August 22, 2019

Agenda Item IV

AGENDA

Nevada Department of Taxation Carson City Large Conference Room 1550 College Parkway Carson City, Nevada

June 17, 2019 9:00 a.m.

Meeting started at 9:02 am.

Members Present:

Sorin Popa, Chairman Jeff Payson Kelson Powell Chris Sarman Shannon Silva

Members Absent:

Jana Seddon

I Public Comment

No public comment.

II. Introductions.

Hector Sepulveda did roll call.

III. Review and Consideration for Approval of the April 8, 2019 Appraiser Certification Board Meeting Minutes.

Shannon Silva moved to approve the Appraiser Certification Board meeting minutes. Chris Sarman second. Jeff Payson abstained from voting, due to not being present for the last meeting. All in favor, motion carries.

IV. Pursuant to NRS 361.224, Review Department Report Regarding Appraisers Failing to Meet Requirements for Continuing Education.

Jeff Mitchell reviewed the Department report regarding appraisers failing to meet requirements for continuing education.

V. Review and Consideration for Potential Changes of Appraiser's Certification Board Bylaws.

Jeff Mitchell reviewed the potential changes of the Appraiser Certification Board bylaws.

Jeff Payson stated that Tax Management Association has put a few TMA appraisers in Clark County. If the appraisers aren't working in the oversight of an assessor or working in an assessor's office, they shouldn't be getting a temp.

Jeff Mitchell stated that if an appraiser is working in multiple counties, they would need a signature from all assessors that they are working under.

Jeff Mitchell stated that he doesn't feel like the bylaws are ready for approval, but he feels like we are 98% there.

Jeff Payson stated that if the certified general/residential appraisers, under 361.223 any person containing a professional designation or certification recognized by the Appraiser Certification Board, they should just come in under the 3-year cycle.

Shannon Silva stated in order to get the license, they must have a degree; if they had their license prior to that, coming into play, they would have had enough continue education to meet the 180 hours.

Jeff Mitchell will work on the wording for the next meeting.

- VI. Consent Agenda Items.
 - 1. Review and Consideration for Approval of Continuing Education Credit Hours Reviewed and Submitted by the Department of Taxation Local Government Services Deputy Director.

Sorin Popa reviewed the approval of continuing education credit hours reviewed and submitted by the Department of Taxation Local Government Services Deputy Director.

Shannon Silva moved to approve the courses b-j and n. Chris Sarman second. All in favor, motion carries.

a) Western Governors University – Managerial Accounting, 36 Hours

Jeff Payson stated that he would like this removed from the consent agenda for discussion.

Jeff Payson stated that he couldn't find the description for the course. He also stated that in order to make a decision, he would need more information.

Sorin Popa stated that this item will be removed and brought back at the next meeting.

- b) Western Governors University Principles of Accounting, 36 Hours
- c) Western Governors University Accounting II, 36 Hours
- d) Western Governors University Macroeconomics, 36 Hours
- e) Western Governors University Microeconomics, 36 Hours
- f) Western Governors University Intermediate Accounting I, 36 Hours
- g) Western Governors University Intermediate Accounting II, 36 Hours
- h) IAAO Rise of the Machines-Drone Technologies, Hours on Certificate
- i) Nevada Assessor's Association Water Rights in Nevada, Hours on Certificate

Shannon Silva stated that Nevada Assessor's Association put on the class in July of 2007 and was approved for 6 credit hours. She also stated that its basically the same course, but its been revised and the content is the same. She questioned if it needed to be approved again.

Jeff Payson stated that it wouldn't hurt to approve the course for 4 hours.

- j) Nevada Assessor's Association Appraising the Cannabis Industry, Hours on Certificate
- k) Idaho State Tax Commission Basic Excel for Appraisers & Assessors, Hours on Certificate

- l) Idaho State Tax Commission Intermediate Excel for Appraisers & Assessors, Hours on Certificate
- m) Idaho State Tax Commission Advanced Excel for Appraisers & Assessors, Hours on Certificate

Shannon Silva stated that she would like k-m removed from the consent agenda for discussion.

Jeff Payson stated that since the classes are specifically for appraisers and assessors, that those would be approved.

Jeff Payson moved to approve items k-m, Chris Sarman second. All in favor, motion carries.

- n) Idaho State Tax Commission Data Modeling for Appraisers & Assessors, Hours on Certificate
- VII. Review and Consideration of Continuing Education Credit Hours.

Sorin Popa reviewed the continuing education credit hours.

a) Great Basin College – Math 126 Precalculus, 36 Hours

Jeff Payson stated that when we read our charge in statutes and NAC's what kind of classes we need to approve, it really has to do with assessment appraisal, GIS or something that is relevant to your job.

Sorin Popa stated that it is essential to have precalculus.

Jeff Mitchell stated that the department wouldn't approve the funding for them to pursue that as a continuing education course.

Shannon Silva moved to deny the course. Jeff Payson second. All in favor, motion carries.

5 MINUTE BREAK 10:00 am.

b) McKissock – Essential Elements of Disclosures & Disclaimers, Hours on Certificate

Chris Sarman stated that this course was previously denied but the appraiser that submitted feels this course should be approved due to the curricular being changed.

Jeff Payson explained why these types of courses are denied because they have to do more with how you are running your business.

Chris Sarman stated that USPAP in general doesn't apply to specifically what appraisers do, but its required.

Chris Sarman moved to approve the course. Sorin Popa second. Apposed Kelson Powell, motion carries.

c) Western Governors University – Ethical Situations in Business, 36 Hours

Shannon Silva stated that its not 36 hours' worth of ethics. She also stated that it relates more to the business side of it.

Jeff Payson suggested that it be approved for 4 hours, so that it covers the general ethics provision.

Jeff Payson moved to approve the course for 4 hours to cover the ethical provisions. Chris Sarman second. Apposed Shannon Silva, Sorin Popa and Kelson Powell. Doesn't carry.

Kelson Powell suggested that it should be approved for half the hours for ethic purposes and business in general, 4 hours is too little. He also stated that this class provides more than 4 hours of applicable credit hours.

Kelson Powell moved to approve the course for 18 hours. Sorin Popa second. Apposed Shannon Silva, Chris Sarman and Jeff Payson. Doesn't carry.

Jeff Mitchell recommended moving this course to next meeting.

d) Western Governors University – Taxation I, 36 Hours

Shannon Silva stated that she was against it because its related to personal income tax.

Shannon Silva moved to deny the course. Jeff Payson second. All in favor, motion carries.

e) Western Governors University – Taxation II, 36 Hours

Jeff Payson stated that when they look at some of these complex properties, some of it seems to apply.

Shannon Silva moved to approve the course for 18 hours. Chris Sarman second. All in favor, motion carries.

f) Western Governors University – Cost & Managerial Accounting, 36 Hours

Shannon Silva stated that it leaned a lot more towards cost versus managerial, which is typically a denied course.

Jeff Payson moved to deny the course. Shannon Silva second. All in favor, motion carries.

g) Western Governors University – Concepts in Auditing & Information Systems, 36 Hours

Tinna Ostrom stated that it relates 100% to what she is doing, because she is auditing and not appraising. She also stated that you have to have a basic understanding on information systems in order to look at their financials to their general legers.

Shannon Silva moved to approve the course. Chris Sarman second. All in favor, motion carries.

h) Association of Government Accountants – Ethics: Lessons From an \$8.5 Million Fraud, Hours on Certificate

Chris Sarman moved to approve the course. Jeff Payson second. All in favor, motion carries.

VIII. Briefing to and from Appraiser Certification Board and Department Staff.

Jeff Mitchell briefed the board on making some refinements to the bylaws, making sure that they are distributed in a timely matter before the next ACB Meeting and getting more information for the courses.

Jeff Mitchell recommended for the appraisers that need hours should take classes that have been previously approved. If they wanted to gamble, the classes need to be submitted by June 30th and they'd have to wait to see if they were approved or not. If they were not approved, then they wouldn't meet their educational requirements.

Jeff Mitchell suggested having a teleconference meeting in July or possibly early August to read through the bylaws.

Jeff Payson suggested having the meeting in August.

IX. Schedule Date and Review Agenda Topics for the Next Appraiser Certification Board Meeting.

No comment.

X. Public Comment.

No public comment.

Meeting adjourn at 10:36 am.

August 22, 2019

Agenda Item VII

1. a) Las Vegas Market Symposium

Form 5310LGS

Nevada Department of Taxation Property Tax Appraiser Continuing Education New Course Application



Return this form to: Division of Local Government Services 1550 College Parkway Carson City, Nevada 89706

Name of Requester				Approisal	Manager
TITLE OF COURSE	/ /	\		rippi allow	1. Taroage v
Las	Vegas M	ar Vet >	YMDOSIVI	n	
Classroon	n Dinternet DHome		evada Af	praisal Ins	stite
1. Course of	Prese	tation	of cur	rent local	
re	al estate	market	5		
2. What are t	the expected hours o	f instruction?	30-4:30	(7 hours e	(noitou)
	e expected completion	11	ovember 1		
Mass Appra IAAO Stand Residential Commercia Unitary/Cen Principles o	Appraisal I /Industrial Appraisal strally Assessed Proper Accounting	lications ty Appraisal	 □ Appraisal and As Nevada Departme □ Geographic Information Techniques 	mation Systems, Mapping Real Estate, Water, or Min cs	
other, plea	se describe why the	course is applicable	to appraisal for p	roperty tax purposes.	
Detailed Co	MATERIALS TO BE Si urse Outline or Syllabus purse Materials		PPLICATION:		
equestoy organica					
equesto orginal	TI O-1-		The same was mile	REASON FOR DENIAL OF CREDIT	LE ANY
Department MBER OF CREDIT URS GRANTED	NUMBER OF CREDIT HOURS APPEARING ON TRANSCRIPT	MILESTONE APPLIED TO:	TOTAL CE'S FOR THIS MILESTONE	REASON FOR BEHAL OF GREEN	, IF ART

Las Vegas Market Symposium

2019

November 14, 2019 Suncoast Hotel & Casino, Las Vegas

The Las Vegas Market Symposium 2019 is designed for allied real estate professionals in southern Nevada to join together to listen and learn. Speakers across all practice settings hope to facilitate a dialog between panelists and attendees on past and projected changes in the southern Nevada region.

General Schedule

Registration & Continental Breakfast

7:30 a.m. — 8:30 a.m.

Land, Single-Family Residential & Multi-Family Market Panels

8:30 a.m. — 11:50 a.m.

Lunch Panel

11:50 a.m. - 1:15 p.m.

Office, Industrial & Retail Panels

1:15 p.m. - 4:30 p.m.

Continuing Education & Attendance

The Las Vegas Market Symposium 2019 is pending approval by Nevada Real Estate Division for eight (8) hours of appraisal continuing education credit and seven (7) hours of General real estate continuing education credit. In addition, Appraisal Institute attendees are eligible to receive 8 hours of Appraisal Institute continuing education credit. Attendance certificates will be distributed at the end of the day at the Symposium.

100% attendance is required, which includes the lunch session. Partial credit is not available for continuing education credit.

Tuition

Registration Type	EARLY BIRD	Regular	Late
	Registration Tuition	Registration Tuition	Registration Tuition
	(7/15-10/2/19)	(10/3-11/3/19)	(After 11/3/19)*
Al Member Regular Al Member Regular	\$160 \$160	\$185 \$205	\$210 \$230

Land Panel

Moderator: Michael Montandon—Providence Commercial

Panelists

Curtis R. Allsop-ARA Newmark

Matthew J. Nelson, CCIM, CLS-J.A. Kennedy RE Company

John Restrepo—RCG Economics

Single-Family Residential Panel

Moderator: Britt K. West, SRA, Al-RRS—Appraisal West

Panelists

Brian R. Gordon, CPA—Applied Analysis/Sales Traq

Norbert Gyorfi-LeaderOne Financial Corporation

Nat Hodgson-Southern Nevada Home Builders Association

Don Kuhl-Synergy Sotheby's International Realty

John P. McLaury-KB Home Nevada

Multi-Family Panel

Moderator: Devin Lee, CCIM-Northcap

Panelists

Douglas S. Schuster—ARA Newmark

Taylor Sims—Cushman & Wakefield

Lunch Panel

State of Southern Nevada (City Economic Development Leaders)

Panelists

William Arent—City of Las Vegas

Gina Gavan—City of North Las Vegas

Office Panel

Moderator: Taber A. Thill, SIOR—Colliers International

Panelists

Bret Davis, SIOR—Jones Lang LaSalle

Amy Lance-CBRE, Inc.

Daniel Palmeri, SIOR-Cushman Wakefield

Industrial Panel

Moderator: Donna S. Alderson, SIOR—CBRE, Inc.

Panelists

Michael G. DeLew, SIOR-RealComm Advisors

Dan Doherty, SIOR—Colliers International

Doug Roberts-Panattoni Development

Xavier Wasiak, SIOR-Jones Lang LaSalle

Retail Panel

Moderator: Daniel R. Adamson—ROI Commercial Real Estate

Panelists

David A. Grant—Colliers International

Dave Johnson—NewMarket Advisors

Brendan Keating—Logic Commercial Real Estate

Jennifer Ott, CCIM-ROI Commercial Real Estate

Registration Form 2019 Las Vegas Market Symposium Name, Designation (s) Firm Name & Address City, State, Zip Phone **Email Address** Nevada Real Estate License Number Nevada Appraisal License Number **Payment Information** (Check the circle for type of payment) Check enclosed — Payable to Nevada Chapter (Mail checks to: Nevada Chapter Appraisal Institute, 2251 N. Rampart Blvd., #1495, Las Vegas, NV 89128) MasterCard American Express Account Number CCV Code Billing Zip Code Signature Exp. Date

Online Registration: www.myappraisalinstitute.org/education/Nevada/

Confirmation, Refunds & Cancellation

Registration deadline is November 8, 2019. Registrations received after November 8, 2019, will be accepted if space is available and late fees will apply.

All registered attendees will receive an email confirmation within 48 hours of registration.

Written cancellations received through November 8, 2019 are 100% refundable.

Written cancellations received after November 8, 2019 are subject to a \$50 cancellation fee.

Disclaimers

We reserve the right to substitute moderators or panelists due to circumstances beyond our control.

If you have a disability and may require some accommodation, please notify us in writing at least two weeks in advance, and we will arrange for reasonable accommodation.

Vendors and Sponsors of the 2019 Las Vegas Market Symposium may request contact information of the Symposium's registered attendees. If you do not wish to have your information shared with a vendor or sponsor, please contact Tina Anderson at tina@ainevada.org.

This Educational Program was developed and organized by the Appraisal Institute Chapter offering the Program 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, does not represent the viewpoint of the Appraisal Institute (defined as including but not limited to, the national organization, its Regions, Chapters, members, candidates, affiliates and staff) unless formally adopted by the national Board of Directors. Further, the Appraisal Institute has not peer-reviewed or approved 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.

