

LIST OF NAIFA COURSES

Course Name	Page	Hours	Owner
QUALIFYING EDUCATION			
Advanced Residential Applications and Case Studies	6	15	Hondros
Basic Appraisal Principles	6	30	Hondros
Basic Appraisal Procedures	6	30	Hondros
Market Analysis & Highest and Best Use	6	15	Hondros
Mastering Unique & Complex Property Appraisal	6	20	Hondros
Residential Report Writing & Case Studies	6	15	Hondros
Residential Sales Comparison and Income Approaches	6	30	Hondros
Residential Site Valuation and Cost Approach	7	15	Hondros
Statistics, Modeling, and Finance	7	15	Hondros
OTHER QUALIFYING EDUCATION			
2016-2017 Uniform Standards of Professional Appraisal Practice	6	15	TAF
CONTINUING EDUCATION			
Adjusting Comparable Sales for Seller Concessions	2	7	NAIFA
Appraisal of Green Homes	2	7	NAIFA
Appraising in the Foreclosure Market	2	7	TransAmerica
Benefits of Going Paperless	2	4	NAIFA
Better Safe Than Sorry	2	7	Hondros
Collateral Underwriter and the Future of Appraising	3	4	NAIFA
Course 2.4 – Roadmap System to Income Capitalization	2	7	NAIFA
Dealing with a Negative Review	2	4	NAIFA
Defensible Appraisal Practices	3	7	Hondros
Delaware Law	3	3	NAIFA
Developing and Supporting Adjustments	2	7	NAIFA
Easements, Profits, and Licenses in Land	3	8	NAIFA
HUD Single Family Housing Policy Handbook – 4000.1 Appraisal Overview	3	7	NAIFA
Identifying Comparable Properties	3	7	NAIFA
Institutional Fraud	3	4	NAIFA
Institutional Fraud	3	8	NAIFA
Lending Guidelines for Manufactured Housing	3	4	NAIFA
Manufactured Home Guide History & Construction	3	4	NAIFA
Manufactured Home Guide	3	8	NAIFA
Property and Valuation Analysis for FHA	2	7	Hondros
Residential Appraisal Review and USPAP Compliance Course	3	7	TAF
Residential Appraising in a Changing Market	3	7	NAIFA
Residential Narrative Report Writing	4	7	NAIFA
Residential Report Writing Skills	4	7	NAIFA
Stop the Madness	4	4	NAIFA
Supervising the Trainee Appraiser	4	4	Hondros
Supporting Adjustments with Microsoft Excel	4	7	NAIFA
Understanding Appraising Subdivisions	4	4	NAIFA
Understanding Highest and Best Use	4	7	NAIFA
Understanding Leases	5	4	NAIFA
Understanding the Message	5	4	NAIFA
Using the HP12c Calculator: The Basics	5	7	Hondros
1.5C Residential Analysis for Small Income Property Appraisals	5	8	NAIFA
5.0F Ethics	5	2	NAIFA
6.0 Introduction to Historic Appraising	5	15	NAIFA
6.0A Introduction to Historic Appraising	5	8	NAIFA
6.7 The Cost Approach to Residential Properties	5	7	NAIFA
11.8a Calculating Gross Living Area Using ANSI Standards	5	4	NAIFA
13.0A Pennsylvania Law	5	2	NAIFA
13.0B Indiana Law	5	4	NAIFA
16.3A Gramm-Leach-Bliley Act, Privacy & the Appraiser	5	2	NAIFA
19.1 An Appraisers Guide to Environmental Issues	6	7	NAIFA
2016-2017 National USPAP Update	6	7	TAF

CONTINUING EDUCATION

NEW! Course 2.4 – Roadmap System to Income Capitalization (7 hours) – This 7-hour Course uses real-life examples and case studies to provide a systematic method to process net operating income, understand the time value of money concepts, apply the roadmap system to valuation techniques, such as rate development and residual valuation, and recognize the various methods of yield capitalization and the valuation of lease fee and leasehold interests. The Course has been designed to be an introduction to the field of commercial valuation, the methods and techniques used to value commercial properties. A 12C Calculator is required to attend this Seminar or the individual may use a calculator of their choosing, provided they are proficient in its use.

NEW! Dealing with a Negative Review (4 hours) – This 4-hour course defines the different types of appraisal reviews, provides an overview of state licensing requirements and the USPAP ethics rule, identifies the different questions an appraiser should ask if he or she receives a negative review, and offers strategies for rebutting a negative review.

NEW! Developing and Support Adjustments (7 hours) – Appraisers spend a good part of each day making adjustments to comparable sales and rentals. They may also be making adjustments in the cost approach to adjust the land comparables and to reflect depreciation. Appraisers are increasingly asked by clients, review appraisers, and state appraiser regulatory boards to provide additional information relating to support their adjustments and conclusion. This seminar is intended to provide a fresh look at the process of identifying, extracting, and supporting adjustments.

