



**Appraisal  
Institute®**

*Professionals Providing  
Real Estate Solutions*

**Atlanta Area Chapter 1<sup>st</sup> Quarter Meeting**  
***Regional Verification Requirements for Yellow Book, USPAP, State Regulations, and Clients***  
**Thursday, January 25, 2018**

**Location**

**Cobb Galleria Centre, Two Galleria Pkwy., Atlanta, GA 30339**

**SCHEDULE**

- 1:30 p.m. – 5:30 p.m.    **“Regional & Local Verification Requirements for Yellow Book, USPAP, State Regulations, and Clients” Seminar**  
Instructor/Developer: Jeff Miller, MAI, AI-GRS
- 5:30 p.m. – 6:30 p.m.    **Reception (cash bar)**
- 6:30 p.m. – 8:15 p.m.    **Chapter Dinner Meeting**  
Keynote Guest Speaker: **Jim Murrett, MAI, SRA, 2018 National AI President**  
Topic: State of the AI and Profession

**CONTINUING EDUCATION & ATTENDANCE POLICY**

The Appraisal Institute and the Georgia Real Estate Appraisers Board have approved 4 hours of continuing education for the “Regional & Local Verification Requirements for Yellow Book, USPAP, State Regulations, and Clients” seminar. To receive credit, 100% attendance is required for all Appraisal Institute education programs. Note: one (1) hour of extra Appraisal Institute CE credit is approved for attendance at both the seminar and chapter meeting.

**ABOUT THE SEMINAR**

***Regional & Local Verification Requirements for Yellow Book, USPAP, State Regulations, and Clients***

This seminar will explore the different sources and methods for verifying comparable data. We will review verification as it relates to USPAP, Yellow Book, the Georgia Real Estate Appraisers Act, the Georgia Department of Transportation and many other client specific requirements. Many clients have expectations on how market data should be reported and analyzed, and specific requirements for verifications. Understanding the appropriate requirements will affect our scope of work and the confidence that intended users have in our appraisals.

All appraisers would agree that accurate data is critical for our success. It is vitally important to our analysis, our value opinions and ultimately our profession. Good data can lead to solid analysis and valuations, but bad data can only lead in one direction. Verifying the data appropriately is key to understanding the transactions and comparing them to our subject properties. The abundance of third party market data has enabled many non-appraisers to wreak havoc on the valuation process. Since the State of Georgia is an open records state, anyone, or anything (software bot), can document sale prices and sale dates. However, understanding transactions requires so much more than these few data points, including many items that could completely negate a transaction from even being comparable. In our current age of big data, the idea of statistically analyzing lots of data, instead of good data, is becoming popular. Less can be more, especially when it comes to the difference between credible and misleading.

***This seminar will cover:***

- Defining verification, confirmation and data support in appraisals
- Review of sources, credibility of sources, and verification methods
- Comparable analysis and reporting for USPAP
- Comparable analysis and reporting for Yellow Book
- Comparable analysis and reporting per the Georgia Real Estate Appraiser’s Act
- Comparable analysis and reporting for various clients including banks, CMBS, Life Companies, Fannie Mae, and URAR

**SEMINAR INSTRUCTOR & DEVELOPER**

**Jeff Miller, MAI, AI-GRS, CCIM, ASA** co-manages Valbridge Property Advisors I ATLANTA where twelve full-time appraisers are focused on commercial real estate appraising and consulting. Jeff has been a fee appraiser for 19 years of his career, and involved in commercial real estate lending for 7 years (from 1999 to 2006). Jeff specializes in complex property appraisals, fractional interests, damage analysis and litigation support. He has co-authored and taught the 7 Hour seminar Analyzing Credit Tenant Risk and Commercial Lease Analysis, and on numerous occasions has taught 15 Hour USPAP and the 7 Hour USPAP classes. Jeff understands the nuances involved in verifying comparables, the importance of correctly understanding transactions, and practical applications for making the process more edifying and productive.

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*This program was developed by Jeff Miller, MAI, AI-GRS, CCIM, ASA, and organized by the Atlanta Area Chapter Appraisal Institute with the intent of addressing topic(s) of current local interest solely for educational and informational purposes. The Appraisal Institute national organization was not involved in developing or organizing the Program. The content of this Program, including but not limited to any written materials and presenter comments, do not represent the viewpoint of the Appraisal Institute (defined as including but not limited to, the national organization, its Regions, Chapters, members and staff) unless formally adopted by the national Board of Directors. Further, the Appraisal Institute may not even have reviewed the content of the Program and does not warrant the accuracy or timeliness of the content of the Program. The content of the Program is subject to court decisions and local, state and federal laws and regulations and any such revisions of such laws and regulations. This Program is presented with the understanding that the Appraisal Institute is not engaged in rendering legal, accounting or other professional advice or services. Nothing in the Program is to be construed as the offering of such advice or services. If expert advice or services are required, attendees and readers are responsible for obtaining such advice or services from appropriate professionals.*

***Registration Information and Form Next Page***



## ATLANTA AREA CHAPTER MEETING - REGISTRATION FORM

### Thursday, January 25, 2018

**Online (preferred):** <http://www.appraisalinstitute.org/education/Atlanta.aspx> **E-mail** [sbrockway@aiatlanta.org](mailto:sbrockway@aiatlanta.org)  
or **Mail:** Atlanta Area Chapter Appraisal Institute, 2451 Cumberland Pkwy., #3510, Atlanta GA 30339. Make check payable to the Atlanta Area Chapter Appraisal Institute or pay with Am Ex, Discover, MC, or Visa.

#### FEEES

Seminar - \$100

Seminar & Dinner - \$125

Dinner Meeting - \$55

*Early Registration Deadline is 1/21/18. Add \$10 to the above prices if registering after 1/21/18.*

#### Check Your AI Status

- MAI    SRPA    SRA    AI-GRS    AI-RRS  
 General Candidate    Residential Candidate    Practicing Affiliate    Affiliate    Guest

Name \_\_\_\_\_  
Last First Middle Common Name for Badge

E-mail \_\_\_\_\_

Georgia Appraiser or Real Estate License #(s) \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Business Phone \_\_\_\_\_

#### Check All Functions That You Plan to Attend.

- Seminar, 1:30 p.m. – 5:30 p.m.    Dinner, 6:30 p.m. – 8:15 p.m.

#### Method of Payment

- Check (payable to Atlanta Area Chapter Appraisal Institute)    Discover    Visa    MasterCard    Am. Express

Amount Enclosed or to Charge \$ \_\_\_\_\_

Card No. \_\_\_\_\_ CCV # \_\_\_\_\_ Expiration Date \_\_\_\_\_

Cardholder's Printed Name \_\_\_\_\_ Signature \_\_\_\_\_

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