August 22, 2019

Agenda Item VII

1. b) Northern Nevada Real Estate Overview

Form 5310LGS

Nevada Department of Taxation Property Tax Appraiser Continuing Education New Course Application



Return this form to: Division of Local Government Services 1550 College Parkway Carson City, Nevada 89706

lame of Requester	king the course.)			Title	
				Approisal	Manager
TE OF COOKSE				1 1 pp of our	1. 1000 deget
North	ern Meur	da Real	Estate 0	Verview	
ELIVERY METHOD	- CHECK ONE	SPONSORING	ORGANIZATION		
Classroon	n □Internet □Home	Study	evada Ap	praisal Ins	stitite
Course of	ojective:				
	Over view	of loc	al real e	estate mark	let s
and	trends				
			2- 1:20	101	12 - 4
What are t	the expected hours of	instruction?	30 - 1-30	(5 hours i	OSTEVENION
What is th	e expected completion	on date?			
	ASSISTANTION OF	FOR ALL THAT AD	DI V		
	LASSIFICATION - CHI			sessment Standards of the	
Mass Appra	alsal Concepts and App	lications	Nevada Departme		
Residential				nation Systems, Mapping	
	I /Industrial Appraisal		Techniques		
	trally Assessed Proper	ty Appraisal		Real Estate, Water, or Mini	ng
Principles o	of Accounting		☐ Professional Ethic	CS	
Principles o	of Finance		☐ Administrative Pr	ocedures	
Application	of Nevada Statutes or I	Regulations	□ Other		
other, pleas	se describe why the	course is applicable	e to appraisal for p	roperty tax purposes.	
	MATERIAL S TO BE SI	JBMITTED WITH AF	PPLICATION:		
		9			
Detailed Cor	urse Outline or Syllabus				
Detailed Cor Books or Co					
Detailed Cor	urse Outline or Syllabus				
Detailed Cor Books or Co	urse Outline or Syllabus		7-8-19		
Detailed Cor Books or Co	urse Outline or Syllabus	Date	1 0		
Detailed Cor Books or Co	urse Outline or Syllabus	Date	1 0		
Detailed Cor Books or Co	urse Outline or Syllabus			-	
Detailed Cor Books or Co	urse Outline or Syllabus	Date	1 0	REASON FOR DENIAL OF CREDIT	, IF ANY



Overview Description: This half-day program will provide an overview of the local real estate market and discuss the trends, changes and impact on the real estate development in Northern Nevada, Industry experts will provide their insights and offer panel discussions focusing on the land, industrial, single-family, and multi-family sectors.

LOCATION

Tamarack Junction 13101 S. Virginia St. Reno, NV 89511

SCHEDULE

Registration & Continental Breakfast ♦ 7:30 AM Overview + 8:30 AM-1:30 PM

100% attendance is required, which includes up hises. not available for continuing education c edit.

SPEAKERS

Retail Panel

Moderator: Julie Ott, MAI-Carter-Ott Appraisal, Inc.

Kelly Bland-NAI Alliance

Nevada Real Estate Division on behalf of the Nevada Real Estate

Nevada Commission of Appraisers (5 hours), PENDING

Commission (5 hours General), PENDING

Appraisal Certification Board (5 Hours, Property Tax) PENDING

2019 Northern Nevada Real Estate Overview approvals:

Appraisal Institute (5 hours)

Rick Casazza—Colliers International

Shawn S. Smith, CCIM, CLS, CRRP-CBRE, Inc.

Single Family Residential Panel

Moderator: Daniel T. Magee, SRA

Ken Amundson, GRI-Keller Williams Group One, Inc.

Mark Krueger-Archcrest Commercial Partners

Pam Robinson—Evergreen Home Loans

Industrial Panel

Moderator: Karen Park, MAI—Valbridge Property Advisors **Panelists**

Mark Glenn-Industrial Properties of Nevada

Multi-Family Panel

Moderator: Benjamin W. Gregg, MAI, MRICS-Newmark Knight Frank

Panelists

Kenneth N. Blomsterberg-Marcus & Millichap

Sarah K. Fye-Johnson Perkins Griffin

Office Ponel

Moderator: John S. Wright, MAI-John S. Wright & Associates

Melissa Molyneaux, SIOR, CCIM-Colliers International

John Pinjuv, SIOR-Avison Young

Lunch Speaker

Joel Grace - Reno Land Inc.

Topic: Park Land & Rancharrah Developments

NOTE: Additional speakers will be added to panels as they are approved by the Nevada Real Estate Division.

FEES

Registration Type	EARLY BIRD Registration Fee (Through 9/6/19)	Late Registration Fee (After 9/6/19)*
Al Member	\$100	\$125
Regular	\$100	\$140

Want to become a sponsor? Click here for information or contact Tina Anderson.

Chapter Contact: Tina Anderson, Executive Director

Mailing Address: 2251 N. Rampart Boulevard, #1495 | Las Vegas, Nevada 89128

P: 702-838-8489 | E: fina@ainevada.org | Chapter Website: www.ainevada.org | Overview Webpage: www.ainevada.org/2019hnvreo/

		Registrat	ion Form
		2019 Northern Nevada	a Real Estate Overview
Name, Designatio	n (s)		
Firm Name & Add	iress		
City, State, Zip			
Phone		Email Address	
Nevada Appraisal	License Number		Nevada Real Estate License Number
			nformation or type of payment)
Check Las Ve	egas, NV 89128)	le to Nevada Chapter (Mail checks to:	Nevada Chapter Appraisal Institute, 2251 N. Rampart Blvd., #1495,
Visa	Master Ca	ard American Express	
Account Number_			CCV Code
	Exp. Date	Billing Zip Code	Signature

Online Registration: www.myappraisalinstitute.org/education/Nevada/

Confirmation, Refunds & Cancellation

Registration deadline is September 6, 2019. Registrations received after September 6, 2019, will be accepted if space is available and late fees will apply.

All registered attendees will receive an email confirmation within 48 hours of registration. Written cancellations received through September 6, 2019 are 100% refundable. Written cancellations received after September 6, 2019 are subject to a \$50 cancellation fee.

Disclaimers

We reserve the right to substitute moderators or panelists due to circumstances beyond our control.

If you have a disability and may require some accommodation, please notify us in writing at least two weeks in advance, and we will arrange for reasonable accommodation.

Vendors and Sponsors of the 2019 Northern Nevada Real Estate Overview may request contact information of the Overview's registered attendees. If you do not wish to have your information shared with a vendor or sponsor, please contact Tina Anderson at tina@ainevada.org.

This Educational Program was developed and organized by the Appraisal Institute Chapter offering the Program 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, does not represent the viewpoint of the Appraisal Institute (defined as including but not limited to, the national organization, its Regions, Chapters, members, candidates, affiliates and staff) unless formally adopted by the national Board of Directors. Further, the Appraisal Institute has not peer-reviewed or approved 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.

August 22, 2019

Agenda Item VII

1. c) IRS Valuation Symposium

Form 5310LGS

Nevada Department of Taxation Property Tax Appraiser Continuing Education New Course Application



Return this form to: Division of Local Government Services 1550 College Parkway Carson City, Nevada 89706

naisal Manage Tustitute Laluation Lours educat Manage Man
hours education hours education ndards of the ns, Mapping Vater, or Mining
hours education hours education ndards of the ns, Mapping Vater, or Mining
hours education hours education ndards of the ns, Mapping Vater, or Mining
hours education hours education ndards of the ns, Mapping Vater, or Mining
ndards of the ns, Mapping Vater, or Mining
ndards of the ns, Mapping Vater, or Mining
ndards of the ns, Mapping Vater, or Mining
ndards of the ns, Mapping Vater, or Mining
ndards of the ns, Mapping Vater, or Mining
ndards of the ns, Mapping Vater, or Mining
ns, Mapping Vater, or Mining
ns, Mapping Vater, or Mining
ns, Mapping Vater, or Mining
Vater, or Mining
urposes.
urposes.
urposes.
urposes.
DENIAL OF CREDIT, IF ANY

Nevada Chapter

Presents

IRS Valuation Symposium - Valuation of Donated Real Estate, Including Conservation Easements and Other IRS Valuation Assignments

DATE: Thursday, September 26, 2019

TIME: Check In/Continental Breakfast: 7:30 am - 8:00 am

Seminar: 8:30 am to 5:00 pm Lunch: 11:45 am to 1:00 pm

LOCATION: To Be Announced

SEMINAR DESCRIPTION:

Valuation assignments for the Internal Revenue Service can be challenging, especially with assignments relating to conservation easements. This IRS conservation easement seminar addresses the federal income tax code and regulations pertaining to the valuation and donation of conservation and historic preservation easements, among other types of assignments related to the IRS. Appraisers, CPAs, Land Trusts, and Attorneys should all be familiar with these requirements and the recent tax court decisions.

Seminar speakers will include appraisers and attorneys from the IRS who will discuss topics including:

Why the focus on the IRS Regulations?

- Communication Issues
- The Law Federal Tax Code and Regulations
- Regulatory Basis for Valuation Issues Miscellaneous
- Valuation Analyses and Approaches
- Expectations of Estate and Gift Appraisals
- Fractional Interests and Casualty Loss Appraisals
- Expectations of Fair Market Rent
- Lifetime of Stress in Cross Examination
- · Court and Practical Issues, from the Bench
- Expert Witness Role Play
- · Questions and Answers with IRS

REGISTRATION DEADLINE: The last day to register is September 15, 2019.

ENROLLMENT: Enrollment is on a first-come, first served basis. If the event is filled, a waiting list will be retained. The Nevada Chapter reserves the rights to cancel, limit, or reschedule this event if the minimum enrollment level is not reached, and to change faculty assignments and facility locations at any time.

ADA COMPLIANCE: It is the policy of the Appraisal Institute to provide reasonable accommodations for qualified persons with disabilities who are participating in Appraisal Institute educational programs. If you need accommodations to participate because of a disability, please notify us in writing at least two weeks in advance of the program and we will arrange for reasonable accommodation.

CONTINUING EDUCATION CREDIT: The IRS Valuation Symposium - Valuation of Donated Real Estate, Including Conservation Easements and Other IRS Valuation Assignments program is pending approval by the Nevada Real Estate Division and the Nevada Commission of Appraisers for seven (7) hours of continuing education credit.

This Educational Program was developed and organized by the Nevada Chapter of the 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. This seminar is approved for 35 points of Appraisal Institute continuing education credit. The seminar is also approved for seven hours of BREA continuing education credit (Approval No. 18CP754601326). Other State of Nevada approvals are pending.

CANCELLATIONS/REFUNDS: Up to 15 days prior to program start date, a \$25.00 cancellation fee will be applied to all requests for cancellation. Between two and 14 days prior to program start date, a \$50.00 cancellation fee will be applied to all requests for cancellation. Less than two days prior to program start date, no refunds will be given.

ATTENDANCE: The Appraisal Institute enforces attendance requirements mandated by state licensing and certification regulatory agencies. One hundred percent (100%) attendance is required for all Appraisal Institute education programs. This follows AQB minimum criteria requirements.

SEMINAR FEE (on or before September 15, 2019): \$185

Seminar fees will increase \$50 after September 15, 2019.

	ENROLLI	MENT APPLICATION	
	IRS VALU	JATION SYMPOSIUM	
NAME:			
ADDRESS:			
PHONE:		E-MAIL:	
HONE.		E-IVIAIL.	
FEE ENCLOSED: \$	CHEC	CK NO.	
OR CHARGE CREDIT CARD: NAMI	ON CARD		
BILLING ADDRESS			
CARD TYPE (Please circle)	Visa	MasterCard	American Express
CARD NO.:		EXP. DA	ATE:CCV:
☐ If paying by check, plea	se make your che	ck payable to "Nevada Cha	apter of the Appraisal Institute".
Mail your check along v	vith this completed	application to Nevada Cha	apter of the Appraisal Institute,
2251 N. Rampart Blvd.,			dress, or email to tina@ainevada.
☐ Questions? E-mail tina@			many of them to

To register online: www.myappraisalinstitute.org/education/Nevada/

Agenda Item VII

1. d) Introduction to Expert Witness Testimony for Appraisers Form 5310LGS

Nevada Department of Taxation Property Tax Appraiser Continuing Education New Course Application



Return this form to:
Division of Local Government Services
1550 College Parkway
Carson City, Nevada 89706

Please Print or 7	The state of the s	n who wishes to r	accive contact hou	rs for a source of continuing education
				rs for a course of continuing education
	ng the course.)	proved by the Dep	artment must apply	y to the Department for such approval
Name of Requester	nd the course.			THIS WILLIAM
Name of Nequester				valuation analys
TITLE OF COURSE				vacua con a ovidens
The grounds	- nest wit	t and Trate	in a town of E	- Compained
11110 10	EXPUNI	men regii	WW WILL 10	rappi moen,
	- CHECK ONE	SPONSORING	ORGANIZATION	Tal Floritia
TITLE OF COURSE WITNESS TESTIMONY FOR APPRAISE DELIVERY METHOD-CHECK ONE DELIVERY METHOD-CHECK O	ppraisa lanca von			
1 Course obi	iective:	. 1	2	1.
1. Course obj	GRO A	Harho-	oval,	anation
	she ou	1000000	- 0400	70000000
- 110 / 11			to non	1 - 6
2. What are th	he expected hours of	instruction?	to hon	The state of the s
			6	2/28/19
3. What is the	e expected completion	n date?	U	1-011
SUBJECT CL	ASSIFICATION - CHI	ECK ALL THAT API	PLY	
☐ Mass Appra	isal Concepts and App	lications	☐ Appraisal and Ass	sessment Standards of the
☐ IAAO Standa	ards		Nevada Departme	nt of Taxation
Residential	Appraisal			mation Systems, Mapping
	/Industrial Appraisal		Techniques	
	trally Assessed Proper	ty Appraisal	☐ Laws Relating to	Real Estate, Water, or Mining
☐ Principles of			☐ Professional Ethic	
☐ Principles of			☐ Administrative Pro	ocedures
	of Nevada Statutes or I	Regulations	2 Other	
If other, pleas	se describe why the	course is applicabl	e to appraisal for pr	roperty tax purposes.
ii diiidi, pica	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Journal of the Philippin	o to appraisants.	operty tax par posses.
THE WATER W	TENIAL O TO BE O	TOTAL AUTU A	THE STATION.	
	IATERIALS TO BE SU		PPLICATION:	
☐ Books or Co	urse Outline or Syllabu	S		
LI BOOKS OF CO	ourse materials			
SIGNATURE	1	1 1/1		
SIGNATURE) 1.	
			7/9/19	
Deguester Signat	ture (Use Blue Ink)	Date	4111	_
Requestor Signati	ure (Use blue link)	Date) /	
Denovtment	The Only			
For Department	NUMBER OF CREDIT HOURS	MILESTONE APPLIED TO:	TOTAL CE'S FOR THIS	REASON FOR DENIAL OF CREDIT, IF ANY
HOURS GRANTED	APPEARING ON TRANSCRIPT	MILEOTONE ATTELLO TO	MILESTONE	REASON FOR DENIAL OF GREDIT, IF ANT
	1			
Verified by:				
× 11 10-	10-2122	True		
Division of Local Go	overnment Services	Title		Date

This course is designed to introduce the appraiser to expert witness testimony and to serve as a refresher for the experienced expert witness. It begins with a discussion of the two types of witnesses, so the appraiser will have a solid understanding of the difference. Sections 701 and 702 of the Federal Rules of Evidence (2014) and the Daubert Standard are presented, followed by a thorough discussion of advocacy - what it is and why appraisers are prohibited from functioning as advocates. Advice on "breaking into" expert witness testimony as well as an "up close look" at the differences in scopes of work for those entry level assignments will be covered. The JURISDICATION EXCEPTION RULE and the RECORD KEEPING RULE are also discussed, as they relate to expert witness testimony. There is also a discussion about the importance of the engagement letter as well as recommendations as to what the letter should contain. Chapter 4 focuses on the development of the assignment. It is written to impress upon the appraiser the importance of a higher level of due diligence in researching and analyzing data than that which may be found in the "typical" mortgage lending assignment. An in-depth look at providing sworn testimony – first in the deposition setting, then in the courtroom setting – is presented. This section reinforces the appraiser vs advocate discussion. Deposition and courtroom testimony tips are presented along with deposition and courtroom pitfalls in an effort to demonstrate what can "make or break" an expert witness. The "wrap up" focuses on proper protocol for leaving the witness stand, when the invoice should be presented, along with how to comply with the RECORDING KEEPING RULE (report of testimony and retention period). In short, this course is designed to help determine if the role of expert witness is right for you.

