

## Schedule of 2010 Fall-Winter Course Offerings

### JULY

<b>July 27</b>	Real Estate Data Analysis, 7 hr	<b>Location F</b>
<b>July 29</b>	Changing Times And The Appraisal Profession, 3 hr (9 AM-12 Noon)	<b>Location E</b>

### AUGUST

<b>August 3</b>	Preservation Easements And Valuation, 6 hr (9 AM-4 PM)	<b>Location E</b>
<b>August 5-7</b>	Mastering Unique and Complex Property Appraisal (Course 501 elective) – 20 hr	<b>Location F</b>
<b>August 10</b>	“Green” Residential Valuation, 7 hr	<b>Location G</b>
<b>Aug. 13-14</b>	Residential Income Approach (Course 205), 15 hr	<b>Location A</b>
<b>Aug. 19-20</b>	Appraising Small Commercial Properties (Course 503 Elective), 15 hr	<b>Location E</b>
<b>August 23</b>	Accrued Depreciation Techniques, 7 hr	<b>Location E</b>

### SEPTEMBER

<b>Sept. 9</b>	Avoiding Pitfalls With The 1004MC 3 hr, 9A-12 N	<b>Location I</b>
<b>Sept. 9</b>	Appraising the Foreclosure And Other Non-Lender Appraisal Assignments – 3 hr, 1-4pm	<b>Location I</b>
<b>Sept. 10-11</b>	Advanced Residential Applications and Case Studies (Course 302) – 15 hr,	<b>Location G</b>
<b>Sept. 13</b>	Eminent Domain and Land Valuation Litigation – 7 hr	<b>Location E</b>
<b>Sept. 14</b>	7 hr USPAP Update	<b>Location B</b>
<b>Sept. 15-16</b>	Residential Sales Comparison Approach (Course 203), 15 hr	<b>Location F</b>
<b>Sept. 16</b>	Demystifying the Cost Approach, 7 hr	<b>Location E</b>
<b>Sept. 17-18</b>	Appraisal Principles I (Course 101), 15 hr	<b>Location F</b>
<b>Sept. 18</b>	Basic Math for Real Estate Appraisers, 7 hr	<b>Location A</b>
<b>Sept. 20-21</b>	Shopping Center Analysis (Course 502 elective), 15 hr	<b>Location C</b>
<b>Sept. 24-25</b>	Appraisal Principles II (Course 102) 15 hr	<b>Location F</b>
<b>Sept. 24-25</b>	Residential Appraiser Site Valuation and Cost Approach (Course 202), 15 hr	<b>Location B</b>
<b>Sept. 27-28</b>	Residential Income Approach (Course 205) 15 hr	<b>Location E</b>
<b>Sept. 30-October 1</b>	Statistics, Modeling, & Finance (Course 301), 15 hr	<b>Location E</b>

### OCTOBER

<b>Oct. 1-2</b>	Appraisal Procedures I (Course 103), 15 hr	<b>Location F</b>
<b>October 4</b>	7 hr USPAP Update	<b>Location I</b>
<b>October 5</b>	Expert Witness, 7 hr	<b>Location E</b>
<b>October 7</b>	“Green” Building Valuation - 7 hr	<b>Location C</b>
<b>Oct. 8-9</b>	Appraisal Procedures II (Course 104) – 15 hr	<b>Location F</b>
<b>October 12</b>	The Significance of Soils Analysis in the Appraisal of Real Property – 6 hr	<b>Location B</b>
<b>Oct. 15-16</b>	15 hr National USPAP Course (Course 105) - 15 hr	<b>Location F</b>
<b>Oct. 15-16</b>	General Appraiser Income Approach: Apartment Building Analysis (Course 405) 15 hr (part of 4-course, 60 hr series)	<b>Location G</b>
<b>October 16</b>	Writing the Residential Report to Conform to USPAP- 3 hr, 9-12	<b>Location A</b>
<b>October 16</b>	What’s It Worth?- Understanding Residential Market Values - 3 hr, 1-4	<b>Location A</b>
<b>Oct. 18-19</b>	Residential Report Writing and Case Studies (Course 204) – 15 hr	<b>Location F</b>
<b>October 21</b>	Real Estate Data Analysis, 7 hr	<b>Location B</b>
<b>Oct. 25-26</b>	Residential Report Writing & Case Studies (Course 204)	<b>Location A</b>

<b>October 28</b>	Commercial Industrial Real Estate Agreements, 7 hr	<b>Location E</b>
<b>Oct. 28-30</b>	Mastering Unique and Complex Property Appraisal - 20 hr (Course 501 elective)	<b>Location C</b>

