

## **RESIDENTIAL CASE STUDIES**

### **3 HOURS - CEU # SUBMISSION**

#### **PANEL PRESENTATION (40 MINUTES)**

- A. CHANGES IN APPRAISAL PRACTICES AND HOW IT WILL IMPACT YOUR FUTURE**
- 1. FORM FILLING (10 MINUTES)**
    - a. FNMA/FREDDIE MAC FORMATS (OR THEIR SUCCESSOR)**
    - b. DATA BASE CHECKS ON APPRAISER REPORTING**
    - c. COMPUTER DRIVEN FORMATING REQUIRED**
  - 2. PRIVATE CLIENTS - LEGAL & ACCOUNTING WORK (10 MINUTES)**
    - a. FORMAT DICTATED BY DETAIL REQUIRED TO PRODUCE A CREDIBLE REPORT**
    - b. CREDIBILITY OF REPORT RELATES MOST DIRECTLY TO PURPOSE, FUNCTION, AND SCOPE OF WORK NECESSARY FOR THE ASSIGNMENT**
    - c. DETERMINING APPROPRIATE SCOPE**
    - d. MAKING SURE YOU HAVE ASKED SUFFICIENT QUESTIONS TO DETERMINE THE FULL EXTENT OF THE ASSIGNMENT**
    - e. ASK YOURSELF *IF YOU HAVE THE COMPETENCY TO COMPLETE THE ASSIGNMENT AND, IF YOU DON'T:***
      - 1. DISCLOSE TO CLIENT AS REQUIRED BY COMPETENCY RULE AND**  
***IF CLIENT WANTS YOU TO PROCEED***
      - 2. DETAIL AS REQUIRED BY COMPETENCY RULE IN THE REPORT**
- B. LOOKING AT 4 CASE STUDIES UP CLOSE (5 MINUTES EXPLAINING EACH CASE STUDY FOR WHICH THERE WILL BE A ROUNDTABLE - TOTAL 20 MINUTES GOING OVER CASE STUDIES AVAILABLE AT EACH ROUND TABLE. STUDENTS WILL GO TO 4 DURING THE COURSE OF THE CLASS.**

#### **EXAMPLES OF TYPES OF CASE STUDIES:**

- 1. HOUSE WITH STIGMA DUE TO VIOLENT CRIME**
- 2. PROPERTIES WITH EXCESS LAND**
- 3. PROPERTIES WITH LAND SLIDES, FLOODS, FIRES, ETC**
- 4. DEALING WITH A SUPER-LUXURY HOME APPRAISAL**
- 5. SUBDIVISIONS/LOCATIONS WITH VERY FEW SALES**

6. PROPERTIES WITH ONGOING LITIGATION
7. PROPERTIES WITH EASEMENTS
8. PROPERTIES WITH COMMERCIAL AND RESIDENTIAL USES ONGOING
9. PROPERTIES WITH LEGAL NON-CONFORMING USE
10. PROPERTIES WITH ILLEGAL IMPROVEMENTS AND/OR USES

**ROUND TABLE BREAK OUT SESSIONS**  
**(2 HOURS WITH 30 MINUTES PER TABLE)**

BELOW ARE EXAMPLES OF HOW THE 30 MINUTES SESSIONS WOULD BE MANAGED

- A. HOUSE IN WHICH A MURDER WAS COMMITTED - VALUED 'AS IS'
  1. WHAT IS A COMP?
  2. WHAT IS STIGMA?
  3. HOW TO RECOGNIZE THE STIGMA?
  4. RESEARCH TECHNIQUES AND RESOURCES?
- B. EXCESS ACREAGE ISSUES
  1. UNDERSTANDING WHAT EXISTS, HOW IT EXISTS, WHAT CAN BE DONE WITH IT
  2. HIGHEST AND BEST USE ANALYSIS
  3. RESEARCHING OPTIONS AND CONCERNS TO CHECK ON
    - a. SEPTIC SYSTEMS OR SEWER LINES - CAPACITY AND IMPLICATIONS
    - b. UTILITIES AVAILABLE
    - c. FEASIBILITY OF DEVELOPMENT/USE
    - d. WHAT IS EXISTANT - WHAT ARE ALTERNATIVE USES
- C. LAND SLIDE - LITIGATION
  1. VALUE BEFORE THE SLIDE - RE-IMAGINING THE IMPROVEMENTS (DESTROYED BECAUSE OF SLIDE AND DEATH) - HYPOTHETICAL AND/OR EXTRAORDINARY ASSUMPTION?
  2. VALUE AFTER THE SLIDE - WHAT IS THE EFFECTIVE DATE OF REPORT? HYPOTHETICAL AND/OR EXTRAORDINARY ASSUMPTION?
  3. STIGMA - NOT MURDER BUT A DEATH AS A RESULT OF THE LANDSLIDE

4. HOW TO COMPARE WHEN COMPARABLES MAY BE FEW AND FAR BETWEEN IN BOTH SPACE AND TIME? METHODS OF COMPARISON

D. SUPER LUXURY HOMES

1. IDENTIFYING THE MARKETPLACE

- a. LOCAL OR REGIONAL
- b. REGIONAL OR STATEWIDE
- c. STATE WIDE OR NATIONAL
- d. NATIONAL OR INTERNATIONAL...

2. WHAT CHARACTERIZES A SUPER LUXURY HOME?

3. HOW TO RESEARCH COMPARABLES - WHAT QUESTIONS TO ASK

4. MUST YOU VIEW EACH COMPARABLE?

**SUMMARAY AND DISCUSSION - 20 MINUTES**

A. IDENTIFYING WHAT IS THE COMMON THREAD IN ALL THE CASE STUDIES

B. HOW TO UTILIZE WHAT YOU HAVE LEARNED

**PRESENTERS/PANELIST/DISCUSSION LEADERS: WILL VARY ACCORDING TO WHAT TOPICS ARE USED AND WHO IN EACH CHAPTER HAS APPROPRIATE EXPERIENCE BUT ALL PRESENTERS MUST BE CERTIFIED RESIDENTIAL OR CERTIFIED GENERAL WITH AT LEAST 5 YEARS LICENSING AT THAT LEVEL AND HAVE COMPLETED APPRAISALS IN THE CASE STUDY CATEGORY THEY ARE PRESENTING.**