Chapter list:

- 1. The Role of the Expert Witness
- 2. Opportunities for the Appraiser
- 3. Accepting the Assignment
- 4. Developing the Assignment
- 5. Testimony
- 6. Wrapping it up

August 22, 2019

Agenda Item VII

1. e) Mold, a Growing Concern

Form 5310LGS

Nevada Department of Taxation Property Tax Appraiser Continuing Education New Course Application



Return this form to:
Division of Local Government Services
1550 College Parkway
Carson City, Nevada 89706

Please Print or 1		n who wishes to re	ceive contact hour	rs for a course of continuing education
that has not	been previously app			to the Department for such approval
	ing the course.)			etility valualion
Name of Requester				analyst
TITLE OF COURSE	d-A GNO	winer (incer	1
DELIVERY METHOD -	CHECK ONE DHome	Study SPONSORING	ORGANIZATION CO	ntinuing Education
	Institu	te-don	Culinoso	Continuana Education
1. Course ob	jective: of th	e environ	mental 1	razards of mold that
appeat	real esta	to and	how it	devanes real
- will	V,		7 1	1
2. What are the	he expected hours of	instruction?	7 wours	
3. What is the	e expected completio	n date?	7/1/19	
SUBJECT CL	ASSIFICATION - CHE	CK ALL THAT APP	PLY	
	isal Concepts and Appl	ications		sessment Standards of the
☐ IAAO Stand			Nevada Departmen	
	/Industrial Appraisal		Techniques	nation Systems, Mapping
	trally Assessed Proper	y Appraisal		Real Estate, Water, or Mining
☐ Principles o	f Accounting		☐ Professional Ethic	
☐ Principles o			☐ Administrative Pro	ocedures
☐ Application	of Nevada Statutes or F	Regulations	□ Other	
If other, please Explan	se describe why the d		to appraisal for pr Mendal Clings,	effects of mold and
DECUMPED N	ATERIAL S TO BE SI	IDMITTED WITH A	PLICATION	
☐ Detailed Co	MATERIALS TO BE SU urse Outline or Syllabus ourse Materials	JBMITTED WITH AF	PLICATION:	
SIGNATURE	, 11		1	
			7/0/19	
Requestor Signat	ture (Use Blue Ink)	Date	1/8/11	-
For Donautmont	Use Only			
For Department NUMBER OF CREDIT	NUMBER OF CREDIT HOURS	MILESTONE APPLIED TO:	TOTAL CE'S FOR THIS	REASON FOR DENIAL OF CREDIT, IF ANY
HOURS GRANTED	APPEARING ON TRANSCRIPT		MILESTONE	
Verified by:				
Division of Local Go	overnment Services	Title		Date



COURSE LOGIN / SIGN UP



Mold A Growing Concern - 3 Hour

\$44.00

3-hour Appraiser Continuing Education

Add to cart

Categories: 3 Hour Courses, Alabama, Appraisal, California, Delaware, Florida Georgia, Hawaii, Illinois, Indiana, Kentucky, Louisiana, Nebraska, Nevada, Ne Jersey, New Mexico, New York, South Carolina, Utah, Virginia, Wyoming

Description

Description

For residential and commercial appraisers

Guidelines by Freddie Mac and Fannie Mae make reporting environmental conditions, like mold, the appraiser's responsibility. Appraisers, learn how to fulfill your obligations and to clearly identify the limitations of your observations regarding mold! In some cases, mold may cause significant health effects for occupants of properties you appraise and can impact the value of real property. But information about mold, especially on the internet, ranges from dire to sheer misinformation Misinformation puts you, your clients, and end-users at risk. Learning about mold will help appraisers avoid liability, meet their regulatory responsibilities, and protect themselves, their clients, and end-users the consumer from financially risky or unhealthy situations.

This 3 hour course provides reliable information from one of America's top experts in the mold industry, Rich Finigan, who is also a real estate appraiser. He will describe conditions that can support mold growth, provide a list of mold's telltale signs and how to effectively report your observations. Included are methods appraisers can use to accurately determine impact on value, including stigma, and recommended nomenclature. Professionally produced videos, real-life photos, sketches, and case studies help illustrate the concepts of the course.

View State Course Approvals

August 22, 2019

Agenda Item VII

1. f) Construction Details; From Concepts to Completion

Form 5310LGS

Nevada Department of Taxation Property Tax Appraiser Continuing Education New Course Application



Return this form to:
Division of Local Government Services
1550 College Parkway
Carson City, Nevada 89706

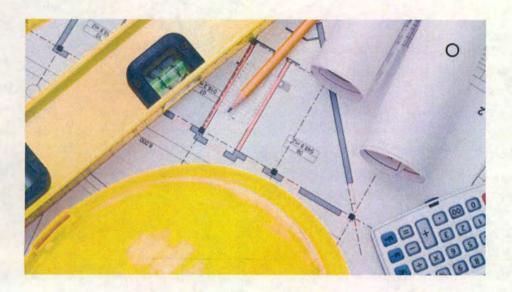
		on who wishes to r	eceive contact hou	irs for a course of continuing education
that has not	been previously ap	proved by the Dep	artment must appl	ly to the Department for such approval
Name of Requester	ng the course.)			Tille utility valuation
				analyst
TITLE OF COURSE		. 11111		1. L.
Constr	withoud	etails: fr	com Conce	ent to completion
Please Print or Type: COURSE INFORMATION (A person who wishes to rect that has not been previously approved by the Department of the Depa		GORGANIZATION	The state of the s	
Liciassroom	Minternet Li Home	Study		
1. Course obj	ective:	e attacs	hment	
	The same of the sa			
2. What are th	ne expected hours of	finstruction?	7,0	hours
			5/0	2/19
3. What is the	e expected completion	n date?	1/	
CUID IECT CI	ASSISTED ATION CHI	ECK ALL THAT AD	DLV	
	ASSIFICATION - CHI isal Concepts and App			sessment Standards of the
□ IAAO Standa		lications	Nevada Departme	
Residential	Appraisal			mation Systems, Mapping
Commercial	/Industrial Appraisal		Techniques	
	trally Assessed Proper	ty Appraisal		Real Estate, Water, or Mining
☐ Principles of			☐ Professional Ethic	
☐ Principles of	of Nevada Statutes or I	Regulations	☐ Administrative Pr	ocedures
	or riorada otatatoo or i	togulations	LI Other	
If other, pleas	se describe why the	course is applicabl	e to appraisal for p	roperty tax purposes.
REQUIRED M	ATERIALS TO BE SI	IBMITTED WITH A	PPLICATION:	
	urse Outline or Syllabu		T LIOATION.	
☐ Books or Co				
CICNATURE		11,		
SIGNATURE		// .///	1-10	
			7/9/18	
rioquotor orginate	are (000 Dide file)	Date	9 1/14	_
			,	
or Department	Use Only			
NUMBER OF CREDIT	NUMBER OF CREDIT HOURS	MILESTONE APPLIED TO:	TOTAL CE'S FOR THIS	REASON FOR DENIAL OF CREDIT, IF ANY
HOURS GRANTED	APPEARING ON TRANSCRIPT		MILESTONE	
Carles and				
/erified by:			2	
Division of Local Go	vernment Services	Title		Date

Construction Details; From Concept to Completion

This seven hour appraisal continuing education course by Calypso continuing Education is a thorough overview of the residential construction process covering proposed new construction HUD and FHA construction requirements, blueprint reading including elevations and sections, site preparation and excavation, fotting and foundations, the framing process, roofing and choices of roof coverings, HVAC, plumbing, electrical installation, insulation types and installation, interior finishes and cabinetry, exterior finishes, landscaping choices and measuring houses using ANSI standards.



COURSE LOGIN / SIGN UP



Construction Deta -7 Hour

\$109.00

7 hours Appraiser Continuit

Add to cart

Categories: 7 Hour Courses
Colorado, Connecticut, Del
Kentucky, Louisiana, Maryli
Nebraska, Nevada, New Jei
Dakota, Oklahoma, Oregon
Tennessee, Texas, Utah, Ve

Description

Description

For both residential and commercial appraisers

This course helps real estate appraisers understand what they're looking at. The course begins with a basic prime produced video footage and rich graphics, we bring you from footings to the finishing details, with clear descriptic

After completion of this course the professional will have gained a clear understanding of what to expect from eac the build with plans used for the original appraisal.

Our instructor shares his vast knowledge and experience in the architectural and construction industry focused th course is loaded with graphics, documents and video representing seven hours of real estate appraiser continuing residential and commercial appraisers.

Topics include; site preparation and grading, foundations, forms and piers, reading blue prints, windows and door more.

August 22, 2019

Agenda Item VII

1. g) Writing a Successful Demonstration Report

Verified by:

Division of Local Government Services

Nevada Department of Taxation Property Tax Appraiser Continuing Education New Course Application



Return this form to:
Division of Local Government Services
1550 College Parkway
Carson City, Nevada 89706

ame of Requestor	Auditor 2
TLE OF COURSE	7.12
Vriting a Successful Demonstration F	
□ Classroom ☑ Internet ☑ Home Study	International Association of Assessing Officers (IAAO)
Course objective: Presentation gives ke	ys for successful appraisal report writing: Minimum requirements.
	and how to address them, Tips for strengthening our report, Helpful
resources explained. USPAP Compliant repo	ort overview.
0.18/1-4 41-2	vestion? Original instruction 10:00cm 12:00 nm notific time 0/12/20
 wnat are the expected nours of instr Course MP4 video and PowerPoint distribut 	uction? Original instruction 10:00am -12:00 pm pacific time., 9/12/20 ed to registered participants for instruction and follow-up review.
Source Wil - Video dila Fower offic distribut	ou to registered participante for incuration distributed apriority.
What is the expected completion date?	Webinar date 9/12/2018. Applicant performed home study using
or striat is the exherten combiention dates	Weblital date 3/12/2010. Applicant performed frome study doing
course material for more thorough learni 4. SUBJECT CLASSIFICATION - CHECK ☐ Mass Appraisal Concepts and Applications	ALL THAT APPLY Appraisal and Assessment Standards of the
Course material for more thorough learni 4. SUBJECT CLASSIFICATION - CHECK ☐ Mass Appraisal Concepts and Applications ☑·IAAO Standards ☑·Residential Appraisal ☑·Commercial /Industrial Appraisal ☐ Unitary/Centrally Assessed Property Appra ☑·Principles of Accounting ☐ Principles of Finance ☑·Application of Nevada Statutes or Regulation	ALL THAT APPLY Appraisal and Assessment Standards of the Nevada Department of Taxation Geographic Information Systems, Mapping Techniques isal Laws Relating to Real Estate, Water, or Mining Professional Ethics Administrative Procedures Ons
Course material for more thorough learni 4. SUBJECT CLASSIFICATION - CHECK ☐ Mass Appraisal Concepts and Applications ☑·IAAO Standards ☑·Residential Appraisal ☑·Commercial /Industrial Appraisal ☐ Unitary/Centrally Assessed Property Appra ☑·Principles of Accounting ☐ Principles of Finance ☑·Application of Nevada Statutes or Regulation addition to items noted above: Course ad so a non-appraiser or layperson can unders	ALL THAT APPLY Appraisal and Assessment Standards of the Nevada Department of Taxation Geographic Information Systems, Mapping Techniques isal Laws Relating to Real Estate, Water, or Mining Professional Ethics Administrative Procedures
A. SUBJECT CLASSIFICATION - CHECK Mass Appraisal Concepts and Applications I AAO Standards Residential Appraisal Commercial /Industrial Appraisal Unitary/Centrally Assessed Property Appra Principles of Accounting Principles of Finance Application of Nevada Statutes or Regulations of ther, please describe why the course in addition to items noted above: Course ad so a non-appraiser or layperson can unders affect the subject. See attached PowerPoint	ALL THAT APPLY Appraisal and Assessment Standards of the Nevada Department of Taxation Geographic Information Systems, Mapping Techniques isal Laws Relating to Real Estate, Water, or Mining Professional Ethics Administrative Procedures ons Other is applicable to appraisal for property tax purposes. dresses such things as how to include sufficient detail and write the reportand. Following the Guide and connecting the data to how those forces and other documentation included with the webinar.
4. SUBJECT CLASSIFICATION - CHECK Mass Appraisal Concepts and Applications In AAO Standards Industrial Appraisal Industrial App	ALL THAT APPLY Appraisal and Assessment Standards of the Nevada Department of Taxation Geographic Information Systems, Mapping Techniques isal Laws Relating to Real Estate, Water, or Mining Professional Ethics Administrative Procedures ons Other sapplicable to appraisal for property tax purposes. dresses such things as how to include sufficient detail and write the reportand. Following the Guide and connecting the data to how those forces and other documentation included with the webinar. ED WITH APPLICATION: B-Books or Course Materials his application are not available prior to webinar date. Applicant
A. SUBJECT CLASSIFICATION - CHECK Mass Appraisal Concepts and Applications In National Industrial Appraisal Industrial Appraisal	ALL THAT APPLY Appraisal and Assessment Standards of the Nevada Department of Taxation Geographic Information Systems, Mapping Techniques isal Laws Relating to Real Estate, Water, or Mining Professional Ethics Administrative Procedures ons Other sapplicable to appraisal for property tax purposes. dresses such things as how to include sufficient detail and write the reportand. Following the Guide and connecting the data to how those forces and other documentation included with the webinar. ED WITH APPLICATION: B-Books or Course Materials his application are not available prior to webinar date. Applicant
4. SUBJECT CLASSIFICATION - CHECK Mass Appraisal Concepts and Applications I AAO Standards Residential Appraisal Commercial /Industrial Appraisal Unitary/Centrally Assessed Property Appra Principles of Accounting Principles of Finance Application of Nevada Statutes or Regulate If other, please describe why the course in addition to items noted above: Course ad so a non-appraiser or layperson can unders affect the subject. See attached PowerPoint REQUIRED MATERIALS TO BE SUBMITT E-Detailed Course Outline or Syllabus	ALL THAT APPLY Appraisal and Assessment Standards of the Nevada Department of Taxation Geographic Information Systems, Mapping Techniques isal Laws Relating to Real Estate, Water, or Mining Professional Ethics Administrative Procedures ons Other sapplicable to appraisal for property tax purposes. dresses such things as how to include sufficient detail and write the reportand. Following the Guide and connecting the data to how those forces and other documentation included with the webinar. ED WITH APPLICATION: B-Books or Course Materials his application are not available prior to webinar date. Applicant

Title

Date



Writing a Successful Demonstration Report

Charles Blow, CAE Kevin "Brad" Bradshaw, CAE Kevin Ternes, CAE













Now Presenting: Kevin "Brad" Bradshaw, CAE



What You'll Learn

- Introduction to "The Guide" and the requirements
- Common mistakes and how to address them
- Tips for strengthening your report
- Helpful resources

Minimum Requirements

Your report must meet the minimum requirements to be assigned for grading

· Found in the first few pages of each Guide

Common Problem Areas

- Your subject should permit the thorough demonstration of all three approaches to value
- Single Family Residences only
 - No Condominiums or Duplexes
- The breakdown method of depreciation must be demonstrated in the cost approach
 - · Physical deterioration
 - Curable
 - Incurable
 - Functional obsolescence
 - Curable
 - Incurable
 - External obsolescence



Minimum Requirements

- The subject must be of sufficient age and condition to allow the actual demonstration of:
 - physical curable
 - physical incurable
 - · at least one additional form of depreciation

Any other form of depreciation that is not present in the subject must be explained by a hypothetical example of how the candidate would identify and calculate the depreciation if it were present.

