

I am with the SD Chapter of the American Society of Farm Managers and Rural Appraisers (ASFMRA). Our organization, along with the Professional Appraisers Association of South Dakota (PAASD) would very much appreciate if you would post information on your SDAAO website about Appraisal Continuing Education to be held in Chamberlain the week of January 18, 2010. There will be six different continuing offerings scheduled over three days.

The central location in Chamberlain and opportunity to pick up a large block of appraisal continuing education that covers residential, commercial and agricultural appraisal topics should be of interest the equalization community in our state.

PAASD is coordinating registration for the courses and is offering convenient online registration. If you have questions, feel free to contact myself or Bev Luke, executive secretary, of PAASD. There is a flyer in PDF format that we could send you as well.....just let Bev or I know.

Below is information for the courses as well as links to the online registration on PAASD's website:

**1/20/2010: Course Title - Appraising Distressed Commercial Real Estate: Here We Go Again (7.0 CE)**

In the current economic downturn, this timely new seminar provides critical insights on how appraisers, lenders, and investors will value distressed real estate. In this seminar, learn how to analyze distressed development properties and improved commercial real estate under the present market conditions. Examine, in detail, specific steps to enhance distressed properties. Develop methods for arriving at a market-supported "as-is" value forecast and in doing so acquire techniques for enticing entrepreneurs, among other buyers. Discuss adaptive and alternative use on distressed properties that no longer support their current use by reviewing three examples that demonstrate the conversion process. Also, learn to accurately evaluate land values with limited direct comparables while you explore three unique case studies involving property in times of distress.

Link to register: <http://www.paasd.com/default.asp?modId=system&logicId=courseDetail&courseId=93>

**1/20/2010: Course Title - Valuation By Comparison: Residential Analysis & Logic (7.0 CE)**

Participants will be exposed to the biases of human behavior and the psychology and logic behind the residential sales comparison approach. Through thoughtful debate on such topics as market value of actual sales, pending sales, new construction sales, expired listings and rejected offers: this seminar will also explore the techniques used by appraisers to interpret, and then anticipate, the actions of buyers and sellers in today's market. Participants will review the rationale behind buyer's purchasing decisions, including why some buyers choose a certain property while others reject it. Also discussed is how appraisal reports can serve as conclusive evidence of value in one market but not in another.

Link to register: <http://www.paasd.com/default.asp?modId=system&logicId=courseDetail&courseId=95>

**1/21/2010: Course Title - USPAP 7-Hour Update Course (7.0 CE)**

ALL SOUTH DAKOTA APPRAISERS MUST TAKE THE 7-HOUR USPAP UPDATE COURSE BETWEEN JANUARY 1, 2010, AND JUNE 30, 2010, TO AVOID AN ADMINISTRATIVE FINE. The new 2010-2011 Edition of USPAP will be covered.

Link to register: <http://www.paasd.com/default.asp?modId=system&logicId=courseDetail&courseId=96>

**1/22/2010: Course Title - Bulletproof Residential Appraisal Reports (3.0 CE)**

The most common issues raised by underwriters, desk/field reviewers, and USPAP reviewers will be presented with an emphasis on producing better Fannie Mae form reports to eliminate their reasons for asking the questions in the first place. Learn how to reduce the callbacks and requests for additional comps or further information that frustrate residential appraisers in today's marketplace.

The topics covered have been suggested by South Dakota's residential appraisers - like you - and the underwriters/reviewers from some of the state's largest lenders. These are the situations that you encounter each and every day in the field and the office.

Link to register: <http://www.paasd.com/default.asp?modId=system&logicId=courseDetail&courseId=97>

**1/22/2010: Course Title - Wind-Powered Electric Generators and Their Impact on Land Ownership (8.0 CE)**

As the need for energy independence increases and the search for alternative sources continues, wind energy has surfaced to fill the gap. This one-day seminar will review the mechanics of wind-powered generators and the wind park development process. Local, state, and federal policies will be discussed and the land ownership issues will be reviewed. The basic economics of wind generators will be presented to prepare students for appraisal purposes.

Link to register: <http://www.paasd.com/default.asp?modId=system&logicId=courseDetail&courseId=94>

**Course Title - Training Course for Supervising Appraisers and State-Registered Appraisers (4.0 CE)**

This course provides important information for individuals that have become State-Registered Appraisers and appraisers who want to provide direct supervision to State-Registered Appraisers. The goal of this course is to improve the level of knowledge and training of State-Registered Appraisers and supervising appraisers.

This course satisfies the requirement for appraiser training to receive a supervising appraiser endorsement in the State of South Dakota. The completion of the course and passing the course examination satisfies the requirements for a four-hour training course for supervising appraisers, as specified in ARSD 20:14:04:14(4), and for State-Registered Appraisers, as specified in ARSD 20:14:04:12.02(2).

Link to register: <http://www.paasd.com/default.asp?modId=system&logicId=courseDetail&courseId=92>

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