

Adjusting for Seller Concessions

**New
for 2013!**

**Instructor: Dennis Badger,
AQB Certified USPAP Instructor**

3.5 Hours Continuing Education

A common tool used to help facilitate a real property transaction is to have the seller provide financial assistance or incentives to the buyer. Such assistance may be considered a seller concession or financing concession. These concessions are important because they may have an influence on the contract price.

The purpose of this seminar is to provide guidance on generally accepted methods and techniques for analyzing seller concessions to produce credible results.

In addition to discussion on methods and techniques, participants will examine cases studies in class exercises. A calculator is required.

By the end of this course, participants should be able to:

- Develop a better understanding of appraisal requirements and fundamental techniques related to concessions.
- Identify standard definitions relevant to seller concessions
- Be aware of recognized methods and techniques to identify, verify, analyze and adjust sales for both seller and financing concessions to provide credible results.

Length: One-half day, 3.5 hour continuing education seminar. It begins promptly at 8:30 a.m. and ends at 12:00 p.m.

Course Fee. \$65 if payment received in advance; \$90 if paid at the door.

Registration:

Online: <http://www.dennisbadger.com/upcomingdates.htm>

Phone: Call toll free (877) 463-3323 with VISA/MC, AmEx, or Discover.

Fax: Fax your registration form with credit card information to (859) 245-2941

Mail: Send your registration form and check made payable to *Dennis Badger & Associates, Inc.*

Mail to: P.O. Box 23220, Lexington, KY 40523

Materials Required. Calculator

Recording. No audio recording or videotaping permitted.

Registration Form	
Course Title:	Date of Class:
Name:	
Address:	
City, State, ZIP:	
Phone (home or cell):	Phone (wk):
Phone (FAX):	Appraiser Lic #:
Email:	State:
VISA / MC / AmEx / Discover # :	
Exp. Date:	Signature:

Visit us online for dates and locations
<http://dennisbadger.com>

Student Cancellation Policy. Full refund up to 5 days prior to seminar date, and 50% refund until 48 hours prior to seminar date. Less than 48 hours notice results in forfeiture of entire payment.