- USPAP-Compliant Report
 - Cannot have an interest in the property
 - Meaning...your subject can't be your house

Top Reasons Reports Aren't Successful

- Subject property is not analyzed adequately with adjustments supported by market data.
 - Suggestion: Pick your neighborhood and then your subject
 - Tip from 15 Steps to a Successful Residential Demonstration Appraisal
- Substituting opinion for market data
 - Remember 'appraiser' opinion or that of a realtor, another appraiser and rules of thumb are not in keeping with the requirements for this report.
 - All comments, adjustments or conclusions must be supported by data you have gathered, researched and analyzed.

Casual treatment

- Treat this report as an open book exam and your treatise on appraisal. Your goal in writing this
 report is to dazzle any grader with your knowledge of the required topics.
- Don't assume that any template will contain all that is required
- A successful report is written so that a non-appraiser or layperson can understand and follow your reasoning. Assume your reader is going to know nothing about appraisal. Go to town on the theoretical basis for each section and approach to value.
- Provide all data sources used and then carefully justify each decision and conclusion.



B. City (or Area) Analysis

- 1. Physical Factors
- 2. Economic Factors
- 3. Governmental Factors
- 4. Social Factors
- Analysis and Conclusions Relative to Subject Maximum Value of this Section



- Follow the Guide regarding the four forces that shape and influence market value.
- Discuss the "positive and negative factors" that are relevant to the subject property.
- How does this city/area compare to competing areas?
- Too often the candidate lists pages of data but doesn't connect this data to how these forces affect the subject.
- Always ask and answer the question, "So What?", for the reader.



C. Neighborhood Analysis

- 1. Definition and Source
- 2. Description and Support of Boundaries
- 3. Neighborhood Factors
- Analysis and Conclusions Relative to Subject Maximum Value of this Section

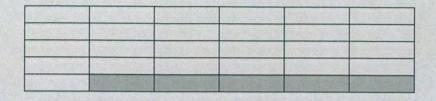
- Support your neighborhood boundaries
- Follow the Guide regarding the four forces that work in "molding" the market value of the subject.
- After you list and discuss these forces:
 - summarize your conclusions from this data
 - · present how this affects this neighborhood
 - present how it compares to other competing neighborhoods or to the city and neighborhood in general
- Support for all obsolescence begins here!!
 - Remember that any forces that may cause economic obsolescence in the subject property are detailed in this section.
- · And remember to ask and answer, "So What?"



Analysis of Measurements of Age of the Structure

E. Improvement Description

- 1. Description of Improvement Characteristics
- 2. Age/Condition Analysis of Short-lived Items
- 3. Economic Life Analysis
- 4. Functional Utility Description



- Begin with actual age, then develop market data to support the building's:
 - · effective age
 - · remaining economic life
 - total economic life
- Do not rely on an RCN from national cost publications for the total economic life
- Review the Property Assessment Valuation (PAV) textbook before estimating these values



Now Presenting: Charles Blow, CAE



A. Highest and Best Use Analysis	A	В	C	D	E	
Definition and Source						
Analysis and Support of Site as if Vacant			WEST TO STATE OF			A STATE
a. Legally Permissible			100000000000000000000000000000000000000	BEAUTIES.		
b. Physically Possible						
c. Financially Feasible						
d. Maximally Productive	THE TAX BEAUTY					
e. Conclusion "as if vacant"						
Analysis and Support of Property as Improved		U. S. C.				
a. Comparison of Ideal Improvement w/ Present						
Improvement						
b. Analysis of Alternative Scenarios						
c. Conclusions and Support for Obsolescence						San
d. Highest and Best Use Conclusion						
Maximum Value of this Section						Section 1

- H & B Use analysis is more than a statement
- Separate the analysis into:
 - "site as vacant" and "site as improved"
- Each analysis should be organized by and examined by the 4 considerations



A. Highest and Best Use Analysis	A	В	С	D	E	or Telephone
1. Definition and Source						
2. Analysis and Support of Site as if Vacant				TO STATE OF		
a. Legally Permissible			PARTON.			
b. Physically Possible	No.			No.		
c. Financially Feasible						
d. Maximally Productive						
e. Conclusion "as if vacant"						
Analysis and Support of Property as Improved						
a. Comparison of Ideal Improvement w/ Present		h and the				
Improvement						
b. Analysis of Alternative Scenarios					200	
c. Conclusions and Support for Obsolescence						
d. Highest and Best Use Conclusion						
Maximum Value of this Section	and the same of	THE RESIDENCE OF THE PARTY OF	The state of the s	N DESCRIPTION	San	RESIDENCE.

- Ideal improvement vs. present improvement
 - Support should start in NBHD analysis
- Be more specific than "single family residential"
- Alternative scenarios should give consideration to:
 - Demolition
 - Remodeling
 - Modification
 (such as remodeling or addition)



- A. Highest and Best Use Analysis
 - 1. Definition and Source
- 2. Analysis and Support of Site as if Vacant
 - a. Legally Permissible
 - b. Physically Possible
 - c. Financially Feasible
 - d. Maximally Productive
 - e. Conclusion "as if vacant"
- 3. Analysis and Support of Property as Improved
- a. Comparison of Ideal Improvement w/ Present Improvement
 - b. Analysis of Alternative Scenarios
 - c. Conclusions and Support for Obsolescence
 - d. Highest and Best Use Conclusion

Α	В	C	D	E	
			W 1974		A Country I have
		New York			
					And the Time
	Mark County In				

- Obsolescence should be specifically discussed and related to the three approaches to value
- Establish the use that is maximally productive by analyzing the four criteria for H & B use
- All conclusions should be supported by facts, data and reasoning



PART 4 DATA ANALYSIS AND CONCLUSIONS For Income Producing Property A. Highest and Best Use Analysis B C D E 1. Definition and Source 2. Analysis and Support of Site as if Vacant a. Legally Permissible b. Physically Possible c. Financially Feasible d. Maximally Productive e. Conclusion "as if vacant" 3. Analysis and Support of Property as Improved a. Comparison of Ideal Improvement w/ Present Improvement b. Analysis of Alternative Scenarios c. Conclusions and Support for Obsolescence d. Highest and Best Use Conclusion Maximum Value of this Section

Analysis of alternative scenarios as if vacant needs to show an income approach:

- Development of RCN and NOI for each alt use
- Estimate of feasibility rent
- H&B use is generally the use with highest residual income attributable to land



For Income Producing Property

- A. Highest and Best Use Analysis
- 1. Definition and Source
- 2. Analysis and Support of Site as if Vacant
 - a. Legally Permissible
 - b. Physically Possible
 - c. Financially Feasible
 - d. Maximally Productive
 - e. Conclusion "as if vacant"
- 3. Analysis and Support of Property as Improved
- a. Comparison of Ideal Improvement w/ Present Improvement
 - b. Analysis of Alternative Scenarios
 - c. Conclusions and Support for Obsolescence
 - d. Highest and Best Use Conclusion

Maximum Value of this Section

_ ^	D	-	U		
		KI DIST		EL TEN	
			E CENTRAL		
		A STANCE			

Ideal improvement vs. current improvement

Alternative scenarios should give consideration to:

- Demolition
- Remodeling
- Modification

(such as remodeling or addition)



C. Cost Approach Site Valuation

- 1. Explanation and Selection of Valuation
- 2. Description of Comparable Sales
- 3. Units of Comparison Analysis
- 4. Elements of Comparison Analysis
- 5. Market Adjustment Analysis
- 6. Logical Selection of Site Value

В	С	D	E	
	В	ВС	B C D	B C D E

- Establish a range of logical units of comparison such as price per sf, acre, front foot...
- Do a variance analysis
- Verify with market participants to confirm that the units analyzed are recognized and used in the market

C. Cost Approach
Site Valuation

- 1. Explanation and Selection of Valuation
- 2. Description of Comparable Sales
- 3. Units of Comparison Analysis
- 4. Elements of Comparison Analysis
- 5. Market Adjustment Analysis
- 6. Logical Selection of Site Value

Α	В	С	D	E	Mary and the
			STATE OF THE STATE OF		

Variance Analysis Example

Comp 1 \$45 per square foot

Comp 2 \$48 per square foot

Comp 3 \$50 per square foot

50/45= 1.11 or 11% range difference

Comp 1 \$55,000 per site

Comp 2 \$62,000 per site

Comp 3 \$65,000 per site

\$65,000 /\$55,000 per site=1.18 or 18% range difference

C. Cost Approach
Site Valuation

- 1. Explanation and Selection of Valuation
- 2. Description of Comparable Sales
- 3. Units of Comparison Analysis
- 4. Elements of Comparison Analysis
- 5. Market Adjustment Analysis
- 6. Logical Selection of Site Value

Α	В	С	D	E	

- Do not rely on information from local real estate agents as the basis for the unit of comparison
- This would be an unsupported opinion

C. Cost Approach Site Valuation

- 1. Explanation and Selection of Valuation
- 2. Description of Comparable Sales
- 3. Units of Comparison Analysis
- 4. Elements of Comparison Analysis
- 5. Market Adjustment Analysis
- 6. Logical Selection of Site Value

Α	В	С	D	E	
					Carry Toy
		108210			

Remember: once the unit of comparison has been selected, all adjustments must be made to that unit.

C. Cost Approach Site Valuation

- 1. Explanation and Selection of Valuation
- 2. Description of Comparable Sales
- 3. Units of Comparison Analysis
- 4. Elements of Comparison Analysis
- 5. Market Adjustment Analysis
- 6. Logical Selection of Site Value

Α	В	С	D	E	
				Man Harry	

One mistake candidates make all too often:

- they select a unit of comparison like sale price per square foot, for instance
- but then make all adjustments to the total sale price
- then at the end of the grid, simply divide the adjusted sale price by the total square foot
- this is incorrect

C. Cost Approach

Depreciation Analysis

- Explanation and Selection of Depreciation
 Method Used
- 11. Physical Curable and Incurable
- 12. Functional Obsolescence
- 13. Economic Obsolescence
- 14. Summary of Cost Approach

Α	В	С	D	E	
				The Market State of	

- Review the cost section in the Guide and the cost approach in an IAAO textbook to avoid common errors in the depreciation analysis
- Follow the formats shown in texts and IAAO courses for the breakdown method of depreciation

C. Cost Approach

Depreciation Analysis

- 10. Explanation and Selection of Depreciation Method Used
- 11. Physical Curable and Incurable
- 12. Functional Obsolescence
- 13. Economic Obsolescence
- 14. Summary of Cost Approach Maximum Value of this Section

Α	В	С	D	E	
			10 May 10		
	Me expension				

- Common error: when developing the cost new of the long-lived items depreciation is deducted instead of RCN
- Rather, deduct the <u>cost</u> of the physical curable and short-lived items

- 10. Explanation and Selection of Depreciation Method Used
- 11. Physical Curable and Incurable
- 12. Functional Obsolescence
- 13. Economic Obsolescence
- 14. Summary of Cost Approach

A	В	С	D	E	

- The subject selected should have physical deterioration both curable and incurable that the candidate will be able to examine and show
- Physical deterioration section must account for "every dollar of cost new"

- 10. Explanation and Selection of Depreciation Method Used
- 11. Physical Curable and Incurable
- 12. Functional Obsolescence
- 13. Economic Obsolescence
- 14. Summary of Cost Approach

Α	В	С	D	E	
					The state of
				02000	The same
			G (10)	CONTENT OF	

- The cost to cure curable physical deterioration (a.k.a deferred maintenance) is not equal to RCN
 - the cost of taking out the old item for instance is not included in cost new
 - cost to remove old and install new must be considered when determining cost to cure physical curable
- The cost to cure is the cost to make the repairs
- Differentiate between RCN and cost to cure and explain in the report



C. Cost Approach
Depreciation Analysis
10. Explanation and Selection of Depreciation
Method Used

11. Physical Curable and Incurable

12. Functional Obsolescence

13. Economic Obsolescence

14. Summary of Cost Approach

A	В	C	D	E	
				Company of the last	
	Marie Santana II				
	CONTRACTOR OF				

- Common error: every dollar of cost new is not accounted for in the physical deterioration section
- All costs used in the depreciation analysis must reconcile and match the itemized costs included in the total cost estimate
- Example: RCN stated in short-lived items for roof cover costs should match costs of that item in the total cost estimate



- 10. Explanation and Selection of Depreciation Method Used
- 11. Physical Curable and Incurable
- 12. Functional Obsolescence
- 13. Economic Obsolescence
- 14. Summary of Cost Approach
 Maximum Value of this Section

Α	В	C	D	E	
			ANOBEL OF		

- At least one form of obsolescence must also be present
- Common error: obsolescence amounts must be drawn from all other sections of the report so that depreciation can be determined and the number supported.

