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Real Estate Solutions*

## **South Carolina Chapter Winter Meeting**

**January 18, 2018**

Inn at USC Wyndham Garden, 1619 Pendleton St., Columbia, SC, 29201

### **Schedule**

- 11:00 a.m. – 1:00 p.m. Chapter Board of Officers and Directors 1<sup>st</sup> Quarter Meeting
- 1:00 p.m. – 1:30 p.m. Candidate's Meeting
- 1:30 p.m. – 5:30 p.m. *Another View of the Tough One: Mixed Use Properties* (4 hours CE)
- 5:30 p.m. – 6:15 p.m. Chapter Business Meeting
- 6:15 p.m. – 7:45 p.m. Reception

### **Seminar Description – *Another View of the Tough One: Mixed Use Properties***

The program is designed for new and experienced certified appraisers. The application of the Sales Comparison Approach is basic in both residential and non-residential appraisals. The educational experience will examine methodology and techniques used when comparing mixed-use properties. The uniqueness and challenges of mixed-use properties will be discussed as well as how greater detail and analysis can assist clients and intended users to better understand the strengths and weaknesses of the property being appraised and its market. The program's open format will foster the exchange of ideas.

This program will focus on developing and communicating a sales comparison analysis and its conclusions. Mixed use properties are a segment of the marketplace which is often under served and offer unique challenges to real estate practitioners. These properties are found in many areas, especially in older established communities throughout South Carolina. The mixed-use properties contain two or more uses within the building envelope. This program will help attendees prepare and communicate credible assignment results thereby meeting USPAP minimum requirements. The seminar will encourage practitioners to exceed the minimum requirements and apply appraisal theory that has been peer tested and industry approved. The Sales Comparison Approach is most relevant for owner-occupied properties but is also a test of reasonableness for the results of an income analysis for income producing properties. The program will stress why a meaningful understanding and description of the Subject, analysis of its market are essential and ultimately lead to a supportable potential capture rate.

**Instructor & Seminar Developer - Vince Dowling, MAI, Wester Chester, PA**

**Continuing Education** - The Appraisal Institute and the South Carolina Real Estate Appraisers Board have approved 4 hours of continuing education credit. 100% attendance is required for credit. Partial credit is not permitted.

**Hotel Reservations** - A limited block of guest rooms has been reserved at the Inn at USC Wyndham Garden at a group rate of \$139 subject to state sales tax. Self-parking is \$10 daily for overnight guests. To make reservations under the group name, SC Chapter Appraisal Institute, call (803) 779-7779. **The cut-off date to receive the group rate was December 18, 2017.** A major credit card number must be provided to guarantee your hotel reservation. A 24 hour cancellation policy is in place for individual reservations. Failure to give proper notification will result in the first night's room rate being charged to the guest.



*This CE seminar was developed by Vince Dowling, MAI, and organized by the South Carolina Chapter Appraisal Institute with the intent of addressing topic(s) of current local interest solely for educational and informational purposes. The Appraisal Institute national organization was not involved in developing or organizing the program. The content of this program, including but not limited to any written materials and presenter comments, do not represent the viewpoint of the Appraisal Institute (defined as including but not limited to, the national organization, its Regions, Chapters, members and staff) unless formally adopted by the national Board of Directors. Further, the Appraisal Institute may not even have reviewed the content of the program and does not warrant the accuracy or timeliness of the content of the program. The content of the Program is subject to court decisions and local, state and federal laws and regulations and any such revisions of such laws and regulations. This program is presented with the understanding that the Appraisal Institute is not engaged in rendering legal, accounting or other professional advice or services. Nothing in the program is to be construed as the offering of such advice or services. If expert advice or services are required, attendees and readers are responsible for obtaining such advice or services from appropriate professionals.*