



Hampton Roads Chapter of the Appraisal Institute

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Appraising Distressed Commercial Real Estate Friday, June 12, 2009

- Location:** Renaissance Portsmouth Hotel, 425 Water St., Portsmouth, VA
- Time:** Registration sign-in begins at 8:00 a.m. Class begins at 8:30 a.m.
- C.E. Credit:** This seminar was developed by the Appraisal Institute and has been approved for 7 hours of appraiser continuing education credit by the State of Virginia and the Appraisal Institute.
- Registration Fee:** \$185 member/\$195 non-member until May 29, 2009
\$185 member/\$215 non-member after May 29, 2009

Seminar Synopsis: In keeping with its cyclical nature, the real estate market has once again moved toward a state of dissolution. In the current economic downturn, this timely new seminar provides critical insights on how appraisers, lenders, and investors will value distressed real estate. In *Appraising Distressed Commercial Real Estate: Here We Go Again*, learn how to analyze distressed development properties and improve commercial real estate under the present market conditions. Examine, in detail, specific steps to enhance distressed properties. Develop methods for arriving at a market-supported "as-is" value forecast and in doing so, acquire techniques for enticing entrepreneurs, among other buyers. Discuss adaptive and alternative use on distressed properties that no longer support their current use by reviewing three examples that demonstrate the conversion process. Also, learn to accurately evaluate land values with limited direct comparables while you explore three unique case studies involving property in times of distress. HP-12C Calculator recommended but not required

Instructor: William "Ted" Anglyn, MAI

The easiest and most secure way to register is to visit www.hrai.org, and select education or www.appraisalinstitute.org, You can also fax this completed registration form to the chapter office at 757.397.1364 with your credit card information or mail the registration form and check to the chapter office. Registration deadline is Wednesday, June 3, 2009. For credit card payment make sure all of the following information is entered:

Name: _____

Shipping Address: _____

Phone number: _____ Email _____

Credit Card #: _____ Card expiration date: _____

Name on card: _____

Billing Address for card: _____