- Explanation and Selection of Depreciation
 Method Used
- 11. Physical Curable and Incurable
- 12. Functional Obsolescence
- 13. Economic Obsolescence
- 14. Summary of Cost Approach Maximum Value of this Section

A	В	C	D	E	Sun Falls
		CT CT			
	0.550.28.29.70	T. C. C.			
	All residences				
					The latest to th

- If the property does not suffer from a particular form of obsolescence a hypothetical example would be allowed
- The types of obsolescence:
 - Functional Curable Obsolescence
 - Functional Incurable Obsolescence
 - Economic (External) Obsolescence

- 10. Explanation and Selection of Depreciation Method Used
- 11. Physical Curable and Incurable
- 12. Functional Obsolescence
- 13. Economic Obsolescence
- 14. Summary of Cost Approach

Α	В	С	D	Е	

- The summation should follow the format shown in an IAAO text or courses
- Check the math
- Reconcile and check the numbers shown in the summation with each respective section of the cost approach

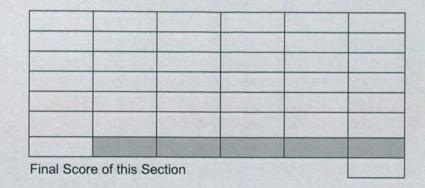
Now Presenting: Kevin Ternes, CAE



D. Income Approach

- 1. Description of Comparable Sales and Rentals
- 2. Units of Comparison analysis
- 3. Elements of Comparison Analysis
- 4. Development of Gross Monthly Rent
- 5. Development of Gross Rent Multiplier
- 6. Summary of Income Approach

Maximum Value of this Section



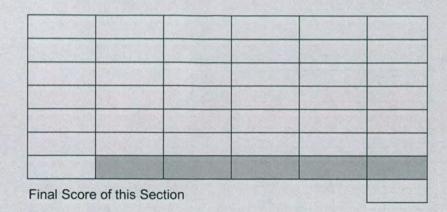
· Review the income approach section in the Guide

- include all requested data on each comparable rental or sale property that was rented at time of sale
- Determine the appropriate unit of comparison for rent
 - remember: once that unit of comparison has been selected, all adjustments to the comparable rentals must be made to that unit of comparison
 - too often a candidate selects a per square foot rental amount but then adjusts to the total monthly rent
 - elements of comparison you believe are important in the consideration of differences between the subject's possible rental income and the comparable rentals should all be listed and considered
 - these are the possible adjustment line items that you will consider



D. Income Approach

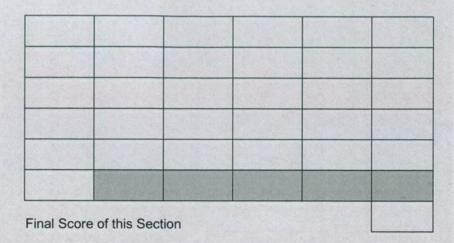
- 1. Description of Comparable Sales and Rentals
- 2. Units of Comparison analysis
- 3. Elements of Comparison Analysis
- 4. Development of Gross Monthly Rent
- 5. Development of Gross Rent Multiplier
- 6. Summary of Income Approach



- Once you determine the proper adjusted amount of rent per unit by analysis of the rental comparables, multiply the rent per unit by the amount of units of the subject
 - if rent per square foot was the unit, that amount is multiplied by the square footage. If rent per site has been determined and adjusted and used as the per unit then that is the total rent
- Research and analyze similar houses that sold while they were rented
 - refer to the Guide for several techniques in determining your GRM in light of minimal data for smaller jurisdictions
 - remember the GRM is a monthly factor; we have recently found that several online resources have additional information of houses available or advertised for rent
- Refer to the Guide to summarize this section and reconciling your results from the income approach



- 1. Description of Comparable Sales
- 2. Units of Comparison Analysis
- 3. Elements of Comparison Analysis
- 4. Market Adjustment Analysis
- 5. Summary of Sales Comparison Approach



- Carefully review this section in the Guide
- Look for the most stable range of per unit values and analyze those results with the local market preferences
 - remember: the unit of comparison chosen is the unit that will be adjusted
 - · do not adjust the total sale price and then divide by the unit selected
 - your chosen unit of comparison is the unit you will adjust in your adjustment grid for all elements of comparison

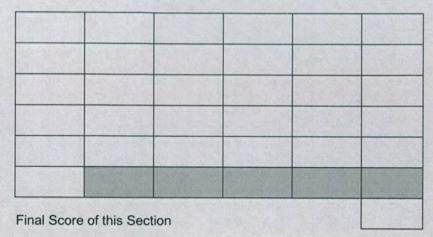


- 1. Description of Comparable Sales
- 2. Units of Comparison Analysis
- 3. Elements of Comparison Analysis
- 4. Market Adjustment Analysis
- 5. Summary of Sales Comparison Approach

Final Score	of this Sect	ion		

- All items, amenities or physical differences that might make a difference in sale prices amongst comparable properties should be discussed
- You can use different comparable sales from the comparable props used in the grid to determine an adjustment amount for a particular element of comparison
 - but these sales should be thoroughly described.

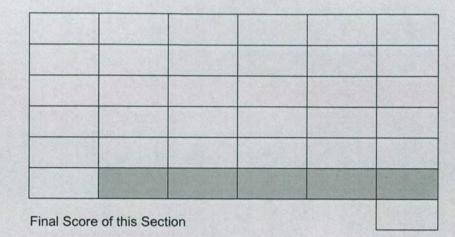
- 1. Description of Comparable Sales
- 2. Units of Comparison Analysis
- 3. Elements of Comparison Analysis
- 4. Market Adjustment Analysis
- 5. Summary of Sales Comparison Approach



- Adjust only to the unit of comparison that was selected earlier
- Be careful about using a median analysis with only 3 to 5 observations
- Do not use non-textbook theories in determining adjustment amounts
- · Cost is generally not the best indicator of the amount of an adjustment
- If using a regression analysis, a description of the model, confidence levels and number of observations should be included
 - during the market adjustment process, be sure to explain each step of how you arrived at a particular mathematical adjustment
 - too many times candidates take for granted that a reader automatically understands what direction they are going or how they arrived a mathematical conclusion. All math should be included



- 1. Description of Comparable Sales
- 2. Units of Comparison Analysis
- 3. Elements of Comparison Analysis
- 4. Market Adjustment Analysis
- 5. Summary of Sales Comparison Approach



- Refer to p. 25 of the Residential Guide for the proper requirements of a summary
- Use a well thought out, reasoned approach to the final selection of value after considering all the adjusted comparable results; describe that in this approach
 - an average of these adjusted values would not be proper
 - a median consideration of 3 to 5 adjusted comparable sales generally does not build a convincing explanation either
 - a reasoned conclusion of which comparable is the most similar to the subject or had the least adjustments might be the first place to start in reconciling

Final Tips: Follow the Guide

- Read through the Guide prior to starting your project and follow all suggestions and requirements
 - it is very common for a candidate's demonstration report to leave out requirements that were asked for in the Guide
- For each section, tell the reader what you are about to do and the reason for doing it
- · A successful report is written so that a non-appraiser can understand it
- Every adjustment, conclusion, assumption and all comments must be substantiated by market data
 - merely stating an opinion you may have, or your office's policy, or what a realtor said is not sufficient support for making an adjustment or conclusion
 - those items may all point you in a specific direction you should be going or for data to be researching certainly, but they do not support an adjustment or conclusion nor are they a substitute for market data

Final Tips: Follow the Guide

- · All sections of your report should tie together or be inter-related
- Proofread your report more than once to look for not only grammatical errors but mathematical errors
 - · a reader will lose confidence fast in the entire report if math errors are present
- During the market adjustment process, be sure to explain each step of how you arrived at a particular mathematical adjustment
 - Too many times candidates take for granted that a reader is automatically understanding what direction they are going or how they arrived a mathematical conclusion
 - All math should be included

Resources

- www.iaao.org
 - "Appraisal Demo Guides and Templates"
 - Writing Guides
 - · Optional templates
 - · Required forms
- IAAO Textbooks
 - · Property Assessment Valuation
 - · Property Appraisal and Assessment Administration
 - · available for sale in IAAO store on our website
- · Out of Print Publications
 - 15 Steps to a Successful Residential Demonstration Appraisal
 - · Writing it Backwards
 - Will be sent to attendees; also available upon request
- Your Professional Designation Advisor (PDA)
- www.iaao.org/ConnectStart

APPRAISER CERTIFICATION BOARD

August 22, 2019

Agenda Item VIII

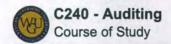
a) Auditing

Nevada Department of Taxation Property Tax Appraiser Continuing Education New Course Application



Return this form to:
Division of Local Government Services
1550 College Parkway
Carson City, Nevada 89706

	ng the course.)			
me of Requester				Auditor II
LE OF COURSE	1			
400	iting	SPONSORING O	DECAMIZATION /	
Classroom	Internet DHome		West-	to Governors Whiversity
Course obj	ective:			
Nerstand	1 Code at Prata	ssional Conduc	t. Plan and	it engagement assess
	Control + ident			orderes evaluate evidence
er GAAF	analyze fin	dings prepar	e reports	
1411	4.11	1-1-1-1		
What are tr	e expected hours of	instruction?		
. What is the	expected completion	n date? April	, 2018	
LID IECT CI	ASSIFICATION - CHE	CV ALL THAT ADD	ıv	
	sal Concepts and Appl			sessment Standards of the
IAAO Standa		outions	Nevada Departmen	
Residential			☐ Geographic Inform	nation Systems, Mapping
	/Industrial Appraisal		Techniques	Seel Fetete Water or Minima
Unitary/Cent Principles of	rally Assessed Propert		☐ Professional Ethic	Real Estate, Water, or Mining
Principles of			☑ Administrative Pro	
	of Nevada Statutes or F	legulations	□ Other	
	a describe why the	aures la annileable	to annual and for me	concepts for numbers
otner, pleas	se describe why the c	ourse is applicable	to appraisal for pr	roperty tax purposes.
	ATERIALS TO BE SU urse Outline or Syllabus		PLICATION:	
	ourse Materials			
IGNATURE				
		-	7-2-2019	
equestor Signat	ure (Use Blue Ink)	Date	1011	
	, , , , , , , , , , , , , , , , , , , ,			
Department	Use Only			
MBER OF CREDIT	NUMBER OF CREDIT HOURS	MILESTONE APPLIED TO:	TOTAL CE'S FOR THIS	REASON FOR DENIAL OF CREDIT, IF ANY
OURS GRANTED	APPEARING ON TRANSCRIPT		MILESTONE	
ified by:				
	vernment Services			



This course supports the assessment for Auditing. The course covers 5 competencies and represents 3 competency units.

Introduction

Overview

This course will walk you through the auditing process, including planning, conducting, documenting, and reporting an audit. You will also learn the roles and professional standards of public accountants. This course is designed to help you study for the CPA exam and develop essential skills for real-world accounting experiences.

Getting Started

Welcome to Auditing! This course is designed to help you develop practical skills in preparation for the CPA exam. In this course, you will cover 13 topics. Within each topic are readings, videos, practice exercises, quizzes, and a "CPA Test Prep" as a final assessment within each section. The primary learning resources for this course are MyEducator and Open Web e-texts. Download and utilize the course pacing guide to stay on track with the course deliverables over the duration of the course. We recommend you maintain a study journal to record responses to learning activities and knowledge checks. You will need a financial calculator or access to a spreadsheet program, such as Microsoft Excel. Course instructors are available to assist you throughout the duration of the course. We encourage you to contact them as soon as you begin your course of study and as often as necessary throughout the course. Competency will be demonstrated by successful completion of the objective assessment.

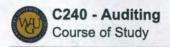
Watch the following welcome video for an introduction to this course:

Note: To download this video, right-click the following link and choose "Save as...": download video.

Competencies

This course provides guidance to help you demonstrate the following 5 competencies:

- Competency 3030.1.1: Professional Responsibilities and Standards
 The graduate understands the roles, responsibilities, and professional standards of the public accountant, including the Code of Professional Conduct.
- Competency 3030.1.2: Planning the Audit Engagement
 The graduate effectively plans an audit engagement.
- Competency 3030.1.3: Auditing Internal Controls
 The graduate assesses the internal control environment to identify potential risks.
- Competency 3030.1.4: Performing Audit Procedures and Evaluating Evidence
 The graduate performs audit procedures for various accounts and evaluates evidence in accordance with generally accepted auditing standards.
- Competency 3030.1.5: Evaluating and Reporting Audit Findings
 The graduate analyzes audit findings and prepares the final reports at the completion of



an audit.

Course Instructor Assistance

As you prepare to successfully demonstrate competency in this subject, remember that course instructors stand ready to help you reach your educational goals. As subject matter experts, mentors enjoy and take pride in helping students become reflective learners, problem solvers, and critical thinkers. Course instructors are excited to hear from you and eager to work with you.

Successful students report that working with a course instructor is the key to their success. Course instructors are able to share tips on approaches, tools, and skills that can help you apply the content you're studying. They also provide guidance in assessment preparation strategies and troubleshoot areas of deficiency. Even if things don't work out on your first try, course instructors act as a support system to help you prepare for another attempt. You should expect to work with course instructors for the duration of your coursework, and you are encouraged to contact them as soon as you begin. Course instructors are fully committed to your success!

Preparing for Success

The information in this section is provided to detail the resources available for you to use as you complete this course.

Learning Resources

The learning resources listed in this section are required to complete the activities in this course. For many resources, WGU has provided automatic access through the course. However, you may need to manually enroll in or independently acquire other resources. Read the full instructions provided to ensure that you have access to all of your resources in a timely manner.

Automatically Enrolled Resources

You can access the learning resources listed in this section by clicking on the links provided throughout the course. You may be prompted to log in to the WGU student portal to access the resources.

Wiley CPAexcel

Wiley CPAexcel is a series of video resources designed to align with the course topics. You will be directly linked to the video content in the activities in this course.

MyEducator

All of the course content will be found within the following MyEducator course:

Introduction to Auditing

Minimum Technical Requirements

Obtain a Calculator

You will need a financial calculator or access to spreadsheet software, such as Microsoft Excel,

for computational problems throughout this course. The recommended financial calculator is the Texas Instruments BA-II Plus. You may only use an approved financial calculator during the pre-assessment and assessment for this course. You are unable to use Excel during the assessments.

Pacing Guide

The pacing guide suggests a weekly structure to pace your completion of learning activities. It is provided as a suggestion and does not represent a mandatory schedule. Follow the pacing guide carefully to complete the course in the suggested timeframe.

"Auditing Pacing Guide"

Note: This pacing guide does not replace the course. Please continue to refer to the course for a comprehensive list of the resources and activities.

Professional Responsibilities and Standards

This section emphasizes the vital role of auditing in the business world. It also introduces the essential roles, responsibilities, and professional standards for auditors.

The Importance of High-Quality Information and Auditing

Auditors perform an essential role for businesses and investors. This topic will help you better understand and articulate the need for auditing in the business world and the characteristics of high-quality auditors. You will also differentiate between auditing, attest services, and assurance services.

This topic addresses the following competency:

Competency 3030.1.1: Professional Responsibilities and Standards
 The graduate understands the roles, responsibilities, and professional standards of the public accountant, including the Code of Professional Conduct.

This topic highlights the following objectives:

- Explain why businesses need to provide reliable, high-quality financial information to stakeholders.
- Describe the role of auditors in the financial reporting process.
- Define auditing, attest services, and assurance services.
- Identify characteristics of high-quality auditors.

The Role and Importance of Auditing

Read all of the sections of the following topic in *Introduction to Auditing*. Complete the quizzes at the end of each section and the overall topic assessment in Section 1.12:

Topic 1 ("What is Auditing and Why Does It Matter?")

*Note: The videos throughout the MyEducator course are optional activities. You may view them anytime for further review, but they are not required for this course.



Complete the following activity in your study journal:

- Analyze the following scenarios and write the answers to the following questions:
- 1. A large regional CPA firm decides to hire a new audit manager. The top two candidates for the job are Auditor A and Auditor B. Auditor A owns a small amount of stock in KOD Manufacturing, a client of the CPA firm, and Auditor B does not, but her father is a retired KOD Vice President. Considering this information, the company decides to hire Auditor B. Which characteristic does Auditor B exhibit that Auditor A does not? Why?
- 2. Auditor X has decided to specialize in the oil industry. As a result, she consistently chooses oil companies as clients in order to develop expertise in auditing issues related to the oil industry. Auditor Y has decided to audit companies from a wide variety of industries in order to keep his client pool open and diverse. Consequentially, he obtains a basic-level understanding of many different industries. According to the textbook, which auditor demonstrates a higher level of competence? Why?
- 3. An auditor is performing preliminary analytics of the trial balance accounts of TOPSPIN, LLC. This is the first year that the firm has audited TOPSPIN's financial statements. Several account balances are higher than the previous year's balances. The auditor brings this up to the CFO, who reassures him that any discrepancies are immaterial. However, the auditor decides to perform a more extensive examination of the account, and discovers numerous discrepancies. The amount of discrepancies is considered material. Which characteristic(s) does the auditor exemplify? Why?

