. _____ Last name ______________________

Nickname (for badge) ______________ Title ______________________

Institution ______________________

Mailing address ______________________

City ______________ State/province ________ Zip/postal code ______________

Country ______________ **Attention Canadian registrants:** Please be advised that remittance of GST tax is your responsibility. RMA is not required by law to register and collect GST taxes in Canada.

Phone # ______________ Email ______________________

Billing Information

❏ Same as above

Name ______________________ Institution ______________________

Phone ______________________ Email ______________________

Address ______________________

City ______________________

State/province ________ Zip/postal code ________ Country ______________________

Cancellation and Transfer Policies*

Cancellations: A full refund of course registration fees will be issued for cancellations received 15 or more business days prior to the event start date; 50% if cancelled 6-14 business days prior, and no refund for 5 or fewer days. If you fail to attend the event, you forfeit the entire fee. In the event the course is cancelled by RMA, you will receive a full refund for registration fees. However, RMA does not assume responsibility for any other expenses, including the purchase of airline tickets, incurred by you in connection with attending the event.

Transfers: You may transfer one time to a new date up to five or more business days prior to the event. If you are unable to attend a similar event within one year from the original registration date, you forfeit the entire registration fee.

Please note: Written (fax 215-446-4100 or email registrar@rmahq.org) cancellation is required to process all refunds and transfers.

Please choose your discipline. Check all that apply:

- ❏ Enterprise risk
- ❏ Credit risk
- ❏ Market risk
- ❏ Operational risk
- ❏ Regulatory compliance
- ❏ Securities lending
- ❏ Not in a risk discipline

Use our tailored email alerts to keep informed in your area of interest, which you can update below:

- ❏ **Annual Statement Studies**
- ❏ **Enterprise Risk Management**
  - ❏ Institutions with assets up to $10 Billion
  - ❏ Institutions with assets between $10 and $50 Billion
  - ❏ Institutions with assets of $50 billion and up
- ❏ **Credit Risk Management**
  - ❏ Credit and Lending Training
  - ❏ Agricultural Lending
  - ❏ Consumer Banking
  - ❏ Commercial Real Estate
  - ❏ Credit Department/Portfolio Management
  - ❏ Healthcare Lending
  - ❏ Loan Review/Audit
  - ❏ Loan Operations
- ❏ **Operational Risk Management**
  - ❏ Institutions with assets up to $10 Billion
  - ❏ Institutions with assets between $10 and $50 Billion
  - ❏ Institutions with assets of $50 billion and up
- ❏ **Market Risk Management**
  - ❏ Institutions with assets between $10 and $50 Billion
  - ❏ Institutions with assets between $50 and $180 Billion
  - ❏ Institutions with assets of $180 billion and up
- ❏ **Regulatory Compliance**
- ❏ **Securities Lending**

Five ways to register

Web: www.rmahq.org / Phone: 800-677-7621 / Fax: 215-446-4100

Email: registrar@rmahq.org / Mail: RMA, Lbx 1140-PO Box 8500, Philadelphia, PA 19178-1140

❏ Check enclosed ❏ VISA ❏ MasterCard ❏ AMEX ❏ Diners Club ❏ Discover

Credit Card number ______________________ Exp. date ______________

Signature ______________________

I understand my signature authorizes The Risk Management Association to charge my credit card for this purchase.

This section must be filled out in order to properly process your registration.

Which best describes your job function? Please check all that apply.

- ❏ Auditor
- ❏ Business Line Operational Risk Manager
- ❏ CEO/President
- ❏ Chief Credit Officer
- ❏ Chief Risk Officer
- ❏ COO
- ❏ Chief Operational Risk Officer
- ❏ Chief Information Officer/Director IT
- ❏ Chief Regulatory Affairs Officer
- ❏ CFO/Finance
- ❏ Chief/Senior Lender
- ❏ Compliance Officer/Manager
- ❏ Corporate Operational Risk Manager
- ❏ CPA/Attorney/Appraiser
- ❏ Credit Administration/Department
- ❏ Credit Policy Officer
- ❏ Dean/Professor/Teaching Assistant
- ❏ Government Agency
- ❏ Human Resources/Training Director
- ❏ Insurance
- ❏ IT Manager
- ❏ Legal Counsel
- ❏ Loan Review/Administration
- ❏ Market Risk Officer
- ❏ Nonbank/Nonfinancial
- ❏ Portfolio Management Officer
- ❏ Regulator/Examiner
- ❏ Relationship Manager/Lender
- ❏ Risk Management Officer
- ❏ Secretary/Admin. Assistant
- ❏ Securities Lending
- ❏ Securities Trader
- ❏ Student
- ❏ Underwriter/Analyst
- ❏ University/Librarian

Which best describes your area of specialty? Please check all that apply.

- ❏ Agricultural Lending
- ❏ Audit
- ❏ Commercial Banking
- ❏ Consumer/Retail Banking
- ❏ Corporate Office
- ❏ Credit Department
- ❏ Credit Risk
- ❏ Custody
- ❏ Enterprise Risk
- ❏ Finance Function
- ❏ Funds Management
- ❏ Health Care
- ❏ International/Global Banking
- ❏ Investment Banking
- ❏ IT
- ❏ Legal
- ❏ Life/Health Insurance
- ❏ Market Risk
- ❏ Nonbank/Nonfinancial Institution
- ❏ Nonprofit/University
- ❏ Operational Risk
- ❏ Operations
- ❏ P&C Insurance
- ❏ Private Banking/Wealth Management
- ❏ Real Estate Lending
- ❏ Sales and Marketing
- ❏ Securities Lending
- ❏ Securities or Fixed-Income Trading

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