



Defining Market Value and How to Adjust for Concessions

3 clock hours for Arizona Appraisers

Course Content

“Market Value” is defined in federal regulations. Failure to follow this definition on Form 1004 produces a fraudulent (go to jail) appraisal. Market Value may be impacted by concessions and adjustments are not made on a dollar per dollar basis. This class helps the appraiser identify, analyze, and make the proper adjustments producing an accurate Market Value for the subject, and includes:

- The Federal definition
- How to adjust for concessions
- How concessions can impact value
- How to locate sales with concessions

Class Information

Date: Wednesday February 20, 2008	Location: KGVAR 1923 Kino Ave.—Kingman	Tuition: \$35 by 2/14/08 \$45 after 2/14/08 \$55 at the door
Time: Check in: 1:00 PM Class: 1:30—4:30 PM	Instructor: Richard Hagar, SRA www.richardhagar.com	To Register: Mail or Fax registration to Spivey Appraisal Services (information below)

Registration

Name _____

Company _____

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MasterCard Visa Check # (made payable to Spivey Appraisal Services): _____

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Signature _____

Fax or Mail Registration to:



Attn: Leslie Spivey
2403 Stockton Hill Rd. Ste. 4
Kingman, AZ. 86401

928-530-0459 Phone
928-692-0232 Fax

NOTE: PAYMENT MUST ACCOMPANY REGISTRATION. Mailed registrations must be postmarked by the early registration deadline to receive the “early” discount.

CANCELLATION POLICY: Full refund up to “early” deadline. 50% refund up to 12:00 noon the day prior. Substitutions are allowed as long as you let us know in advance. No-Shows will be billed for the class

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