Read the following article about internal and external auditors:

Internal vs. External Auditors, What's the Difference?

If you would like further review, you may take the following optional quiz:

• Section 1.13 ("CPA Test Prep")

Auditing and Assurance Standards

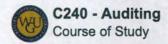
Professional auditors need to follow established standards. This section covers the need for these standards, the organizations that set the standards, and several of the key standards that auditors need to follow.

This topic addresses the following competency:

Competency 3030.1.1: Professional Responsibilities and Standards
 The graduate understands the roles, responsibilities, and professional standards of the public accountant, including the Code of Professional Conduct.

This topic highlights the following objectives:

- · Explain the need for well-defined, evolving standards for governing auditing.
- · Describe the various standard-setting bodies that establish prescriptive auditing



standards.

Identify the basic Generally Accepted Auditing Standards (GAAS).

Auditing and Assurance Standards

Read all of the sections of the following topic in *Introduction to Auditing*. Complete the quizzes at the end of each section and the overall topic assessment in Section 3.7:

Topic 3 ("Auditing and Assurance Standards")

Complete the following activities in your study journal:

- Write a brief answer to the following question:
 - Why is there a need for well-defined, evolving auditing standards?
- · Write a brief description of each of the following standard-setting organizations:
 - The Securities and Exchange Commission (SEC)
 - The AIPCA's Auditing Standards Board (ASB)
 - The Public Company Accounting Oversight Board (PCAOB)
 - The International Auditing and Assurance Standards Board (IAASB)
- Write a brief (2-5 word) summary for each of the 10 PCAOB Generally Accepted Auditing Standards (GAAS) as outlined in Section 3.4.

If you would like further review, you may take the following optional quiz:

Section 3.8 ("CPA Test Prep")

Professional Responsibilities of Auditors

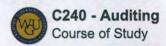
This section outlines the key responsibilities and obligations of auditors and others involved in the auditing process.

This topic addresses the following competency:

Competency 3030.1.1: Professional Responsibilities and Standards
 The graduate understands the roles, responsibilities, and professional standards of the public accountant, including the Code of Professional Conduct.

This topic highlights the following objectives:

- Describe the key regulatory requirements in the 1933 and 1934 securities acts and the Sarbanes-Oxley Act of 2002.
- Identify the principles of professional conduct as outlined in the AICPA's Code of Professional Conduct.
- Identify key rules from AICPA's Code of Professional Conduct.
- Identify examples of violations of independence according to rules established by the SEC and the AICPA.
- Describe the responsibilities of partners, managers, seniors, and associates within an auditing firm.



Professional Responsibilities of Auditors

Read all of the sections of the following topic in *Introduction to Auditing*. Complete the quizzes at the end of each section and the overall topic assessment in Section 4.9:

Topic 4 ("Professional Responsibilities of Auditors")

Complete the following activities in your study journal:

- Write a brief description of the key requirements in each of the following Acts:
 - The 1933 Securities Act
 - The 1934 Securities Exchange Act
 - The Sarbanes-Oxley Act
- Match each of the following scenarios with the rule that is being violated:
- An auditor agrees to receive \$1,000 for recommending a client's services to another company.
- An auditor commits an action that reflects poorly on the reputation of the auditing profession.
- An auditor creates an auditing firm whose organizational structure does not conform to accepted standards.
- An auditor agrees to receive \$5,000 from a client for giving a favorable audit report for that client.
- An auditor guarantees that she will provide a favorable audit report for a prospective client before initiating the audit engagement.
- 6. An auditor reveals a client's private information in a public statement.
- A. Confidential client information
- B. Contingent fees
- C. Acts discreditable
- D. Advertising and other forms of solicitation
- E. Commissions and referral fees
- F. Form of organization and name
- Explain the difference between independence in fact and independence in appearance.
- Write a description of the following types of relationships that are prohibited by the SEC:
 - employment relationships
 - o contingent fee relationships
 - o direct or material indirect business relationships
 - o certain financial relationships
- Match each of the following types of prohibited relationships with an example of that relationship. (Note: some of the examples may be categorized into more than one of the relationship types and some of the relationship types may apply to more than one scenario).

- A. Employment relationships
- B. Contingent fee relationships
- C. Direct or material indirect business relationships
- D. Certain financial relationships
- 1. An auditor performs an audit for one of her creditors.
- 2. A company pays an auditor an extra sum for providing a favorable audit report.
- 3. An auditor's parent company asks her to consult for their newly-acquired subsidiary.
- A company hires an auditor a few weeks after the auditor completes an auditing engagement for that company.
- 5. An auditor owns stock in a company that he audits.

If you would like further review, you may take the following optional quiz:

Section 4.10 ("CPA Test Prep")

Legal and Organizational Structure of Firms

Read the following section in Introduction to Auditing and take the quiz at the end:

Section 2.3 ("Legal and Organizational Structure of the Firm")

Complete the following activity in your study journal:

- Write the description of the responsibilities of each of the following members of a firm:
 - partner
 - manager
 - senior (in-charge)
 - associate (staff)

Planning the Audit Engagement

The first steps in the auditing process are very important. This section outlines the key steps that an auditor should take to begin a successful audit.

Client Acceptance and Quality Control

When an auditor begins the auditing process with the client, there are several important interactions and prerequisites that need to take place between the auditor and client. In this section, you will learn more about these initial procedures, which include the client acceptance process, the engagement letter, and quality control processes.

This topic addresses the following competency:

Competency 3030.1.2: Planning the Audit Engagement
 The graduate effectively plans an audit engagement.

This topic highlights the following objectives:

- Describe key steps and requirements in the client acceptance process.
- Explain the purpose and content of the engagement letter in an audit engagement.
- Describe internal and external quality control processes.

Client Acceptance and Quality Control

Read all of the sections of the following topic in *Introduction to Auditing*. Complete the quizzes at the end of each section and the overall topic assessment in Section 5.7:

Topic 5 ("Client Acceptance and Quality Control")

Complete the following activities in your study journal:

- Write a brief summary of what you would do to fulfill each of the following steps if you were an auditor accepting a new client:
 - o preconditions for an audit
 - o analysis of client integrity
 - communication with the predecessor auditor
 - engagement letter
- Write a brief engagement letter to a hypothetical client. Be sure to include all of the required information that needs to be included in an engagement letter (see the bulleted list under the "Engagement Letter" section in Section 5.2 of the text).
- Summarize the purpose of and give examples of each of the following:
 - o firm-level quality control
 - engagement-level quality control
 - external quality control
 - PCAOB Inspections
 - AICPA Peer Review Program

If you would like further review, you may take the following optional quiz:

Section 5.8 ("CPA Test Prep")

View the following video:

Quality Control Standards (SQCS) (7:25)

Audit Planning

This topic outlines important planning considerations, including the information that auditors need to understand about their clients, materiality issues, and the primary concerns an auditor must consider during the auditing process.

This topic addresses the following competency:

Competency 3030.1.2: Planning the Audit Engagement
 The graduate effectively plans an audit engagement.

This topic highlights the following objectives:

- Identify the information an auditor should understand about a client when planning an audit.
- · Identify PCAOB's key management assertions.
- Distinguish between overall planning materiality and performance materiality.
- Identify the primary concerns an auditor must consider while examining a client's revenue and expenditure cycles.

Audit Planning

Read all of the sections of the following topic in *Introduction to Auditing*. Complete the quizzes at the end of each section and the overall topic assessment in Section 6.10:

Topic 6 ("Audit Planning")

Complete the following activities in your study journal:

- Write a list of the things an auditor should learn about a client when planning an audit.
- · Write a brief description of each of the following assertions:
 - existence or occurrence
 - completeness
 - valuation or allocation
 - rights and obligations
 - presentation and disclosure
- Write a brief description of each of the following:
 - overall planning materiality
 - performance materiality
 - the major differences between overall planning materiality and performance materiality
- Write a list of the primary concerns an auditor must consider while examining the following:
 - a client's revenue cycle
 - a client's expenditure cycle

If you would like further review, you may take the following optional quiz:

Section 6.11 ("CPA Test Prep")

Watch the following video:

• Pre-Engagement Planning Issues (11:31)

Audit Planning: Audit Risk and the Risk of Material Misstatement

Another essential element to audit planning is calculating the various risks involved. This section introduces and explores these risks.

This topic addresses the following competency:

Competency 3030.1.2: Planning the Audit Engagement
The graduate effectively plans an audit engagement.

This topic highlights the following objectives:

- · Identify examples of engagement risk and audit risk.
- Identify examples of Type I and Type II audit errors.
- Define the components of the audit risk model.
- Calculate risks using the audit risk model.
- · Define the fundamental components of fraud.
- · Explain the Fraud Triangle and its components.
- · Identify characteristics of known incidences of fraudulent financial reporting.

Audit Planning

Read all of the sections of the following topic in *Introduction to Auditing*. Complete the quizzes at the end of each section and the overall topic assessment in Section 7.9:

Topic 7 ("Audit Planning: Audit Risk and the Risk of Material Misstatement")

Complete the following activities in your study journal:

In your study journal, fill in the following table with either "H" (high) or "L" (low) to rate
each of the following clients in terms of the level of engagement and audit risk. For
example, a client may present a high engagement risk, but a low audit risk.

	Engagement Risk	Audit Risk
A large, well-known company with a reputable management team and a clean financial track record		
A small, lesser-known company with an honest management team and effective internal controls		
A global company with a world-famous brand that has a tendency to manipulate its financial statements		
A small, lesser-known company with poorly-designed internal controls		

- Classify each of the following errors as either a Type I error or a Type II error:
- 1. An auditor concludes that a specific control is operating effectively, when in fact it is not
- 2. An auditor concludes that a specific control is not operating effectively, when in fact it is
- · Answer the following questions:

You work for an audit firm that has established an acceptable audit risk level of 5%. For each of the following scenarios, use the Audit Risk Model to determine whether the audit engagement will stay within the acceptable audit risk level:

- 1. Risk of material Misstatement = 60%; Detection Risk = 15%
- 2. Inherent Risk = 20%; Control Risk = 50%; Detection Risk = 50%
- 3. Inherent Risk = 75%; Control Risk = 66%; Detection Risk = 10%

For each of the following scenarios, determine the maximum level of detection risk (%) that is necessary in order to stay within the acceptable risk level of 5%:

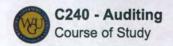
- 4. Risk of Material Misstatement = 50%
- 5. Inherent Risk = 50%: Control Risk = 60%
- 6. Inherent Risk = 15%; Control Risk = 25%

Use the following information for questions 7 and 8:

You work for an audit firm that has established an acceptable audit risk level of 5%. The firm has also established the following rating system for assessing Inherent Risk and Control Risk:

Qualitative	Quantitative				
High	75% - 100%				
Moderate	50% - 75%				
Low	25% - 50%				
Very Low	1% - 25%				

- 7. The client you are preparing to audit is a relatively new software company that was founded 2 years ago. The company is governed by a young, aggressive CEO who is preparing for the company's Initial Public Offering. The company has decent internal controls for most areas, but lacks internal controls for one particular area.
 - a. What qualitative and quantitative ratings would you give for this company's Inherent Risk?
 - b. What qualitative and quantitative ratings would you give for this company's Control Risk?
 - c. What level of Detection Risk is necessary in order to meet the acceptable audit risk level of 5%?
- 8. The client you are preparing to audit is an established manufacturing company that has thrived for decades. The management is experienced and tends to make conservative decisions in guiding the company. Previous audits of the company have all presented unqualified (positive) opinions. The company has internal controls for all areas, though



several of them are slightly outdated.

- a. What qualitative and quantitative ratings would you give for this company's Inherent Risk?
- b. What qualitative and quantitative ratings would you give for this company's Control Risk?
- c. What level of Detection Risk is necessary in order to meet the acceptable audit risk level of 5%?

For each of the following questions, identify which of the five components of fraud are present (see section 7.5 for the five components). Then indicate whether each incident was fraudulent in nature.

- The founder of a startup accidentally omitted important financial information in a document that she provided to an investor. The investor lost significant capital as a result of the omission.
- A manager purposely overstated his department's quarterly revenues and consequentially received a large salary bonus.
- A new accountant at a corporation accidentally included some misinformation on a company financial statement, but the mistake did not cause significant loss for any of the parties involved.
- 4. A CFO of a large corporation decides to overstate a few items on the company's annual report. As a result, the company's stock price increases and all of the shareholders benefit.

Identify which items in the following list are examples of characteristics of known instances of fraudulent financial reporting, as outlined in the textbook:

- 1. The company reports its median assets and revenues at \$250 million
- 2. The company changed auditors before the incident occurred
- 3. The CFO was involved in the incident
- 4. The incident was concerned with potential improper revenue recognition
- 5. The company has used the same auditor for many years in a row
- 6. The CEO was involved in the incident
- 7. The company reports its median assets and revenues at \$98 million
- 8. The CTO was involved in the incident

If you would like further review, you may take the following optional quiz:

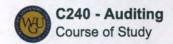
• Section 7.10 ("CPA Test Prep")

Auditing Internal Controls

Internal controls establish safeguards within organizations. This section explores the role of the auditor in relation to a client's internal controls.

Internal Controls

This topic introduces the COSO internal control framework, the auditor's responsibility for a



client's internal control, and different types of internal control deficiencies.

This topic addresses the following competency:

Competency 3030.1.3: Auditing Internal Controls
 The graduate assesses the internal control environment to identify potential risks.

This topic highlights the following objectives:

- · Explain the purpose of the COSO internal control framework.
- Describe the control components of the COSO framework as illustrated by the COSO cube.
- Describe the auditor's responsibility for their client's internal control when performing an audit.
- Define each type of internal control deficiency.

Internal Controls

Read all of the sections of the following topic in *Introduction to Auditing*. Complete the quizzes at the end of each section and the overall topic assessment in Section 8.10:

Topic 8 ("Internal Controls")

Complete the following activity in your study journal:

 Summarize an auditor's responsibilities for their client's internal control when performing an audit (as outlined in section 8.6)

If you would like further review, you may take the following optional quiz:

Section 8.11 ("CPA Test Prep")

Performing Audit Procedures and Evaluating Evidence

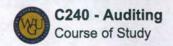
The previous section outlined the steps for planning and preparing for an audit. This section covers the many facets of actually conducting the audit. These include sampling, analytical procedures, confirmations, and concluding the audit engagement.

Sampling

Sampling is central to conducting a successful audit. This section introduces the benefits of sampling, steps in the sampling process, various sampling techniques, and the process for evaluating the results of a sampling test.

This topic addresses the following competency:

Competency 3030.1.4: Performing Audit Procedures and Evaluating Evidence
 The graduate performs audit procedures for various accounts and evaluates evidence in
 accordance with generally accepted auditing standards.