### NOVEMBER

<b>Nov. 3</b>	Basic Math for Real Estate Appraisers, 7 hr	<b>Location C</b>
<b>Nov. 5</b>	Appraising the Farm – an Overview, 3 hr, 9-12,	<b>Location I</b>
<b>Nov. 5</b>	Zoning and Development Regulations in Maryland, 3 hr, 1-4	<b>Location I</b>
<b>Nov. 5-6</b>	30 hr General Appraiser Market Analysis and Highest & Best Use (Course 400), <b>Part I (2nd 15 hours November 12-13)</b>	<b>Location G</b>
<b>Nov. 8</b>	Appraising in a Changing Market, 2 hr, 10-12	<b>Location E</b>
<b>Nov. 8</b>	Avoiding Pitfalls with the 1004MC, 3 hr, 1-4	<b>Location E</b>
<b>Nov. 9</b>	“Green” Building Valuation, 7 hr	<b>Location B</b>
<b>Nov. 11</b>	7 hr National USPAP Update	<b>Location G</b>
<b>Nov. 11-12</b>	Statistics, Modeling, & Finance (Course 301), 15 hr	<b>Location C</b>
<b>Nov. 12-13</b>	30 hr General Appraiser Market Analysis and Highest & Best Use (Course 400), <b>Part II (1st 15 hours November 5-6)</b>	<b>Location G</b>
<b>Nov. 13</b>	HUD’s 203K Program, 3 hr 9-12	<b>Location A</b>
<b>Nov. 13</b>	Comment, Comment, Comment, 3 hr 1-4	<b>Location A</b>
<b>Nov. 15</b>	The Art of Private Residential Appraisal Assignments, 3 hr, 3-6 <i>Dinner Meeting, Snyder’s Willow Grove</i>	
<b>Nov. 18</b>	Accrued Depreciation Techniques, 7 hr	<b>Location B</b>
<b>Nov. 19-20</b>	Advanced Residential Applications & Case Studies , 15 hr (Course 302), 15 hr	<b>Location E</b>

### DECEMBER

<b>Dec. 1</b>	7 hr National USPAP Update	<b>Location C</b>
<b>Dec. 2</b>	Simplifying Cap Rates, Discount Rates, and Ratios Utilizing the HP-12C, 7 hr	<b>Location E</b>
<b>Dec. 3-4</b>	Residential Market Analysis & Highest and Best Use (Course 201)	<b>Location G</b>
<b>Dec. 7</b>	Understanding the Real Estate Investor Marketplace – 3 hr, (9-12)	<b>Location E</b>
<b>Dec. 7</b>	Financial Analysis of Real Estate Investment Properties – 3 hr, (1-4)	<b>Location E</b>
<b>Dec. 8</b>	Appraising Residential Properties for FHA Insured Loans, 4 hr, (8-12)	<b>Location I</b>
<b>Dec. 8</b>	Comment, Comment, Comment, 3 hr, (1-4)	<b>Location I</b>
<b>Dec. 9-10</b>	15 hr National USPAP Course (Course 105), 15 hrs	<b>Location B</b>
<b>Dec. 10</b>	Basic Math for Real Estate Appraisers, 7 hr	<b>Location E</b>
<b>Dec. 13</b>	“Green” Building Valuation - 7 hr	<b>Location E</b>
<b>Dec. 14-15</b>	Statistics, Modeling, & Finance (Course 301), 15 hr	<b>Location E</b>
<b>Dec. 16-17</b>	15 hr National USPAP Course (Course 105)	<b>Location G</b>

### JANUARY 2011

<b>Jan. 22-23</b>	30-hr General Appraiser Market Analysis and Highest and Best Use (Course 400), <b>Segment 1</b>	<b>Location D</b>
<b>Jan. 29-30</b>	30-hr General Appraiser Market Analysis and Highest and Best Use (Course 400), <b>Segment 2</b>	<b>Location D</b>

### FEBRUARY 2011

<b>Feb. 12-13</b>	30-hr General Appraiser Sales Comparison Approach (Course 401), <b>Segment 1</b>	<b>Location D</b>
<b>Feb. 26-27</b>	30-hr General Appraiser Sales Comparison Approach (Course 401), <b>Segment 2</b>	<b>Location D</b>

*MAA encourages members to get in the habit of visiting the website frequently to help keep current on course schedule changes, updates, legislative updates and news & opportunities. [www.mdappraisers.org](http://www.mdappraisers.org) • [info@mdappraisers.org](mailto:info@mdappraisers.org)*