



Hampton Roads
Chapter

URAR COMPANION SEMINARS

Real Estate Information Network, Inc., 4575 Bonney Rd, Ste 100, Virginia Beach
Also available on Zoom — please make sure to register for the correct offering!



Reporting Market Analysis & Better Understanding the New URAR

May 6, 2026 9AM - 1PM (EST) 4 CE hours Woody Fincham, SRA, AI-RRS

Unlike the existing 1004 report form, the new URAR places more emphasis on supporting and reporting a thorough market analysis for the subject property. In the past, appraisers often kept the market analysis support in the workfile. Going forward, support is expected within the appraisal report. Reporting Market Analysis and Better Understanding the New URAR is a four-hour program that focuses on lending assignments for residential properties using the new URAR. Appraisers who are not well versed in completing a thorough and credible market analysis will find this program to be most helpful. The program will also be a good refresher for the experienced appraiser and the reviewer of residential reports. **LUNCH INCLUDED**

In Person: <https://www.appraisalinstitute.org/education/search/reporting-market-analysis-and-better-understanding-new-urar/526148>

Zoom: <https://www.appraisalinstitute.org/education/search/reporting-market-analysis-and-better-understanding-new-urar/526149>

Supporting Adjustments and Reporting the Sales Comparison Approach in the New URAR

May 6, 2026 2 PM - 5PM (EST) 3 CE hours Woody Fincham, SRA, AI-RRS

The new URAR requires that support for adjustments be included directly in the appraisal report, so residential practitioners need to understand the expectations of the GSEs and underwriters around these topics. Supporting Adjustments and Reporting the Sales Comparison Approach in the New URAR is a three-hour program that focuses on an effective manner of developing and supporting the sales comparison approach section of the new URAR. Case studies will represent real-world residential appraisal valuation problems and the multiple qualitative and quantitative ways that each of the major adjustments in a residential sales grid can be supported. Since the applicable and appropriate techniques for any specific adjustment usually produce some variation in the indicated contributory value, the art and science of reconciliation will also be emphasized through repeated application. The program will be valuable for residential appraisers to strengthen their proficiency in both the sales comparison approach and in supporting the adjustments used in the sales grid. The program will also be valuable for reviewers of residential reports.

In person: <https://www.appraisalinstitute.org/education/search/supporting-adjustments-and-reporting-sales-comparison-approach-in-new-urar/526152>

Zoom: <https://www.appraisalinstitute.org/education/search/supporting-adjustments-and-reporting-sales-comparison-approach-in-new-urar/526153>

For In-Person... A lunch from Mission BBQ is included with the “Reporting Market” class. Please note your meal choice when registering. **For Zoom...** Students must have computer, webcam & microphone capability to participate & receive CE credit. You will also need to send photo ID via email to the chapter for attendance verification. The instructor must be able to physically see and interact with all students; students must be able see and interact with the instructor. You will receive a separate email from the Chapter with log-in information. If you are using your Ipad/Iphone/smartphone download the ZOOM app prior to offering.

Any & all cancellations are subject to an admin fee. No credit/refunds for cancellations made on or after 7 days prior to the seminars. Questions? Email: LisaMay.Weiss@appraisalinstitute.org Call: 856.415.0281