

The East Florida Chapter Presents:**The 11th Annual
Winter Extravaganza**

The Winter Extravaganza offers education and networking, as well as a chance for you and your family to enjoy the Orlando attractions. Stay at the Embassy Suites Jamaican Court conveniently located on the famous International Drive. Rooms are available at a special rate of \$199 (parking fee not included) by calling 1800-871-5831 group code is APR by 1/10/19 (includes hot breakfast, happy hour, transportation to select parks).



FOR MORE INFORMATION CLICK [HERE](#)
or Call the Chapter Office at **813-545-1382** or email Lauren@eflai.org

Reserve your spot today!

[Register Now](#)

Condemnation Appraising: Principles & Applications
Sunday - Tuesday, February 10-12, 2019
Instructor: John R. Underwood, Jr., MAI, SRA

Gain an understanding of the eminent domain process, rules and regulations governing condemnation appraisals, and important issues unique to this appraisal specialty. Acquire the tools to address issues such as the valuation rules used by different jurisdictions, identification and valuation of the larger parcel, and the estimation of damages and benefits. Examine advanced applications of appraisal techniques and problem-solving in condemnation cases. Participants will discover how courts view various appraisal methodologies. Case studies are presented to reinforce the application of condemnation appraisal principles. **Note.** This 3-day course combines the previous basic and advanced condemnation courses: *Condemnation Appraising: Basic Principles & Applications* and *Condemnation Appraising: Advanced Principles & Applications*.

Note. This course is in the [Litigation](#) Professional Development Program. For more information, [click here](#).

Evaluating Commercial Leases: The Tenant and the Terms Both Matter
Monday, February 11, 2019
Instructor: Richard L. Borges II, MAI, SRA, AI-GRS, AI-RRS
New Seminar!

This 7-hour seminar introduces participants to how the terms of a lease and the risk profile of the tenant influence the valuation of commercial real estate. Participants will see how the business features of commercial leases affect the quantity and the duration of the income stream that a property will generate and the development of the property's income statement. Non-traditional sources of income, the proper period to use in measuring the income, measuring the real vacancy rate, expenses that might not be recoverable by a landlord if a CAM formula is incorrect, and how other special clauses in a lease can all affect the property's income stream will be examined. The second part of the seminar discusses tenant credit risk issues and explains why understanding a tenant's financial strength is key to assessing the quality of the income stream.

Valuation by Comparison: Residential Analysis and Logic

Tuesday, February 12, 2019

Instructor: Sandra K. Adomatis, SRA

**Updated Version Now Available!
NEW ways to solve appraisal problems...**

Real estate markets and residential appraisal requirements have changed significantly due to market volatility and increased oversight which has left residential appraisers searching for new strategies to handle their appraisal assignments. This seminar revisits valuation fundamentals and illustrates why you need data collection and analytical skills more than ever. The seminar uses and is based on the 2018 updated 2nd edition of *Valuation by Comparison*. You'll learn why clients need an appraisal, why you must have appropriate market data, and why it is imperative that you know your market. You'll discover how to find the information you need in markets where data is scarce, inconsistent, or misleading. And you'll explore techniques to accurately interpret and then anticipate the actions of buyers and sellers in today's market. Whether you are an experienced appraiser or newer to the profession, you'll learn about a variety of approaches and resources that are available for gleaming indications of market value, and you'll better understand which items require adjustment and which items can be ignored.

Contact Information

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