This topic highlights the following objectives:

- Identify the benefits and potential costs of sampling versus auditing 100 percent of transactions.
- Explain the first five steps in the sampling process.
- Explain the difference between statistical and non-statistical sampling.
- · Identify various sampling techniques.
- Explain factors to be considered when determining a sample size.
- Evaluate the results of a sampling test.

Sampling

Read all of the sections of the following topic in *Introduction to Auditing*. Complete the quizzes at the end of each section and the overall topic assessment in Section 10.11:

Topic 10 ("Sampling")

Complete the following activities in your study journal:

- Write a comparison of the costs and benefits of each of the following practices:
 - auditing 100% of transactions
 - auditing a sample of transactions
- Write a brief description of important factors to be considered when determining a sample size for each of the following types of tests:
 - Test of Controls
 - Substantive Test of Details
- List the eight steps in the sampling process and write a brief description of how to perform each step

If you would like further review, you may take the following optional quiz:

Section 10.12 ("CPA Test Prep")

Audit Evidence: Analytical Procedures

This section introduces analytical procedures, provides a walkthrough of the analytical procedures process, and offers suggestions for ensuring high-quality execution of analytical procedures.

This topic addresses the following competency:

Competency 3030.1.4: Performing Audit Procedures and Evaluating Evidence
 The graduate performs audit procedures for various accounts and evaluates evidence in
 accordance with generally accepted auditing standards.

This topic highlights the following objectives:

Define analytical procedures.



- Describe the key steps and requirements for performing each phase of the substantive analytical procedures process.
- Explain factors that can assist the auditor in improving the quality of substantive analytical procedures.

Watch the following videos:

- Introduction to Sampling (13:03)
- Variables Sampling (12:01)
- Probability-Proportional-to-Size (PPS) Sampling (14:41)

Analytical Procedures

Read all of the sections of the following topic in *Introduction to Auditing*. Complete the quizzes at the end of each section and the overall topic assessment in Section 11.10:

Topic 11 ("Audit Evidence: Analytical Procedures")

Complete the following activities in your study journal:

 List the five steps in the substantive procedures process and write a brief description of how to perform each step

If you would like further review, you may take the following optional quiz:

Section 11.11 ("CPA Test Prep")

Watch the following video:

Analytical Procedures (4:16)

Audit Evidence: Confirmations

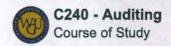
This section introduces the benefits of using confirmations, types of confirmations, and procedures related to the use of confirmations.

This topic addresses the following competency:

Competency 3030.1.4: Performing Audit Procedures and Evaluating Evidence
 The graduate performs audit procedures for various accounts and evaluates evidence in
 accordance with generally accepted auditing standards.

This topic highlights the following objectives:

- · Describe the benefits of obtaining evidence using confirmations.
- Explain the different types of audit confirmations.
- Describe the procedures for handling unreturned confirmations.
- Describe strategies for managing risks when using external confirmations.



Confirmations

Read all of the sections of the following topic in *Introduction to Auditing*. Complete the quizzes at the end of each section and the overall topic assessment in Section 12.7:

Topic 12 ("Audit Evidence: Confirmations")

Complete the following activities in your study journal:

- List the benefits of using confirmations as outlined in section 12.2
- Write a list of strategies for managing risks when using external confirmations.

If you would like further review, you may take the following optional quiz:

Section 12.8 ("CPA Test Prep")

Concluding the Audit Engagement

This section introduces a variety of important factors in the auditing process, including contingent liabilities, the going concern assumption, and the auditor's reviews of engagement quality.

This topic addresses the following competency:

Competency 3030.1.4: Performing Audit Procedures and Evaluating Evidence
 The graduate performs audit procedures for various accounts and evaluates evidence in
 accordance with generally accepted auditing standards.

This topic highlights the following objectives:

- Describe contingent liabilities and how to identify them.
- · Classify events as Type I events and Type II events.
- Evaluate a company's ability to continue as a going concern.
- Describe the purposes of the auditor's reviews of engagement quality.

Concluding the Audit Engagement

Read the following sections in *Introduction to Auditing* and take the quiz at the end of each section:

- Section 14.1 ("Introduction")
- Section 14.2 ("Consideration of Contingent Liabilities")
- Section 14.3 ("Consideration of Subsequent Events")
- Section 14.4 ("Auditor's Responsibility for Subsequent Events")
- Section 14.5 ("Evaluating the Going Concern Assumption")
- Section 14.9 ("Quality Control Reviews")

Complete the following activities in your study journal:

- Define contingent liabilities and list several examples.
- · Write a definition for and give at least one example of each of the following:
 - Type I events
 - Type II events
- Provide a basic outline of the process you would undergo to evaluate a company's ability to continue as a going concern. Additionally, list the four conditions or events listed in the textbook that may influence the going concern evaluation.

Evaluating and Reporting Audit Findings

The final stage of the auditing process involves the analysis and reporting of the audit findings. This final section outlines both the analysis and reporting processes.

Evaluating Audit Findings

Auditors must review and analyze both the audit procedures and the audit evidence. This section outlines this final analysis.

This topic addresses the following competency:

Competency 3030.1.5: Evaluating and Reporting Audit Findings
 The graduate analyzes audit findings and prepares the final reports at the completion of an audit

This topic highlights the following objectives:

- Describe the final review of audit procedures and evidence.
- Identify the types of information an auditor must communicate with the audit committee.
- Describe the auditor's responsibility for subsequent discovery of relevant information.

Final Evaluation of Audit Procedures

View the following videos:

- Evaluation of Misstatements Identified During the Audit (5:30)
- Audit Documentation (9:35)

Read the following sections in *Introduction to Auditing* and take the quiz at the end of each section and the overall topic assessment in Section 14.12:

- Section 14.6 ("Final Evaluation of Audit Procedures and Audit Evidence")
- Section 14.7 ("Communications with Management and the Audit Committee")
- Section 14.8 ("Responsibilities for Subsequently Discovered Facts")
- Section 14.10 ("Consideration of Omitted Audit Procedures")
- Section 14.11 ("Conclusion")
- Section 14.12 ("Overall Assessment")

Complete the following activities in your study journal:

- List the six items that an auditor should evaluate during a final evaluation, and provide a
 description of how the auditor should evaluate each of them.
- List the information that auditors must communicate to the auditing committee during the final stages of the engagement.

If you would like further review, you may take the following optional quiz:

Section 14.13 ("CPA Test Prep")

Audit Documentation

The concluding step in the auditing process is documenting the final reports. This section covers the different types of required documentation and the processes for completing them.

This topic addresses the following competency:

Competency 3030.1.5: Evaluating and Reporting Audit Findings
 The graduate analyzes audit findings and prepares the final reports at the completion of an audit

This topic highlights the following objectives:

- Describe the purposes of audit documentation.
- Describe the various types of audit documentation used by auditors.
- Describe the requirements for audit documentation completion and retention.

Audit Documentation

Read all of the sections of the following topic in *Introduction to Auditing*. Complete the quizzes at the end of each section and the overall topic assessment in Section 13.6:

• Topic 13 ("Audit Documentation")

If you would like further review, you may take the following optional quiz:

• Section 13.7 ("CPA Test Prep")

Complete the following overall course assessment in preparation for your final assessment:

Final Prep ("Overall Topic Assessment")

Final Steps

Congratulations on completing the activities in this course! You are now prepared to complete the associated assessment. If you have not already been directed to complete it, schedule and complete the assessment now.

Agenda Item VIII

b) A Brief Stroll through America's Architecture for Appraisers

Nevada Department of Taxation Property Tax Appraiser Continuing Education New Course Application



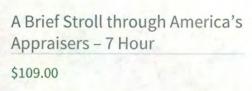
Return this form to:
Division of Local Government Services
1550 College Parkway
Carson City, Nevada 89706

BEFORE taking	g the course.)			Intilities valnatio			
me or Requester				analisat			
Brief S		ugh ameri	ica's archi	tecture for appraiser			
Classroom	Internet □Home	Study Culty	ppo Conti	ming Education			
Course obje	ctive:	andtures	of histori	ramerican architec			
om la	te 1600's	topreser	approuse	thronghout the			
What are the	expected hours of	instruction?	•	7 hours			
	expected completion	-1	2/19				
BJECT CLA	SSIFICATION - CHE	CK ALL THAT API	PLY				
Mass Apprais	al Concepts and Appl		☐ Appraisal and Ass	sessment Standards of the			
AAO Standar Residential Ap			Nevada Department of Taxation ☐ Geographic Information Systems, Mapping				
	ndustrial Appraisal		Techniques	nation systems, mapping			
	ally Assessed Propert	y Appraisal		Real Estate, Water, or Mining			
Principles of A			☐ Professional Ethic	CS			
Principles of F			☐ Administrative Pro	ocedures			
Application of	Nevada Statutes or F	Regulations	□ Other				
other, please	describe why the d	course is applicable	e to appraisal for pr	roperty tax purposes.			
10 10 11	74,000 21	a magi	country of	la tection No that			
v violvo	19100 06	annous	an arci	and the second			
QUIRED MA	TERIALS TO BE SU	IBMITTED WITH A	PPLICATION: AP	pravole & music is			
	se Outline or Syllabus		· Liorition.				
Books or Cou	The state of the s						
MATURE	1.						
SNATURE			1 - 1 -				
		-	7/8/19				
uestor Signature	e (Use Blue Ink)	Date	11011	-			
	, , , , , , , , , , , , , , , , , , , ,	2000					
Danartment I	so Only						
	NUMBER OF CREDIT HOURS	MILESTONE APPLIED TO:	TOTAL CE'S FOR THIS	REASON FOR DENIAL OF CREDIT, IF ANY			
	APPEARING ON TRANSCRIPT	7	MILESTONE	The state of the s			
and by:							
led by.							
fied by:							



COURSE LOGIN / SIGN UP





7 hours Appraiser Continuing Education

Add to cart

Categories: 7 Hour Courses, Alabama, Appraisal Colorado, Connecticut, Delaware, Florida, Georg Indiana, Kentucky, Louisiana, Maryland, Massac Missouri, Nebraska, Nevada, New Jersey, New N Carolina, North Dakota, Oklahoma, Oregon, Per Carolina, Tennessee, Texas, Utah, Vermont, Virg Wyoming





Description

Description

For residential and commercial appraisers

View State Course Approvals

This beautiful seminar is steeped in rich graphics and video taking you on a architectural tour across the country. For seven hours, we on the shores of Plymouth Rock, the American Craftsmans of Frank Lloyd Wright, and the energy-efficient Smart houses of the 21st cer

The object of the seminar is to provide both commercial and residential appraisers with an observation matrix they can employ to ider completing today's appraisal assignments. Examples of both residential and commercial properties will be shown. Common construct be demonstrated and discussed.

"A Brief Stroll Through America's Architecture for Appraisers" may be the most enjoyable continuing ed seminar you will ever take!

Related products

August 22, 2019

Agenda Item VIII

c) Victorian Era Architecture for Real Estate Professionals IDECC Form 5310LGS

Nevada Department of Taxation Property Tax Appraiser Continuing Education New Course Application



Return this form to:
Division of Local Government Services
1550 College Parkway
Carson City, Nevada 89706

Please Print or				
COURSE IN	FORMATION (A person	on who wishes to re	eceive contact hou	urs for a course of continuing education
that has not	t been previously ap	proved by the Dep	artment must app	ly to the Department for such approval
Name of Requester	king the course.)		1,	utility valuation
Name of Requester				Title ULI 11
				analys
TITLE OF COURSE	Ga a	1.1 1	, 0-	154 60
Victory	antraa	rehitertu	re for kee	al total Prosession
DELIVERY METHOD		SPONSORING	ORGANIZATION	E. E.
□ Classroom	n Minternet □Home	Study Call	pas cont	Thung tdurallon
		,	71	
1. Course ob	ojective:	1 1		
	see an	ached	•	
			7 1 1 4	
2. What are t	the expected hours of	instruction?	5,0 W	m
a subject to		Ti	1. 1201	101
3. What is th	e expected completion	n date?	1, 501	
		V	0	
SUBJECT CI	LASSIFICATION - CHI	CK ALL THAT APP	PLY	
☐ Mass Appra	aisal Concepts and App	ications	☐ Appraisal and As	sessment Standards of the
☐ IAAO Stand	dards		Nevada Departme	ent of Taxation
Residential			☐ Geographic Inform	mation Systems, Mapping
☐ Commercia	I /Industrial Appraisal		Techniques	
□ Unitary/Cen	ntrally Assessed Proper	ty Appraisal	☐ Laws Relating to	Real Estate, Water, or Mining
☐ Principles of			☐ Professional Ethic	cs
☐ Principles of			☐ Administrative Pr	ocedures
☐ Application	of Nevada Statutes or I	Regulations	□ Other	
If other pleas	se describe why the	course is applicable	to oppraised for m	roperty tax purposes.
ii otilet, pied.	se describe willy the t	ourse is applicable	e to appraisal for p	roperty tax purposes.
REQUIRED N	MATERIALS TO BE SU	IBMITTED WITH AF	PPI ICATION:	
☐ Detailed Co	urse Outline or Syllabus		T LIOATION.	
☐ Books or Co	ourse Materials			
	1 11			
SIGNATURE	- 1 (1)		1	
			T. /.	22.0
>			July	9.2019
Requestor Signat	ture (Use Blue Ink)	Date		
or Department	Use Only			A second
NUMBER OF CREDIT HOURS GRANTED	NUMBER OF CREDIT HOURS APPEARING ON TRANSCRIPT	MILESTONE APPLIED TO:	TOTAL CE'S FOR THIS	REASON FOR DENIAL OF CREDIT, IF ANY
HOOKS GRANTED	AFFEARING ON TRANSCRIPT		MILESTONE	
m & 12 - 15				
erified by:				
ivision of Local Go	overnment Services	Title		Dete
	A COLUMN OCH VICES	Tiue		Date

Victorian Era Architecture for Real Estate Professionals

This three hour appraisal continuing education course covers the characteristics of the nine various styles of American Victorian architecture from 1840 through 1910. The styles include Gothic Revival, Italianate, Stick Style, Eastlake Style, Queen Anne, Richardsonian Romanesque, French Second Empire, Shingle Style and Folk Style. The course brings out the features of each style, how they vary and how they influence contemporary residential architecture throughout the United States.



COURSE LOGIN / SIGN UP



Victorian Era Architecture f Professionals – 3 Hour

\$44.00

3 hours Appraiser Continuing Education

Add to cart

Categories: <u>3 Hour Courses</u>, <u>Alabama</u>, <u>Ar</u> <u>Florida</u>, <u>Hawaii</u>, <u>Idaho</u>, <u>Indiana</u>, <u>Kentuck</u> <u>Jersey</u>, <u>New York</u>, <u>South Carolina</u>, <u>Tenne</u>

Description

Description

For residential and commercial appraisers

Changes in Fannie Mae UAD (Uniform Appraisal Data Set) reporting requirements identified the need to correctly identify archit take you on a journey through the different styles of Victorian Era architecture: Italianate, Stick, Gothic Revival, Queen Anne, ar

The object of the seminar is to provide today's appraiser with an observation matrix they can employ to identify various Victori completing appraisal assignments. Common construction details for each style will be discussed and demonstrated. This cours commercial appraisers and provides examples of both types of properties. It is steeped in rich graphics and video content to he identifications possible.

