

DATE

Monday, September 17, 2018

TIME

9:00am - 12noon

LOCATION

SAR Mack Powell Event Center
2003 Howe Avenue
Sacramento, CA 95825

COST

\$25 (REALTORS®) \$35 (non-REALTORS®)
if paid by Friday, Sept. 14

\$35 (REALTORS®) \$45 (non-REALTORS®)
if paid after Friday, Sept. 14

TO REGISTER

Register online at <http://ims.sacrealtor.org>
or fax with payment to 916-779-3945.
Questions: 916-437-1210

CANCELLATION POLICY:

All registrants must cancel at least 48 hours in advance
to receive refund (Illness, accident or death in the
family excluded).



This class counts toward SAR's ACE Award.
For details, visit <https://sacrealtor.org/ace-award>



2003 HOWE AVE.
SACRAMENTO
CA 95825-0176

For a complete schedule of classes,
visit www.sacrealtor.org

How to Think Like an Appraiser

The appraisal is one of the most critical parts of a transaction, yet communication with the appraiser is often one of the most neglected aspects of the transaction. This class will help agents learn how an appraiser thinks, offer tips for communicating with appraisers, and will go through a handful of real examples for pulling comps like an appraiser.

What you will learn:

- What to say and not to say to appraisers
- What type of information to share with appraisers
- How to see properties like an appraiser does
- How to pull comps like an appraiser
- Ample time for Q&A

Instructor Ryan Lundquist



Ryan Lundquist is a certified appraiser in the Sacramento area. His clients include home owners, real estate agents, governmental agencies, attorneys, and lenders. Ryan runs the Sacramento Appraisal Blog, which is a top ranking appraisal blog in the United States. He has written over 1000 articles to help illustrate what is happening in the market as well as offer insight into how appraisers think. Ryan has been interviewed on CBS 13 and quoted in the Sacramento Business Journal and Sacramento Bee. He was awarded SAR's 2014 Affiliate of the Year, and is a board member of the Real Estate Appraisers Association of Sacramento.

Any photos taken during the course of the event may be used for future advertising or posted on social media. If you do not wish your photo to be published, please inform the Association.

This course is sponsored by the Sacramento Association of REALTORS®. However this sponsorship does not constitute an endorsement of the views or opinions which are expressed by the instructor, authors or lecturers.

REGISTRATION FORM

How to Think Like an Appraiser - Sept. 17

NAME

COMPANY

ADDRESS

CITY

EMAIL

PHONE

METHOD OF PAYMENT: (Please check one) VISA MASTERCARD AMEX DISCOVER CHECK (MAKE CHECK TO SAR)

AMOUNT ENCLOSED: \$ _____

ACCOUNT NAME

ACCOUNT NUMBER

SIGNATURE

EXPIRATION DATE

SECURITY CODE