

The Ozark Mountain Chapter of the Appraisal Institute is offering:

Last chance for a TWO FOR ONE DEAL

Take this course and receive equivalency credit for the Advanced Market Analysis and Highest & Best Use! See Below for details.

GENERAL APPRAISER MARKET ANALYSIS AND HIGHEST & BEST USE

This AQB-approved course will help you apply meaningful market analysis in valuation assignments. It presents the basic concepts and terminology of market analysis and marketability studies, then shows how marketability studies provide vital information for the highest and best use decision. Throughout the course, the emphasis is on conducting a reliable analysis of demand. You'll gain practice in applying methods for inferred, or trend, analysis to three property types—a suburban residential subdivision, an existing multifamily property, and an office building. Using the tools introduced in the course will help you increase the reliability of your highest and best use analyses and support the conclusions you reach in the three approaches to value.

The course also provides a transitional discussion to prepare you for marketability studies using fundamental demand analysis, which is covered in the Appraisal Institute's *Advanced Market Analysis and Highest & Best Use* course.

***Note: General Associate members who pass the Appraisal Institute *General Appraiser Market Analysis and Highest & Best Use* exam prior to June 1, 2011 will receive equivalency credit for the new *Advanced Market Analysis and Highest & Best Use* exam for their MAI advanced education requirements. After June 1, 2011 general Associate members who have not previously received equivalency credit will be required to pass the new *Advanced Market Analysis and Highest & Best Use* exam instead.**

Date and Time	Location	Tuition
<u>May 16-19, 2011</u> <u>May 16</u> Registration: 8-8:30 am	Greenstay Hotel & Suites 222 North Ingram Mill Road Springfield, MO 65802 Toll free: 877-284-1251 417-863-1440 Special Room Rate: \$67.99 Single/Double	<u>Early registration</u> \$490.00
<u>May 16-18</u> Class: 8:30 am - 5:00 pm		<u>After April 15, 2011</u> \$520.00
<u>May 19</u> Class: 8:30 am – 3:00 pm Exam: 3:00 pm – 5:00 pm		

Instructors:

Rick J. Muenks, MAI and Stephen F. Fanning, MAI

Contact:

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