NEW! Property and Valuation Analysis for FHA (7 hours) - The popularity of FHA insured financing is arguably at an all-time high, and many certified appraisers are currently included, or seeking to be included, on the FHA appraiser roster. Because many real estate sales transactions are being financed with FHA insured financing, it is important and welcomed for real estate brokerage professionals to also stay well informed regarding FHA protocol. Effective September 14, 2015, most of the existing handbooks, mortgagee letters, and other references formally used by lenders, appraisers, and other real estate professionals will be superseded by a new, and more comprehensive Handbook titled: the FHA Single Family Housing Policy Handbook 4000.1. The FHA Single Family Housing Appraisal Report and Data Delivery Guide, a companion publication to the Handbook, will also go into effect September 14, 2015. This course will include direct excerpts and quotations of the Handbook, Guide, and other publications. The course will begin with FHA's Minimum Property Requirements and Minimum Property Standards, and move into specific property applications and appraisal-related functions. Numerous best practices and illustrations will be included.

Adjusting Comparable Sales for Seller Concessions (7 hours) – The objective of the course is for each student to not only gain an understanding of the recognized methods and techniques of adjusting comparable sales for seller concessions, but also to be able to apply these recognized methods and techniques to appraisals where comparable sales with seller paid concessions are involved.

Appraisal of Green Homes (7 Hours) - The objective of the course is for each student to gain an understanding and a working knowledge of what constitutes Green Construction, the history of Green Construction, approximately 51 frequently misunderstood terms relating to Green Construction, the major Green Home Certifying Organizations and how they work, how to find Homes with Green Energy Efficient features and Green Certified homes, and also a working knowledge of how to extract adjustments using sales databases. An additional object is for each student to gain a working knowledge of how to use the Green Section of the Marshall & Swift Residential Cost Handbook.

Appraising in the Foreclosure Market (7 hours) - This 7-hour seminar covers various assignments associated with the foreclosure market. These assignments include pre-foreclosure appraisals, REO appraisals, and retrospective review assignments. Topics covered include types of value (market, liquidation), developing supportable adjustments, comparable sale selection, developing and supporting a cost-to-cure, appraiser safety, reporting considerations, specific client requirements, and scope of work.

Benefits of Going Paperless (4 hours) – This seminar is structured to demonstrate the practical benefits of “going paperless” in creating more comprehensive appraisal workfiles. The seminar will correlate the appraisal workfile to the appraisal development through the appraisal reporting process by citing practical examples of maintaining appropriate workfile content in a “paperless” or “digital” format to support the conclusions and opinions stated in the appraisal.

Better Safe Than Sorry (7 hours) – In recent years, the appraisal industry has come under scrutiny. The financial crisis of 2008 and the housing-bubble-burst led to industry changes and reforms, including the Home Valuation Code of Conduct (HVCC), the Dodd-Frank Wall Street Reform and Consumer Protection Act, and the Uniform Appraisal Dataset (UAD). How did these changes affect appraisers, reviewers and the industry as a whole? Were they welcome? Were they effective? Better Safe Than Sorry will explore those questions as well as delve into the role of the reviewer, the obligations of the appraiser, relevant USPAP regulations, common errors appraisers can avoid, and the importance of structured report writing.

Collateral Underwriter and the Future of Appraising (4 hours) – This 4-hour course provides an overview of the new Fannie Mae Collateral Underwriter program and its effects on residential appraisers and their practice.

Defensible Appraisal Practices (7 hours) - Defensible Appraisal Practices is an all-encompassing course designed to provide a comprehensive look at best practices for appraisers in order to recognize and meet those expectations. The course commences with discussion of various avenues which could cause liability concerns for appraisers, including the appraisal review process. Common areas of deficiencies and inadequacies in the appraisal process are also discussed. The remainder of the course takes a detailed look at compliance with USPAP, beginning with identification of the problem through the reporting process. This includes expanded illustrations of both acceptable and unacceptable practices.

Delaware Law (3 hours) - This 3-hour course provides comprehensive coverage of the Delaware administrative code and license law as it pertains to real estate appraisers.

Easements, Profits, and Licenses in Land (8 hours) - This course explains the property rights acquired for various type easements, the difference in transferring property rights versus giving permission to a person to use real estate and how to perfect the taking of profits from land.

HUD Single Family Housing Policy Handbook – 4000.1 Appraisal Overview (7 hours) – This 7-hour course provides a thorough overview of the new Single Family Housing Policy Handbook, including the role of the FHA appraiser, doing business with FHA appraisers, property eligibility, acceptability criteria, appraiser requirements, and the characteristics of property improvements.

Identifying Comparable Properties (7 hours) – The objective of the course is to gain an understanding of the recognized methods and techniques for identifying comparable properties, and their application to appraisals, as set forth by the Appraisal Practices Board. Case studies and examples provide student involvement. The Revised APB Valuation Advisory #4 will be provided and used as student reference material.

Institutional Fraud (4 Hours and 8 Hours) - This course has been written to stimulate the professional in examining their ethics. Fraud manifests itself in many directions and can occur in various forms and to various persons or entities. The course is a compilation of timely and exhaustive research into the subject of fraud and its possible consequences within the industry. Adjudicated cases from throughout the United States are utilized in the presentation of this course, along with current pending cases. Through these cases, students will be made aware of the extraordinary time involved from the initial investigation through final adjudication.