This is a 3 hour course. This course is **NOT APPROVED** for Alaska, Illinois, Iowa, Kansas, Massachusetts, Maine, Minnesota, Mont North Carolina, North Dakota, Ohio, South Dakota, West Virginia.

View State Course Approvals

APPRAISER CERTIFICATION BOARD

August 22, 2019

Agenda Item VIII

d) Now That's a Good Story

Nevada Department of Taxation Property Tax Appraiser Continuing Education New Course Application



Return this form to:
Division of Local Government Services
1550 College Parkway
Carson City, Nevada 89706

Title

Please Print or Type	
----------------------	--

Name of Requestor

COURSE INFORMATION (A person who wishes to receive contact hours for a course of continuing education that has not been previously approved by the Department must apply to the Department for such approval BEFORE taking the course.)

		Auditor 2							
VOW That's a	Good Story								
DELIVERY METHOD - C		Study SPONSORING OF Internation		of Assessing Officers (IAAO)					
				can be a meaningful way to illustrate					
			real life experiences i	nto good stories and contribute to the					
classroom and	presentation experience	e.							
	e expected hours of erPoint distributed to r			0am -12:00 pm pacific time. Course MP4 follow-up review.					
3. What is the	expected completion	date? 6/20/19							
4. SUBJECT	CLASSIFICATION - C	HECK ALL THAT A	PPLY						
☑ IAAO Standa			Nevada Departme						
□ Residential A				nation Systems, Mapping					
	/Industrial Appraisal rally Assessed Property	/ Annraisal	Techniques □ Laws Relating to I	Real Estate, Water, or Mining					
□·Principles of			☑ Professional Ethic						
☐ Principles of	Finance of Nevada Statutes or F		☐ Administrative Procedures ☑·Other						
Being able to pethical standard documentation	properly interact with pods of confidentiality is	eople and achieve of a skill required by ap	communication inter praisers. Having tak	roperty tax purposes. Faction, while remaining within professional en the course already and reviewed course ation of IAAO Standards and Standards of					
REQUIRED MA	ATERIALS TO BE SU	cumentation receive		gives course outline ("Summary" at end of					
•		The state of the s	7/19	_					
Requestor Signatu	re (Use Blue Ink)	Date							
r Department l	Use Only								
UMBER OF CREDIT OURS GRANTED	NUMBER OF CREDIT HOURS APPEARING ON TRANSCRIPT	MILESTONE APPLIED TO:	TOTAL CE'S FOR THIS MILESTONE	REASON FOR DENIAL OF CREDIT, IF ANY					
erified by:									
vision of Local Gov	ernment Services	Title		Date					



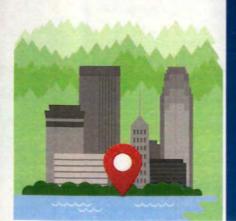
Now That's a Good Story!

Kara Endicott CAE, RES

Johnson County, KS

Brad Eldridge MAI, CAE

Douglas County, KS



SF	Time Adj. Sale Price	Residual per Sq. Ft.	Adjustments	Influence Factor	Adj'd \$/SF	Adj'd Price	Model Base	Base Value/SF	Incre- mental S/SF	Decre- mental \$/SF	Model Prediction	Ratio (On Adj'd Price)	Absolute Deviation (Median)	Value/SF
17,651	\$75,000	\$4.25	2nd Tier	1.25	\$5.31	\$93,750	75,000	\$3.65	\$1.40	\$3.10	\$95,968	1.024	0.049	\$5.44
43,560	\$221,250	\$5.08		1.00	\$5.08	\$221,250	75,000	\$3.65	\$1.40	\$3.10	\$176,286	0.797	0.178	\$4.05
43,600	\$219,260	\$5.03		1.00	\$5.03	\$219,260	75,000	\$3.65	\$1.40	\$3.10	\$176,410	0.805	0.170	\$4.05
43,637	\$295,028	\$6.76	Corner/Access	0.60	\$4.06	\$177,017	75,000	\$3.65	\$1.40	\$3.10	\$176,525	0.997	0.023	\$4.05
47,566	\$150,000	\$3.15	2nd Tier	1.25	\$3.94	\$187,500	75,000	\$3.65	\$1.40	\$3.10	\$188,705	1.006	0.032	\$3.97
52,286	\$403,417	\$7.72	Corner/Access	0.50	\$3.86	\$201,709	75,000	\$3.65	\$1.40	\$3.10	\$203,337	1.008	0.033	\$3.89
56,628	\$223,525	\$3.95		1.00	\$3.95	\$223,525	75,000	\$3.65	\$1.40	\$3.10	\$216,797	0.970	0.005	\$3.83
66,080	\$378,887	\$5.73	Corner/Access	0.60	\$3.44	\$227,332	75,000	\$3.65	\$1.40	\$3.10	\$246,098	1.083	0.108	\$3.72
87,120	\$295,211	\$3.39	2nd Tier	1.25	\$4.24	\$369,014	75,000	\$3.65	\$1.40	\$3.10	\$290,718	0.788	0.187	\$3.34
91,476	\$300,000	\$3.28	2nd Tier	1.25	\$4.10	\$375,000	75,000	\$3.65	\$1.40	\$3.10	\$296,816	0.792	0.183	\$3.24
129,897	\$620,000	\$4.77	Location/Access	0.65	\$3.10	\$403,000	75,000	\$3.65	\$1.40	\$3.10	\$350,606	0.870	0.105	\$2.70
675,180	\$910,000	\$1.35	2nd Tier	1.25	\$1.68	\$1,137,500	75,000	\$3.65	\$1.40	\$3.10	\$1,114,002	0.979	0.005	\$1.65
17,651 54,457 112,890	\$295,120 \$340,965	\$4.51 \$4.54		MIN MEDIAN MEAN	\$1.68 \$4.00 \$3.98		75 multiplier	for 2nd Tier			MEDIAN MEAN	0.975 0.926	8.972 9.206	Avg Abs Dev

0.979 Neigh

MAX

\$5.31

675,180

0

100,000

200,000

300,000

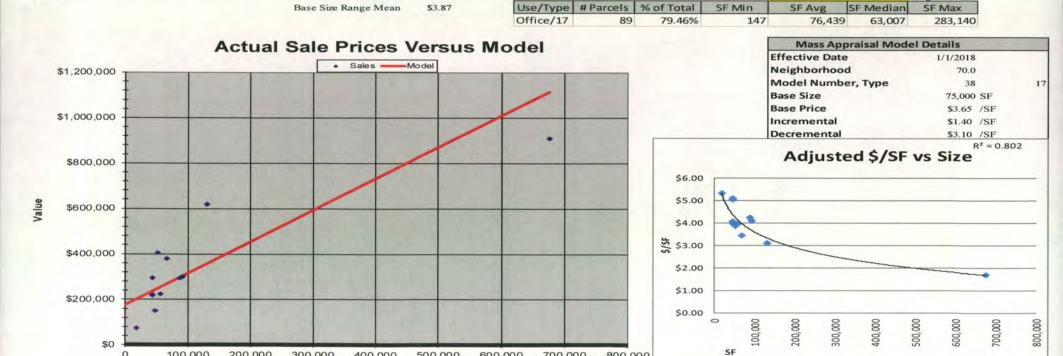
400,000

500,000

600,000

700,000

800,000

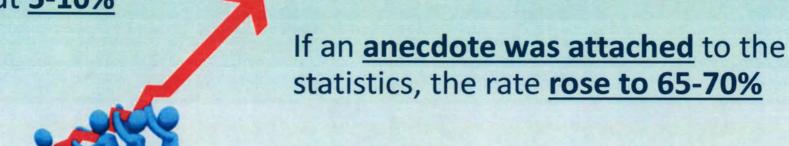


A GOOD STORY WOULD JAZZ THIS UP A BIT!



Lesson With A Story = Better Chances of Remembering

A Stanford study showed that retention rate of statistics alone was about 5-10%



Any time we can work our material into a story or an example, it will become more applicable to the learners

The Storytelling Process

Stories improve the user experience process:

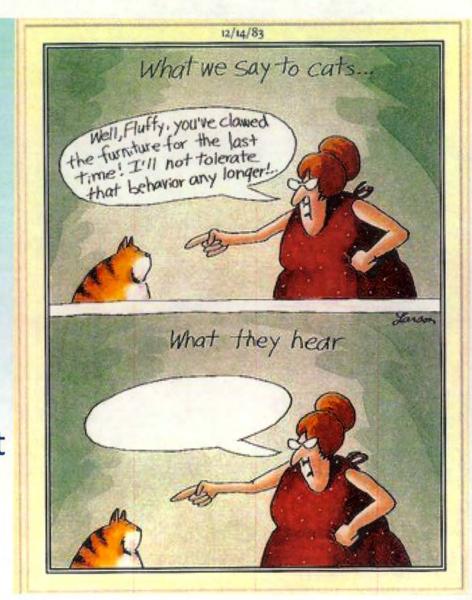
- > They help us gather (and share) information about users, tasks, and goals;
- > They put a human face on analytic data;
- > They can spark new concepts and encourage collaboration and innovation;
- They are a way to share ideas and create a sense of shared history and purpose;
- They help us understand the world by giving us insight into people who are not just like us; and



The Storytelling Process

Common applications for using stories:

- > Describing a context or situation
- >Illustrating problems
- >Launching point for a discussion
- > Exploring a concept
- Describe the impact of a concept



This Is Your Brain On Stories

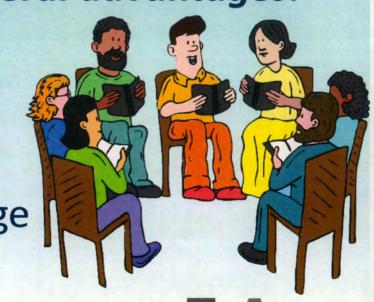
- ➤ MRI scans reveal that when people read words like "perfume" and "coffee" their primary olfactory cortex activates
- When someone listens to a character driven story, their brain immediately floods with oxytocin, a love hormone
- Our brain will ignore clichéd words and phrases a phenomenon that scientists theorize is caused by loss of storytelling power

The hormone cortisol is released during the **rising arc** of the story, prompting a **powerful emotional reaction** even when the listener knows the story is fiction.

Theory & Skill Transfers

The use of real life scenarios has several advantages:

- >Keeps learners at the center
- Knowledge retention amplified
- Engaged, excited learners
- >Immediate application of knowledge
- ➤ Gives learners the power





How to find your story

- ➤ Pull from your own Experiences
- Match your important concepts to the story
- ➤ What's your point?
- ➤ Who is listening?
- ➤ Make it Personal
- > Use Common Reference Points

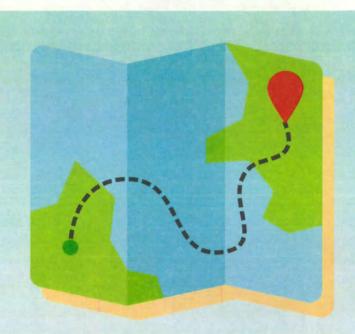




Putting it Together

Use Good Story Structure

- ➤ Have a Clear Purpose
- ➤ Have a Hook for your Opening
- > Provide an Answer to a Problem
- ➤ You need Detailed Characters and Imagery
- **→** Pacing





Putting it Together

- >Invite Interaction
- **▶** Consider Using Repetition
- > Focus on What is Important
- > Respond to your Audience
- ➤ Make the Story Feel Conclusive

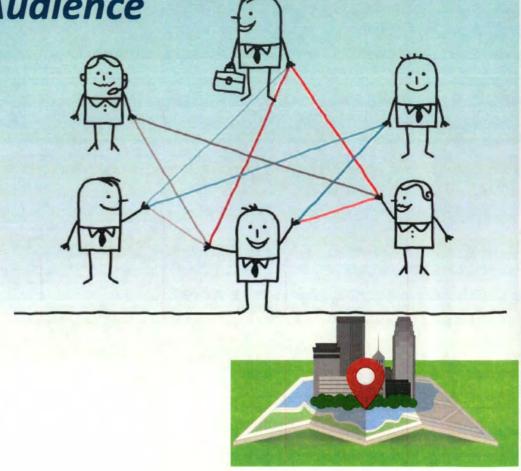




Inject Emotion Into the Story

Create a Rapport with the Audience

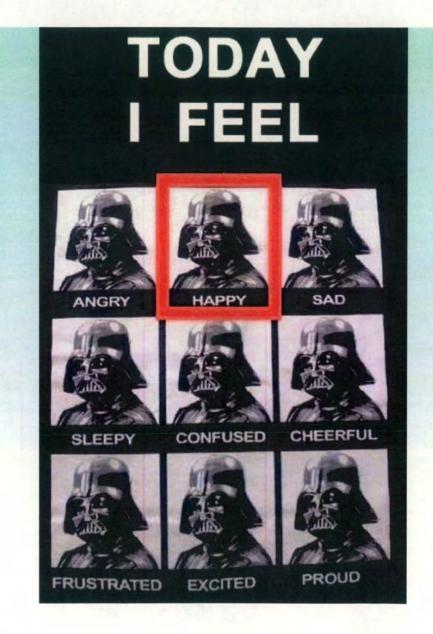
- ➤ Light Disclosure
- > Medium Disclosure
- > Heavy Disclosure



Using your Body & Voice

- ➤ Maintain Eye Contact
- ➤ Use Movement & Dramatic Pauses
- > Create Character
- ➤ Control your Face
- ➤ Talk with your Hands
- > Act Out the Story





Examples of Story Telling



Stories on the Fly

- ➤ Use the Chat Board to give us topics you would like us to incorporate a story about-
- ➤ Wait for the miracle/or disaster to happen. (Either way you'll be entertained)



Using Case Studies

Common elements found in longer, detailed case studies:

- A decision-maker who is grappling with some question or problem that needs to be solved
- A description of the problem's context (a law, an industry, a family)
- Supporting data, which can range from data tables to links to URLs, quoted statements or testimony, supporting documents, images, video, or audio

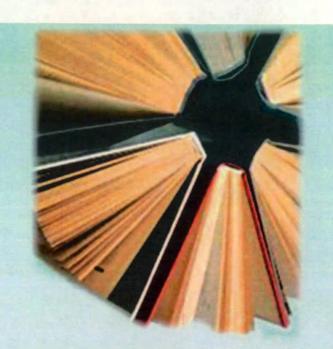




Using Case Studies

Systematic Approach:

- ➤ What is the issue?
- ➤ What is the goal of the analysis?
- ➤ What is the context of the problem?
- ➤ What key facts should be considered?
- ➤ What alternatives are available to the decision-maker?
- ➤ What is the learner's recommendation?





Real Life Scenarios

- > #1 Complaint from Student Surveys
- Engages Your Learners
- Knowledge Retention is Amplified
- Shows Immediate Use of the Concept
- Lets the Learner Relate the Theory into their Everyday Life





Bombs or Unsuccessful Story Telling Attempts







Beware of Cultural References!



Summary

- A lesson taught with the use of stories will be remembered longer than lessons given through lecture only
- Stories and examples relate theoretical information to useful knowledge for students.
- Whether one is presenting for public consumption or as an instructor in the classroom, part of your role is to entertain, and using stories with examples aid in keeping the attention of learners