



"Sales Data Analysis"

7 hour Continuing Education course! OREA C.E. #12226C011

April 6, 2012, 8:30 A.M. - 4:30 P.M.

Hampton Inn & Suites • 327 E Fir Avenue • Fresno CA 93720

(Near Highway 41 & Herndon Ave. Cross street North Fresno Street)

Contact Barry R. Cleverdon 916-783-9797 or e-mail seminars@calweb.com

AQB Certified USPAP instructor - 10462. Certified Residential Real Estate Appraiser AR001585

(On the web at: www.appraisertraining.com - check for more details)

Paired Sales Analysis. Graphing, charting, regression analysis, abstracting adjustments from market data. Comparing market to market.

- ◆ Working with Excel class will cover how to find supportable data. Bring your laptop with Excel 2007 or 2010 recommended.
- ◆ The use of Excel is done in class exercises. Matched pairs included from sample data. Taking data & using regression trends to show some adjustments. Figuring out what works for your data. Reports require use of supported data. Reviewers are challenging adjustment without explanation. Some data can be in report that appraiser may considered evident & reviewer may, or may not, agree. Have your reports supported.
- ◆ Tasks in class will cover analyzing adjustments. Sources will include price per foot, room count variances, one versus two story characteristics. Yard features found in common reports adjustments. Location adjustments.
- ◆ Factoring what is in sales grids. Supporting market trend adjustments. .When should market trend adjustments be from and to. Date of Sale is? How long is the trend changing before you make this type of adjustment. For Market trend Analysis what period of time? One, Two, Three, Six or Twelve months? .
- ◆ Critical discussion of "verification process". Sufficient data? Use of non MLS sales? Use of short sales, REO sales? Questions to consider asking agents during the interviews as to motivation of seller, buyer, concessions, give backs.

Registration Form

Sales Data Analysis - 7 hour C.E. – 1226C011

April 6, 2012: 8:30 A.M. - 4:30 P.M.

Location: Hampton Inn & Suites 327 E Fir Ave • Fresno, CA 93720

Name _____ License # _____
 Address _____ City _____, California ZIP _____
 Phone () _____ FAX () _____ E-mail address _____

* Mail or Fax this document with credit card information below

* If paid by Check: Make Check Payable to & please enclose check with mailed registration form to:

Barry R. Cleverdon - 203 Golden Hill Court, Roseville, CA 95661 - FAX 916-783-9818

(Confirmation of receipt of check, credit card order & registration will be provided)

- Charge my Visa card Account Number _____
- Charge my MasterCard Name on Card _____
- Charge my Discover card Expiration Date ____ / ____ Security Code ____ **Fee: \$150**

Signature: _____

Be sure to sign the signature line - cannot process credit charges or complete enrollment without this signature

or call 916-783-9797 for more information

3/3/12

Refunds for enrollment are available up to 5 days prior to date of class scheduled. \$25 cancellation fee if enrollment is not canceled prior 5 days prior to date of class.