Lending Guidelines for Manufactured Housing (4 hours) -This course is designed to enhance the appraiser's knowledge of current lending guidelines established by FNMA, HUD and Freddie Mac in the valuation of manufactured housing. An overview of the forms utilized in the appraisal of manufactured housing will be presented along with current the newly adopted 1004C-2005 Manufactured Home Appraisal Form. A full printing of the FNMA Announcement is contained within the Appendix.

Manufactured Home Guide History & Construction (4 hours) - This course is designed to assist the practicing appraiser in the identification of quality from fair to good in manufactured houses. A history of the evolution of manufactured housing will be presented along with the overall basic construction of manufactured houses from the 1960's to current construction techniques.

Manufactured Home Guide (8 hours) - This course is designed to assist the practicing appraiser in the identification of quality from fair to good in manufactured houses. A history of the evolution of manufactured housing will be presented along with the overall basic construction of manufactured houses from the 1960's to current construction techniques. The course is designed to enhance the appraiser's knowledge of current lending guidelines established by Fannie Mae, HUD and Freddie Mac in the valuation of manufactured housing. An overview of the forms utilized in the appraisal of manufactured housing will be presented along with current the newly adopted 1004- C (2005). Included within the appendix of the text is the complete Fannie Mae Announcement 03/06.

Residential Appraisal Review and USPAP Compliance Course (7 hours) - This 7-Hour Residential Appraisal Review and Uniform Standards of Professional Appraisal Practice (USPAP) Compliance Course has been developed by The Appraisal Foundation. The course focuses on appraisal review assignments and the effect USPAP has on these assignments, the reviewers, and the work of appraisers involved in the assignments. This course is designed to aid real property appraisers seeking a better understanding of USPAP in conjunction with producing appraisal reviews that are USPAP compliant, as well as providing additional guidance to those appraisers whose work is being reviewed.

Residential Appraising in a Changing Market (7 hours) – The objective of the course is for each student to not only gain an understanding of the recognized methods and techniques of residential appraising in a declining market, but also to be able to apply these recognized methods and techniques to appraisals in any changing market.

Residential Narrative Report Writing (7 hours) - The course is designed to be presented in a class room setting. It will be a lecture with class discussion style presentation. The course is designed to be presented following a 59-page sample narrative appraisal report, augmented with a 53-slide PowerPoint presentation. The students will end up with a narrative residential appraisal report template they take with them that will be useful as a guide in writing residential narrative appraisal reports in the future, should the need arise. They will learn how to use this tool in future appraisal situations.

Residential Report Writing Skills (7 hours) - This course is a 1-day seminar designed to help the appraiser understand the necessity of and the process to present assignment results to the client and other intended users in a meaningful format while meeting all of the report requirements of the Uniform Standards of Professional Appraisal Practice (USPAP). The course includes a mix of lecture and student participation. Ample opportunity will be provided for questions from students. This program is a good review for practicing appraisers.

Stop the Madness (4 hours): This seminar is presented as a refresher to the practicing appraiser in identifying areas of the form or a narrative report that are deficient or altogether missing. As the professional engaged by any client, it is the appraiser's responsibility to provide an adequate supported value, and an accurate description of the property; using sound reasoning and providing evidence to support the methodology used for developing the value opinion, particularly in cases that are not covered by Fannie Mae guidelines. The material covered in this seminar is directed towards reports that may be wholesaled to Fannie Mae or retained by any client in a portfolio – but employs the Fannie Mae guidelines as part of their requirements.

Supervising the Trainee Appraiser: National Regulations and Responsibilities (4 hours) – Supervising the Trainee Appraiser: National Regulations and Responsibilities addresses the national topic areas for supervisory appraisers and trainee appraisers specified by the Appraiser Qualifications Board (AQB) of The Appraisal Foundation in the 2015 Real Property Appraiser Qualifications Criteria. Other coursework discussing the similarities and differences of specific jurisdictional qualifying regulations may supplement this course. The course commences with an overview of national and state appraisal regulatory bodies as well as a comprehensive discussion of the minimum AQB qualifying criteria for supervisory appraisers and the various appraiser classifications. Obligations of appraiser ethics and competency are also discussed with a focus on supervisory appraisers and trainees. The course concludes with specific roles and responsibilities of supervisory appraisers and trainee appraisers, including a final chapter that serves as a best practices checklist, designed to ensure thorough and meaningful supervisory oversight, and best practice development by trainees in appraisal development and reporting.

Supporting Adjustments with Microsoft Excel (7 hours) – This seminar provides hands-on training in the use of Microsoft Excel in finding adjustments for residential and commercial appraisals. At the conclusion of the course, each participant will possess the skills and knowledge necessary to write new spreadsheets and modify their spreadsheets as well as others available commercially. Participants will gain skills in performing calculation for mean, median, and regression analysis. They will also learn how to insert and link Excel spreadsheets and charts in MS Word and their file memoranda. Materials will address the last two generations of MS Excel- versions 2002 (including 2003) and 2007-2013. The course will address all levels of ability, from participants with no Excel experience to those with a working knowledge, to the more experienced. Both residential and commercial applications will be covered and guided instructions will be provided.

