

SALES COMPARISON FUNDAMENTALS

7-HOUR COURSE

Instructor: Tom Veit, AQB Certified USPAP Instructor

Overview: This continuing education class is designed to help appraisers understand the logic and theory behind the sales comparison approach for residential real estate. The theory behind the sales comparison approach is often called the historical approach to value. A case will be made that some of the best data available will also include comparable listings. The goal of this class is to create conversation, promote thought, and give guidance to appraisers as to why the sales comparison approach will give a true indication of market value and when it will give a false impression.

Length: One day, 7-hour continuing education seminar. Registration begins at 8:00 a.m. with the seminar beginning promptly at 8:30 a.m. and ending at 4:30 p.m.

Course Fee: \$125 if payment received in advance; \$150 if paid at the door. **Seating is usually limited.**

Registration:

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

Fax: Fax your registration form with credit card information to (877) 463-3360

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

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

Required Materials: Calculator

Recording: No audio recording or videotaping permitted.

Registration Form

Name: _____

Address: _____

City, State, ZIP: _____

Phone - Home: _____ Work: _____

Phone - Fax: _____ Appraisal License #: _____ St: _____

Email: _____

Course Date: _____

VISA / MC / AmEx / Discover #: _____

Expiration Date: _____ Signature: _____

Date and Location

June 5, 2012

Indiana Wesleyan University
1500 Alliant Avenue
Louisville, KY

<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.