

Adjustments are the least discussed element of appraising in educational offerings. Yet, adjustments are typically the most discussed by readers of your report. Most appraisal courses do not teach level of detail needed to understand and correctly apply adjustments. This seminar is *solely devoted* to the adjustment process

ADJUSTMENTS

the good, the bad, and the ugly

This seminar is designed for the beginning appraiser as well as the most experienced appraiser. Adjustments are looked at from all aspects including why, how, when, and when not to adjust. All of the adjustment techniques are discussed and through class exercises are applied. Case studies include residential and commercial properties

ADJUSTMENTS



**The Good, The Bad,
and The Ugly**

For more information:

The Blackwell Group

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THE PROOF

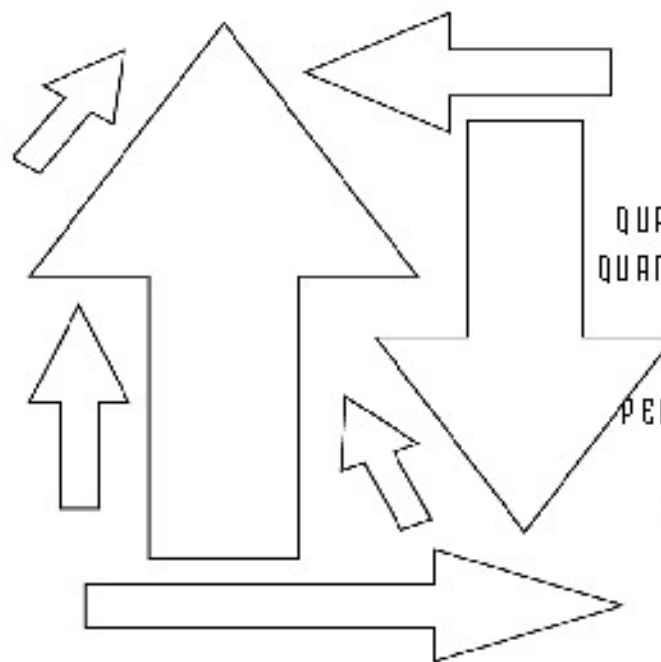
Can you prove your adjustments? Can you test your adjustments? Do you use all the adjustment techniques available? Do your adjustments make sense? Do you know the sequence of adjustments? Do you know what it means to analyze? Are your adjustments questioned? Can you defend your adjustments? Are adjustments always mathematical? Are your adjustments based on the market's reaction, or your opinion? Do you know all the elements of comparison and which caused the price to vary?

L. Deane Wilson, ASA is the instructor and developer of the seminar. Mr. Wilson has taught every level appraisal course both nationally and internationally. He has authored and developed many appraisal courses and seminars, spoken at major appraisal conferences, as well written numerous articles on appraisal issues. He is the founder of the Blackwell Institute for the Study of Land Use Ethics, and a Partner and Chief Appraiser of The Blackwell Group. He graduated from BDLA University with a Bachelor of Science degree in Organizational Leadership, and has a Special Major Masters Degree from California State University, Sacramento, in Land Use Ethics

Adjustment techniques include: Relative Comparison, Ranking Analysis, Personal Interviews, Paired Data Analysis, Statistical Analysis, and more



6.425% 6.65% 9.2%
8% 7.45%
6% 8.25%
6.9% 9% 8.75%
7.7% 7.25%
8.6% 5.65% 3.4%
5.5% 4.95% **7%**



TOPICS COVERED INCLUDE:
WHY ADJUST?
WHAT IS AN ADJUSTMENT?
WHAT TO ADJUST?
WHEN TO ADJUST?
WHEN NOT TO ADJUST?
HOW TO ADJUST
QUALITATIVE ADJUSTMENTS
QUANTITATIVE ADJUSTMENTS
BASIC ANALYSIS
USPAP EXPECTATIONS
PERCENTAGE ADJUSTMENTS
DOLLAR ADJUSTMENTS
SUBJECTIVE JUDGEMENT
CLASS EXERCISES