Understanding Appraising Subdivisions (4 hours) -This course is designed to teach appraisers how to analyze, investigate, understand, present and appraise subdivisions. After taking this course, real estate appraisers should understand the qualifications needed to perform these type assignments, and they should gain the necessary knowledge to guide them through the appraisal process to appraise subdivisions provided they are competent to perform them. Since subdivisions are a form of land appraisal, and since they involve the development of land in various stages, these assignments can be complex. Subdivisions appraisal assignments can involve the appraisal of land as a "what if" type of assignment whereby values are projected into the future based on a consideration of the client. They can be partially engineered, partially recorded, partially finished, or totally finished lots. This course will teach students how to recognize these various statuses and will teach them when land in a subdivision must be discounted to a present value.

Understanding Highest and Best Use (7 hours) - The objectives of this seminar are to teach appraisers how to make relevant decisions regarding the determination of Highest & Best Use. Further, it will teach those in attendance how to analyze different situations with different types of properties and how to proceed with a Highest & Best Use analysis for each type. Appraisers should be able to broaden their appraisal practice after taking this seminar. Since Highest & Best Use is a primary consideration in performing real estate appraisals, it is important that all appraisers become familiar with the techniques, methods and principles to be utilized in making the estimate of Highest & Best Use. After taking this

course, students should be able to employ the necessary methods to make an accurate determination of Highest & Best Use.

Understanding Leases (4 hours) - After taking this course, students should have a good understanding of leases, how they are used, the effect of leases on property value, and they should understand the different types of leases. It should assist students in taking more intense courses of income property appraising, and it should enlighten the residential appraiser about leases and their effect on residential property value.

Understanding the Message (4 hours): Appraisal reports have become fairly complex over the years, with more information on more aspects than ever before. No wonder the possibility of conflicting messages exist in this hurry up world of get it done, get more done and do another. This course was developed to help students of appraisal valuation develop and finesse their skills and write a consistent, understandable message.

Using the HP12c Calculator: The Basics (7 hours): This course, we will explore the basic functions of one of the most essential tools for real estate and appraisal professionals—the HP 12c calculator. Regarded as the state of the art in the industry, the HP 12c is easy to use with a minimum of training. You will learn about the different functions available including the essential time value of money calculations as well as cash flow calculations. You will be exposed to numerous examples and situations that relate to actual calculations you may need to perform in the course of your career.

1.5C Residential Analysis for Small Income Property Appraisals (8 Hours) – This course is designed as an extension of capitalization and techniques as used by residential appraisers. Students will learn more about income capitalization and the compound interest concepts, including the six functions of a dollar. A review of the appraisal process and the basic principles will focus on the related study of small residential income.

5.0f Ethics (2 Hours) - This course is designed to provide attendees with a complete review of the National Association of Independent Fee Appraiser's Code of Ethics. It is designed to provide members with a rich awareness of what it means to be a professional and make a commitment to abide by a Code of Ethics written for practicing appraisers. This Code of Ethics is the ethical basis for the practitioner's professional commitment. These value and standards should be the guiding light for NAIFA designated members at all times.

6.0 Introduction to Historic Appraising (15 Hours) – This course is designed for appraisers, lenders, real estate agents and homeowners interested in historic buildings. This course will discuss local preservation ordinances and the National Register of Historic Places. **This course can only be instructed by John S. Marrazzo, IFAS.**

6.0A Introduction to Historic Appraising (8 Hours) – This course is designed for appraisers, lenders, real estate agents and homeowners interested in historic buildings. This course will discuss local preservation ordinances and the National Register of Historic Places. **This course can only be instructed by John S. Marrazzo, IFAS.**

6.7 The Cost Approach to Residential Properties (7 hours) - This 1 day course is a comprehensive overview of the cost approach to value including basic cost approach theory and principles along with all aspects of depreciation. Detailed instruction in the use of the Marshall & Swift Residential Cost Manual includes two actual case studies that are completed by the student in class.

11.8a Calculating Gross Living Area Using ANSI Standards (4 Hours) – This seminar describes the methods that will standardize the calculation process and enable the users of this information to obtain accurate and reproducible measurements for the total gross living area of residential properties. The appraiser will learn how to treat the finished areas above and below the grade, finished living areas above the garage, and the unfinished areas within the structure. ANSI Standards will allow appraisers and organizations to agree and cooperate in communicating these square footage quantities to users of this information.

13.0A Pennsylvania Law (2 Hours) – *Please note that this course is not available for appraisal credit.*

13.0B Indiana Law (4 Hours) – The objective of this class is to provide a basic understanding of Indiana Rules pertaining to real estate appraisers. By satisfactorily completing this four (4) hour continuing education module, the mandatory requirements of part 8761AC3-5-1.5 have been satisfied.

