



**Ozark Mountain Chapter of
the Appraisal Institute**

Presents

**Residential Design:
The Makings of a Good House**

7-hours CE

**Tuesday, March 2, 2010
8:00 am to 4:00 pm**

**Registration
7:30 am to 8:00 am**

Location

Comfort Inn
3370 East Battlefield
Springfield, Missouri
417-520-6200

Seating Will Be Limited

Ozark Mountain Chapter
Appraisal Institute
PO Box 1452
Bentonville, AR 72712

**FOR ADDITIONAL INFORMATION OR
ASSISTANCE WITH
REGISTRATION, PLEASE CONTACT**

Susie Fletcher at 479-366-1336
or
email at
OzarkMtnChapter@cox.net

Chapter Website
<http://www.ai-ozarks.org>

Ozark Mountain Chapter
PO Box 1624
Bentonville, AR 72712

Tuition

\$165.00

Course Schedule

Registration	7:30 – 8:00
Lecture	8:00 – 12:00
Lunch	12:00 – 1:00
Lecture	1:00 – 4:00

100% Attendance is Required

Seminar Instructor - Cheryl Kunzler, SRA

St. Louis, Missouri

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.

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CANCELLATION POLICY: If a cancellation is requested in writing and received in the Chapter office 15 business days prior to the start of the course/seminar, a full refund of the tuition will be granted. Notification received 7 - 14 business days prior to the start of the course/seminar will result in a \$50.00 cancellation fee. Less than 7 days prior to program start date, forfeit of payment unless a student replacement is provided. Once the program is in progress, no refunds will be issued.

INFORMATION: Special accommodations are available for individuals that have been professionally diagnosed as physically or learning disabled and can provide appropriate documentation. Reasonable efforts will be made to accommodate requests received prior to the deadline for registration. If accommodation is not requested in advance, we cannot guarantee the availability of accommodation on site. For any additional information, please call the Chapter office at 479-366-1336.