



MID HUDSON CHAPTER
www.midhudsonai.org

- 1. Analyzing Distressed Real Estate, 9:00 am – 1:00 pm (4 hours)**
- 2. Analyzing Real Estate in Distressed or Troubled Market, 2:00 pm – 5:30 pm (3 ½ hours)**

Please note that these seminars will be presented as a package only

Date: May 7, 2008

Location: Orange County Association of Realtors, 9 Coates Drive, Goshen, New York

Time: 9:00 a.m. – 5:30 p.m.

Registration: 8:30 a.m.

Appraisal Institute members: \$180.00

Non-members: \$215.00

Tuition: Includes seminar materials, continental breakfast and afternoon refreshments (Lunch on your own).

Instructor: James R. MacCrate, MAI, SRA

Seminar Coordinator: Yvette Molinas

Analyzing Distressed Real Estate was designed to benefit real estate appraisers and brokers in their review and analysis of distressed real estate. Basic real estate issues will be discussed along with detailed considerations in an attempt to satisfy both the seasoned and entry-level real estate analyst. All real estate analysts, experienced or otherwise, can benefit from the enhanced awareness that appropriately analyzing distressed real estate can have on preparing supportable estimates of value on these type properties

Analyzing Real Estate in Distressed or Troubled Markets: During the 1970s and late 1980s the real estate markets collapsed all throughout the United States due to over-building caused by aggressive lending policies and poor underwriting decisions by financial institutions. Now, at the beginning of 2008, the residential markets are distressed and there are clear signs that commercial real estate markets in some parts of the United States are weakening. Real estate appraiser must understand the leading indicators to watch and analyze the factors affecting value correctly. This is more difficult for all practitioners in weakening and distressed real estate markets. Real Estate appraisers need to carefully reconsider the basic rationale underlying the valuation process under these circumstances. This seminar is designed to help real estate appraisers address the unique and complex issues related to real properties in troubled markets. Basic real estate issues are discussed along with detailed considerations in an attempt to satisfy both seasoned and entry level real estate analysts and investors. All real estate analysts, experienced or otherwise, can benefit from the enhanced awareness that is required to appropriately analyze residential and commercial real estate in distressed or troubled markets and properly prepare supportable and defensible opinions of value.

CE Credit – Analyzing Distressed Real Estate: 4 hours continuing education credit with the Appraisal Institute and New York State (pending). 100% attendance is required.

CE Credit – Analyzing Real Estate in Distressed or Troubled Markets: 3.5 hours continuing education credit with the Appraisal Institute and New York State (pending). 100% attendance is required.

Cancellation Policy: Up to 15 days prior to program start date, **\$25.00 cancellation fee**. 10 – 14 days prior to program start date, **\$50.00 cancellation fee**. Less than 10 days prior to program start date, **forfeit of payment unless a student replacement is provided**. All cancellation requests must be submitted in writing. Confirmed students should not assume that cancellation has been granted until a confirmation has been received. If you received your materials and do not send them back, you will not receive a refund.

Appraiser Qualification Hours & Attendance Policy: The appraisal Institute enforces attendance requirements mandated by state licensing and certification regulatory agencies. (1) Full (100%) attendance is required for qualifying or continuing education credit. (2) The Appraisal Institute issues certificates for state certification/licensing or state continuing education credit that verify successful completion and attendance requirements met with your grade notification letter. If Appraisal Institute attendance records indicate less than attendance requirements met, your certificate will reflect this and state agencies may refuse to award credit. (3) CONFIRMATION LETTER: If you have enrolled ON-LINE, you automatically receive a confirmation when your credit card is used. For checks, confirmation will be emailed 7 days prior. (4) **COURSE MATERIALS: PROGRAM MATERIALS WILL BE PROVIDED AT THE SITE.**

Other Information: If you have a disability and require accommodation, please notify the chapter office at least two weeks in advance and we will arrange for reasonable accommodation. We reserve the right to cancel, limit, or reschedule the course and to change faculty assignments and facility locations at any time. Prospective students should confirm their registration before making any non-refundable airline reservations.

Program materials will be provided at the site

Enrollment Form

- 1. *Analyzing Distressed Real Estate, 9:00 am – 1:00 pm (4 hours)*
- 2. *Analyzing Real Estate in Distressed or Troubled Market, 2:00 pm – 5:30 pm (3 ½ hours)*

May 7, 2008

To Register/Pay by credit card: www.appraisalinstitute.org/education/MidHudson.aspx

To Register/pay by check: please complete form and return with payment to:

Mid Hudson Chapter, 6 Camelot Dr., Warwick, NY 10990

Please return registration and check by 04/24/08

Name: _____

Address: _____

City/Town: _____ Zip Code: _____

Business Telephone # () _____ Fax # _____

Email _____

*Appraisal Institute member account number: _____

*Appraisal Institute members should provide their acct. # (see upper right section of membership dues invoice)

Appraisal Institute Member: __MAI __SREA __SRPA __SRA __RM __Assoc. __Affil.

___ I am not a member of the Appraisal Institute

State (s) _____

License/certification # (s) _____

Payment enclosed: _____ \$180.00 Appraisal Institute member _____ \$215.00 nonmember

(Make check payable to: Mid-Hudson Chapter and mail to: 6 Camelot Drive, Warwick, NY 10990)

Confirmation Letter: If you enrolled ON-LINE, you will automatically receive a confirmation when your credit card is used. For check payment, confirmation will be sent 2 weeks prior to presentation.

For additional information, please contact the Mid-Hudson Chapter at 845-986-4863 or visit our website at www.midhudsonai.org for other educational offerings or to ****REGISTER ONLINE****