16.3A Gramm-Leach-Bliley Act (2 Hours) – This seminar will cover the Privacy Provision of the Gramm-Leach-Bliley Act and how it applies to the appraiser. It will discuss background, definitions, disclosure requirements and non-public personal information. *Please note that this course is not available for appraisal credit.*

19.1 An Appraiser's Guide to Environmental Issues (7 hours) – This course will teach the student how to perform a physical inspection with a well-developed eye for recognizing potential environmental problems, to instruct the student on the correct methodology and how to effectively communicate his/her findings on both residential and commercial properties.

2016-2017 National USPAP Update (7 hours) – This course is designed to review professional standards, ethics and updates to the Uniform Standards of Professional Appraisal Practice.

QUALIFYING EDUCATION

2016-2017 National Uniform Standards of Professional Appraisal Practice (USPAP)

The 15-Hour National USPAP Course focuses on the requirements for ethical behavior and competent performance by appraisers that are set forth in the Uniform Standards of Professional Appraisal Practice (USPAP). This course is unique in that it is developed by The Appraisal Foundation and is revised on a periodic basis to stay current with the latest edition.

HONDROS LEARNING QUALIFYING EDUCATION SERIES

Advanced Residential Applications and Case Studies (15 hours) - This course focuses on complex properties that include valuing unique and high-end residential dwellings, common-wall structures, and residential properties with substantial and sometimes unique, accessory structures and/or amenities. An exam at the conclusion of the course must be passed to receive qualifying education credit. **AQB Approved for Certified Residential Requirements.**

Basic Appraisal Principles (30 hours) - This introductory appraisal course provides an overview of real property concepts and characteristics, legal consideration, value influences, real estate finance, types of value, economic principals, real estate markets and analysis, and ethics in appraisal practice. Through theory, case studies and examples, this course offers practical application of appraisal principles. An exam at the conclusion of the course must be passed to receive qualifying education credit. **AQB Approved for Trainee/Registered and Licensed Appraiser Requirements.**

Basic Appraisal Procedures (30 hours) - This basic appraisal course provides an overview of real estate appraisal approaches to value, valuation procedures, property description, residential and commercial applications, improvement construction, home inspection, and appraisal math. An exam at the conclusion of the course must be passed to receive qualifying education credit. **AQB Approved for Trainee/Registered and Licensed Appraiser Requirements.**

Market Analysis & Highest and Best Use (15 hours) - Identifying and analyzing market forces affecting buyers' and sellers' behavior is key to understanding and reporting values. This course is designed to give students the tools needed to properly collect and analyze market data. In addition, the theory of highest and best use is reviewed. The two-step analysis along with the four tests for highest and best use is covered in detail. An exam at the conclusion of the course must be passed to receive qualifying education credit. **AQB Approved for Licensed Appraiser Requirements.**

Mastering Unique & Complex Property Appraisal (20 hours) - This course will raise the level of awareness of the scope of work involved with assignments other than the everyday single-family residential appraisal. It was written to remind and reassure appraisers that any appraisal problem can be solved and equip them with the necessary skills to recognize and resolve the problem. This course offers many scenarios for discussion and includes significant case study work for application. Property types discussed include mixed-use, unusual, income-producing, and one-of-a-kind. Applications using various problem-solving techniques are demonstrated and will also help build confidence and skill in this area. **AQB Approved for Trainee/Registered, Licensed Appraiser Requirements and Certified General Requirements.**

Residential Report Writing & Case Studies (15 hours) – This course is deeply rooted in appraisal professional standards and best practices of an appraiser when communicating the opinions and conclusions of a residential appraisal. Beginning with a detailed discussion of USPAP Rules and the reporting options permitted by Standard 2, appraisal writing skills are then overviewed along with several examples. Common reporting issues are then explored to illustrate the level of detail required in appraisal commentary. Finally, the most common residential appraisal reporting form, the Uniform Residential Appraisal Report (URAR), will be fully illustrated along with the requirements of the Uniform Appraisal Dataset (UAD). **AQB Approved for Licensed Appraiser Requirements.**

Residential Sales Comparison and Income Approaches (30 hours) – Fully explains and illustrates how the fundamental principles of valuation and appraisal standards apply to an assignment in which sales comparison and/or income approach is relevant in the scope of work, and details the development steps in the appraisal process through reconciliation. As part of the progression, the student will become acquainted with the accepted methodology and techniques that can be applied in the assignment using the sales comparison and/or income approaches. Included and

emphasized, through numerous illustrations and application case studies, are choosing comparable data, derivation and application of adjustments for various elements, derivation and application of rates of capitalization, and the logic and rationale applied during reconciliation. Also included is an introduction to the HP 12c financial calculator as well as discussion about using the sales comparison and income approaches in special situations.

