

Appraising in a Difficult Market
Application
Amount Paid \$85 \$95 \$110

Name: _____

Town: _____

Title: _____

IAO: Yes _____ No _____

Address: _____

City/State/Zip: _____

Telephone: _____

Fax: _____

Email: _____

Enclose a check or your Municipality's completed voucher for the amount you qualify for. Make checks payable to:

New York State Assessors' Association
c/o Lawrence G. Quinn, IAO
Assessor, Town of Arcadia
100 East Miller Street
Newark, NY 14513-1597
(315) 331-3914

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Appraising in a Difficult Market



*The Institute of Assessing Officers
Affiliated with the New York State
Assessors' Association Presents a
One Day Seminar at:*

*Radisson Inn
Corning, NY
December 14, 2012*

About the Course
Appraising In A Difficult Market

Change is inevitable. To struggle is optional. Market changes typically in stale or declining markets can result in challenging valuation assignments. Property use changes...Economics change... Neighborhoods change... and Markets shift. In this seminar we will explore the reasons for these changes, how these changes affect property values, how to recognize the tell-tale signs of market declines and how to accurately reflect these market changes.

After recognizing the reasons and effects of a stagnant market or a market decline, we will describe methodologies and techniques utilized to properly adjust our data to mirror the market.

We will specifically look at techniques in valuing distressed properties, be it physically deteriorated, functionally obsolescent, locationally and economically challenged or environmentally contaminated properties.

A series of case studies from declining markets to several forms of distressed property types will be analyzed. Including techniques such as paired sales; sale vs. resale, historic and market trending analysis, and hybrid cost models are amid the problem solving tools we will discuss.

This seminar will be general in nature and should appeal to all levels of assessment and appraisal professions. Blow the dust off it, and bring your calculator...

IAO Re-certification Credits

The Institute of Assessing Officers will award (6) re-certification credits to all Institute Members who attend this seminar. Eligible Assessors and County Directors who attend will receive continuing education credit and reimbursement from ORPS, pursuant to their rules.

Department of State Appraiser continuing education credits have been approved.

About the Instructor
John Zukowski, MAI
President—Arrow Appraisal Service

John Zukowski, IAO, SRA, MAI, is President of Arrow Appraisal Service in Buffalo, New York. He is past President of the Buffalo Chapter of the Appraisal Institute. He has been actively employed in the appraisal business for twenty years. John has presented numerous educational courses and seminars for various institutions over the past ten years. John has instructed for the IAAO and is certified by the Department of State for Appraisal continuing education and basic courses. John's interaction teaching style should enhance your learning experience

Registration Information

Registration: 8:30 AM
Coffee & Pastry

Seminar: 9:00 AM to 4:00 PM
Lunch Included

Date: December 14, 2012

General Information

December 14, 2012

Location:

Radisson Hotel
125 Denison Pkway. E
Corning, NY 14830
(607) 962-5000

Tuition:

\$85.00—IAO Members
\$95.00—NYSAA Members
\$110.00— All Others

Tuition Includes:

Course Materials, Coffee, Pastry,
Lunch, Breaks

Reservations must be made by:

December 7, 2012

No refunds after December 5, 2012. Consider your reservation confirmed unless otherwise notified. Call Larry Quinn for any information, (315) 331-3914; Fax (315) 331-8854;

Email: taxmanarc@hotmail.com