

APPRAISAL INSTITUTE NEW SEMINAR
“Residential Design: The Makings of a Good House”

7-HOUR CE CREDIT

Alabama Appraisal Board & Alabama Real Estate Commission

8:30AM-4:30 PM

Registration: 8:00AM

October 8, 2010

MOBILE, ALABAMA

Have you ever wondered why some houses have more *buyer* appeal than others? Or why some architects get it right and others don't? If so, this seminar will prove enlightening as it was developed to answer just those questions and more! In today's residential real estate market of foreclosures and short sales, understanding the mindset of buyers and having the tools to appraise how design features impact a home's sale price increases the worth of your appraisal skills. The seminar discusses both the exterior appeal of an improvement and its balance with the site, as well as the floor plan, functionality, and aesthetics of interior design. You will learn how to assess residential design in terms of how it relates to different market segments and current market preferences. Because buyers are in the driver's seat today, you don't want to miss out on gaining the new skills this new seminar will provide! **At the end of this seminar you will be able to**

- List the four major elements of good design.
- Classify major architectural styles and identify how they relate to current designs.
- Recognize how structural design and material changes in the building industry affected changes in architectural style over time.
- Appreciate the role of emotional appeal in residential design and appraising.
- Recognize how social and cultural issues influence design.
- Discover how activity relationships are reflected in good design.
- Identify the most common consumer trends in housing design.
- Contemplate what the home of the future may look like.

Instructor:

Mark V. Smeltzer, SRA

Mark works as an Appraiser in the southwest Pennsylvania area where he does FHA Appraisals, Foreclosure / REOs, Litigation / Litigation Support, Real Estate Tax Valuation and Consulting, and VA Appraisals. He has over 25 years of teaching Appraisal Institute Courses and Seminars and is a AQB certified USPAP instructor as well having teaching experience with a variety of residential courses.

Location: Hampton Inn & Suites Mobile Downtown Historic District

Registration: Appraisal Institute Member Fee: \$175.00
 Non-Member Fee: \$195.00

Contact Person: Pam Paulk-205-835-0808
pampaulk@aialabama.com

- Register online: www.appraisalinstitute.org/education/alabama.aspx-(Credit Card)
- Mail Form Along with Check To: Alabama Chapter Appraisal Institute
 (Residential Design) 270 Doug Baker Blvd., Ste. 700-354
 Birmingham, AL 35242

Name: _____ License# _____

Address: _____

City/State/Zip: _____

Contact #: _____ Email(For Confirmation) _____

Registration begins at 8:00 am, you must be present for the entire class to receive CE credit-You must turn off all cell phones, blackberries and pagers. You may return calls at breaks and lunch.

Location: Hampton Inn & Suites Downtown Historic District-62 South Royal Street, Mobile- 251-436-8787

Room rate for seminar is \$109+taxes per night. Need to use code: QWY to get rate.

On-line reservation (www.mobiledowntown.hamptoninn.com) can be made up to 15 days prior to seminar then you must call hotel.

From I-65 S Exit 9/I-165 S Prichard/Downtown Mobile. Right on Government St. & right on Royal St. Hotel is located on the left.

From Mobile Regional Airport: Turn left on to Airport Blvd. Travel east to I65, take I-65 S to I10 E, take exit 26B/Water St., turn left at first light/Government St. and turn right on Royal St.(1st street to right). Hotel is located on the left.

From I10 East & West: Take Exit 26B/Water St., turn left at first light/Government St. & turn right on Royal Street.

Parking: Hotel Parking Lot is for Hotel Guest, there is Parking Across the Street in Parking Deck for \$12

Registration:

Registration deadline is 8 business days from start date. However, the registration deadline may be extended if vacancies remain. Early registration is recommended as space is limited.

Cancellation Policy

- Up To 15 days prior to program start date, refund in full.
- 7 - 14 days prior to program start date, \$50.00 cancellation fee.
- Less than 7 days prior to program start date, forfeit of payment unless a student replacement is provided.

Transfer Policy

- Up To 15 days prior to program start date, no transfer fee.
- 7 - 14 days prior to program start date, \$25.00 transfer fee.
- Less than 7 days prior to program start date, no transfer allowed.

Program

Beginning 4 weeks before the offering start date, program material will be shipped directly to the student. If this material has been shipped and you request a registration cancellation, a call tag will be issued for the return of this material. A registration refund will not be issued until the material has been returned.

Material

Policy

Cancellations/Refunds: Requests for cancellations must be received in writing by the chapter. Fax cancellations: 205-437-0311 or email: pampaulk@aialabama.com. Confirmed students should not assume that cancellation has been granted until a confirmation has been received.

The Alabama Chapter reserves the right to change/cancel any class due to extraneous circumstances. If you have a disability and require special accommodations, notify the Chapter in writing at least two (2) weeks in advance and we will arrange for reasonable accommodation. Without two weeks' notice, accommodation may not be available.

Program materials will be shipped directly to the student. If you do not receive your materials within 5 days before the offering start date, please call the sponsor to inform them. ALL STUDENTS MUST BRING THEIR COURSE MATERIALS WITH THEM. ADDITIONAL MATERIALS WILL NOT BE AVAILABLE TO THOSE STUDENTS WHO HAVE NOT BROUGHT THEIR MATERIALS WITH THEM.

A normal function calculator, pencil with eraser, and ruler are required.

State Certification: Students should contact their specific state to determine current education approval and requirements.

ATTENDANCE

The Appraisal Institute enforces attendance requirements mandated by state licensing and certification regulatory agencies. One hundred percent (100%) attendance is required for all Appraisal Institute education programs. This follows Appraiser Qualification Board minimum criteria requirements. You must not miss any of the course offering and you must give the instructor full attention. No cell phones, text messaging, returning calls, using computers and reading other non-related materials in class. You must be on time at beginning and returning from breaks and lunch.

YOU MUST BRING YOUR ALABAMA REAL ESTATE LICENSE # IF YOU WANT CE CREDIT WITH THE ALABAMA REAL ESTATE COMMISSION AND YOU MUST COMPLY WITH 100% ATTENDANCE AND PARTICIPATION.