Residential Site Valuation & Cost Approach (15 hours) - This course will give students valuable insight and a working knowledge of the various theories and methodologies for performing residential site values and developing the cost approach. Various costing methods will be discussed and applications of the cost approach in residential appraising will be examined. An exam at the conclusion of the course must be passed to receive qualifying education credit. **AQB Approved for Licensed Appraiser Requirements.**

Statistics, Modeling, and Finance (15 hours) - Statistics, Modeling, and Finance provides today's residential appraiser with both the theory and practice of statistics, real estate finance, and valuation modeling. The text outlines terminology and basic principles of statistics, including practical applications in statistical analysis, and presents real estate markets, terms of financing and real-world examples of how financing affects the value of property. **AQB Approved for Trainee/Registered, Licensed Appraiser Requirements and Certified General Requirements.**

State Approval Expiration Dates

State	Course Name	Hours CE/QE	Expiration Date
AR	2016-2017 National USPAP Update	7 CE	12/31/2017
	Better Safe Than Sorry	7 CE	03/09/2019
	Developing and Supporting Adjustments	7 CE	03/09/2019
CA	Institutional Fraud	4 CE	03/20/2017
	Dealing with a Negative Review	4 CE	08/11/2020
	Residential Appraisal Review and USPAP Compliance	7 CE	12/31/2017
	6.7 The Cost Approach to Residential Properties	7 CE	06/20/2017
DC	2016-2017 National USPAP Update	7 CE	12/31/2017
DE	Delaware Law	3 CE	n/a
	Residential Appraising in a Changing Market	7 CE	n/a
	5.0F Ethics	2 CE	n/a
FL	2016-2017 National USPAP Update	7 CE	12/31/2017
	Course 2.4 – Roadmap System to Income Capitalization	7 CE	09/13/2018
	Dealing with a Negative Review	4 CE	09/13/2018
	Residential Appraisal Review and USPAP Compliance	7 CE	12/31/2017
IL	2016-2017 National USPAP Update	7 CE	12/31/2017
	Better Safe Than Sorry	7 CE	12/31/2018
	Collateral Underwriter and the Future of Appraising	4 CE	12/31/2018
	Course 2.4 – Roadmap System	7 CE	12/31/2018
	Dealing with a Negative Review	4 CE	12/31/2018
	HUD Single Family Housing Policy Handbook	7 CE	12/31/2018
	Identifying Comparable Properties	7 CE	12/31/2018
	Institutional Fraud	4 CE	12/31/2018
	Residential Appraisal Review and USPAP Compliance	7 CE	12/31/2017
	Residential Narrative Report Writing	7 CE	12/31/2018
	Supporting Adjustments with Microsoft Excel	7 CE	12/31/2018
	Understanding Highest and Best Use	7 CE	12/31/2018
	Understanding the Message	4 CE	12/31/2018
	1.5C Residential Analysis for Small Income Property Appraisals	7 CE	12/31/2018
	19.1 An Appraiser's Guide to Environmental Issues	7 CE	12/31/2018
IN	Adjusting Comparable Sales for Seller Concessions	7 CE	n/a
	Appraising in the Foreclosure Market	7 CE	n/a
	Better Safe Than Sorry	7 CE	n/a
	Collateral Underwriter and the Future of Appraising	4 CE	n/a
	Course 2.4 – Roadmap System	7 CE	n/a
	Dealing with a Negative Review	7 CE	n/a
	Easements, Profits, and Licenses in Land	8 CE	n/a
	HUD Single Family Housing Policy Handbook	7 CE	n/a
	Identifying Comparable Properties	7 CE	n/a
	Institutional Fraud	4 CE	n/a
	Manufactured Home Guide	8 CE	n/a
	Residential Appraisal Review and USPAP Compliance	7 CE	n/a
	Supporting Adjustments with Microsoft Excel	7 CE	n/a
	Understanding the Message	4 CE	n/a
	1.5C Residential Analysis for Small Income Property Appraisals	8 CE	n/a
	11.8a Calculating Gross Living Area Using ANSI Standards	4 CE	n/a
	13.0B Indiana Law	4 CE	n/a
19.1 An Appraiser's Guide to Environmental Issues	7 CE	n/a	
6.7 The Cost Approach to Residential Properties	7 CE	n/a	
Please note: AQB-approved courses are automatically accepted in Indiana			
KS	2016-2017 National USPAP Update	7 CE	12/31/2017
	Better Safe Than Sorry	7 CE	12/31/2017
	Developing and Supporting Adjustments	7 CE	12/31/2017

State	Course Name	Hours CE/QE	Expiration Date
KY	2016-2017 National USPAP Update	7 CE	12/31/2017
	HUD Single Family Housing Policy Handbook	7 CE	n/a
	Residential Appraisal Review and USPAP Compliance	7 CE	12/31/2017
	Supporting Adjustments with Microsoft Excel	7 CE	n/a
LA	2016-2017 National USPAP Update	7 CE	12/31/2017
	Better Safe Than Sorry	7 CE	n/a
	Residential Appraisal Review and USPAP Compliance	7 CE	12/31/2017
MD	HUD Single Family Housing Policy Handbook	7 CE	06/30/2019
	Residential Appraising in a Changing Market	7 CE	06/30/2019
	Residential Narrative Report Writing	7 CE	06/30/2018
	Please note: USPAP is automatically accepted in Maryland		
MI	2016-2017 National USPAP Update	7 CE	12/31/2017
	Adjusting Comparable Sales for Seller Concessions	7 CE	11/25/2017
	HUD Single Family Housing Policy Handbook	7 CE	11/10/2018
	Identifying Comparable Properties	7 CE	12/02/2018
	Supporting Adjustments with Microsoft Excel	7 CE	11/25/2017
MS	2016-2017 National USPAP Update	7 CE	11/12/2017
	Better Safe Than Sorry	7 CE	04/12/2018
	Developing and Supporting Adjustments	7 CE	02/23/2019
	HUD Single Family Housing Policy Handbook	7 CE	04/28/2018
MO	2016-2017 National USPAP Update	7 CE	12/31/2017
	Better Safe Than Sorry	7 CE	06/30/2018
	Course 2.4 – Roadmap System	7 CE	06/30/2018
	Dealing with a Negative Review	4 CE	06/30/2018
	Developing and Supporting Adjustments	7 CE	06/30/2018
	Residential Appraisal Review and USPAP Compliance	7 CE	07/15/2018
NE	2016-2017 National USPAP Update	7 CE	12/31/2017
	Better Safe Than Sorry	7 CE	01/19/2022
	Developing and Supporting Adjustments	7 CE	01/19/2022
	HUD Single Family Housing Policy Handbook	7 CE	01/21/2021
	Identifying Comparable Properties	7 CE	01/22/2020
	Residential Narrative Report Writing	7 CE	11/21/2018
NH	Course 2.4 – Roadmap System to Income Capitalization	7 CE	08/05/2019
	Dealing with a Negative Review	4 CE	08/05/2019
	Residential Appraisal Review and USPAP Compliance	7 CE	12/31/2017
NJ	2016-2017 National USPAP Update	7 CE	12/31/2017
	Collateral Underwriter and the Future of Appraising	4 CE	n/a
	Course 2.4 – Roadmap System to Income Capitalization	7 CE	n/a
	Dealing with a Negative Review	4 CE	n/a
	HUD Single Family Housing Policy Handbook	7 CE	n/a
	Residential Appraisal Review and USPAP Compliance	7 CE	12/31/2017
	Residential Appraising in a Changing Market	7 CE	n/a
	Supervising the Trainee Appraiser	4 CE	n/a
	Understanding Leases	4 CE	n/a
5.0F Ethics	2 CE	n/a	
NM	2016-2017 National USPAP Update	7 CE	12/31/2017
	Course 2.4 – Roadmap System to Income Capitalization	7 CE	07/08/2019
	Dealing with a Negative Review	4 CE	07/08/2019
	Residential Appraisal Review and USPAP Compliance	7 CE	12/31/2017
NY	Developing and Supporting Adjustments	7 CE	12/31/2017
OK	Advanced Residential Applications and Case Studies	14 CE/15 QE	12/01/2018
	Basic Appraisal Principles	28 CE/30 QE	06/29/2017
	Basic Appraisal Procedures	28 CE/30 QE	11/25/2017
	Benefits of Going Paperless	4 CE	08/06/2017
	Collateral Underwriter and the Future of Appraising	4 CE	07/01/2018

State	Course Name	Hours CE/QE	Expiration Date
OK	Course 2.4 – Roadmap System to Income Capitalization	7 CE	08/03/2019
	HUD Single Family Housing Policy Handbook	7 CE	09/02/2018
	Identifying Comparable Properties	7 CE	01/07/2018
	Residential Appraisal Review and USPAP Compliance	7 CE	12/31/2017
	Residential Market Analysis and Highest and Best Use	14 CE/15 QE	05/14/2017
	Residential Report Writing and Case Studies	14 CE/15 QE	08/14/2017
	Residential Sales Comparison and Income Approaches	28 CE/30 QE	05/27/2018
	Residential Site Valuation and Cost Approach	14 CE/15 QE	05/16/2017
	Statistics, Modeling, and Finance	14 CE/15 QE	03/18/2019
	Stop the Madness	4 CE	08/03/2019
	Supervising the Trainee Appraiser	4 CE	07/01/2018
	Supporting Adjustments with Microsoft Excel	7 CE	01/07/2018
	Understanding the Message	4 CE	08/03/2019
	Using the HP12C Calculator: The Basics	7 CE	08/03/2019
	11.8a Calculating Gross Living Area Using ANSI Standards	4 CE	08/03/2019
OR	2016-2017 National USPAP Update	7 CE	12/31/2017
	Appraising in the Foreclosure Market	7 CE	n/a
	Benefits of Going Paperless	4 CE	06/15/2019
	Better Safe Than Sorry	7 CE	04/12/2018
	Collateral Underwriter and the Future of Appraising	4 CE	06/18/2018
	Course 2.4 – Roadmap System to Income Capitalization	7 CE	06/14/2019
	Dealing with a Negative Review	4 CE	02/24/2020
	Developing and Supporting Adjustments	7 CE	12/14/2019
	HUD Single Family Housing Policy Handbook	7 CE	08/17/2018
	Institutional Fraud	4 CE	n/a
	Institutional Fraud	8 CE	n/a
	Residential Appraisal Review	7 CE	n/a
	Residential Appraisal Review and USPAP Compliance	7 CE	12/31/2017
	Supporting Adjustments with Microsoft Excel	7 CE	01/16/2018
	1.5C Residential Analysis for Small Income Property Appraisals	8 CE	n/a
	11.8a Calculating Gross Living Area Using ANSI Standards	4 CE	n/a
	19.1 An Appraiser's Guide to Environmental Issues	7 CE	n/a
	6.7 The Cost Approach to Residential Properties	7 CE	n/a
PA	2016-2017 National USPAP Update	7 CE	12/31/2017
	Collateral Underwriter and the Future of Appraising	4 CE	06/10/2018
	Course 2.4 – Roadmap System to Income Capitalization	7 CE	06/13/2019
	Dealing with a Negative Review	4 CE	07/11/2019
	Developing and Supporting Adjustments	7 CE	03/16/2020
	HUD Single Family Housing Policy Handbook	7 CE	08/19/2018
	Residential Appraisal Review and USPAP Compliance	7 CE	07/15/2018
	Residential Appraising in a Changing Market	7 CE	12/01/2017
	Supervising the Trainee Appraiser	4 CE	05/01/2018
	5.0F Ethics	2 CE	03/25/2018
	13.0A Pennsylvania Law	2 CE	08/11/2019
TN	2016-2017 National USPAP Update	7 CE	12/31/2017
	Appraising in the Foreclosure Market	7 CE	01/31/2018
	Better Safe Than Sorry	7 CE	11/30/2018
	Collateral Underwriter and the Future of Appraising	4 CE	07/31/2017
	Course 2.4 – Roadmap System to Income Capitalization	7 CE	10/31/2018
	Dealing with a Negative Review	4 CE	10/31/2018
	Developing and Supporting Adjustments	7 CE	11/30/2018
	HUD Single Family Housing Policy Handbook	7 CE	08/31/2017
	Residential Appraisal Review and USPAP Compliance	7 CE	12/31/2017
	Understanding Highest and Best Use	7 CE	02/28/2018
	1.5C Residential Analysis for Small Income Property Appraisals	8 CE	02/28/2018

State	Course Name	Hours CE/QE	Expiration Date
TX	2016-2017 National USPAP Update	7 CE	12/31/2017
	Adjusting Comparable Sales for Seller Concession	7 CE	09/03/2016
	Basic Appraisal Principles	28 CE/30 QE	06/29/2017
	Basic Appraisal Procedures	28 CE/30 QE	11/25/2017
	Collateral Underwriter and the Future of Appraising	4 CE	07/26/2017
	Course 2.4 – Roadmap System to Income Capitalization	7 CE	08/31/2018
	HUD Single Family Housing Policy Handbook	7 CE	09/09/2017
	Residential Appraisal Review and USPAP Compliance	7 CE	06/15/2018
	Supporting Adjustments with Microsoft Excel	7 CE	02/23/2017
VA	Appraising in the Foreclosure Market	7 CE	n/a
	Collateral Underwriter and the Future of Appraising	4 CE	n/a
	HUD Single Family Housing Policy Handbook	7 CE	n/a
	Institutional Fraud	8 CE	n/a
	Institutional Fraud	4 CE	n/a
	Residential Appraising in a Changing Market	7 CE	n/a
	Residential Narrative Report Writing	7 CE	n/a
	11.8a Calculating Gross Living Area Using ANSI Standards	4 CE	n/a
	19.1 An Appraiser's Guide to Environmental Issues	7 CE	n/a
Please note: AQB-approved courses are automatically accepted in Virginia			
WA	2016-2017 National USPAP Update	7 CE	12/31/2017
	Appraisal of Green Homes	7 CE	06/13/2017
	Better Safe Than Sorry	7 CE	04/12/2018
	Collateral Underwriter and the Future of Appraising	4 CE	07/13/2018
	Course 2.4 – Roadmap System to Income Capitalization	6 CE	07/14/2019
	HUD Single Family Housing Policy Handbook	7 CE	09/03/2018
	Residential Appraising: New Things to Think About	7 CE	05/03/2018
	Residential Appraisal Review and USPAP Compliance	7 CE	07/15/2018
	Supporting Adjustments with Microsoft Excel	7 CE	01/16/2018
	Understanding and Using Comparable Transactions	7 CE	12/02/2017
	1.5C Residential Analysis for Small Income Property Appraisals	8 CE	06/13/2017
WV	2016-2017 National USPAP Update	7 CE	12/31/2017
WI	Appraisal of Green Homes	7 CE	n/a
	Appraising in the Foreclosure Market	7 CE	n/a
	Institutional Fraud	4 CE	n/a
	Residential Narrative Report Writing	7 CE	n/a
	Understanding the Message	4 CE	n/a
Please note: AQB-approved courses are automatically accepted in Wisconsin			