



**CREDIT RISK
MANAGEMENT, L.L.C.**

Understanding Real Estate Appraisals

One of our most in-demand courses! It takes only two days to learn the basics needed to perform internal real estate valuations where appropriate and to adequately review outside appraisals. We cover the full range of common valuation methods for loans related to Construction, Development, Residential properties, Commercial projects, etc. Learn from the area's leading authorities on the subject.

When: Class begins on Tuesday, September 23, 2008 and ends on Wednesday, September 24, 2008. All class sessions start at 9:00 a.m. and end at 4:30 p.m.

Where: At our computer training facility in Raleigh, North Carolina. Credit Risk Management, L.L.C. is located at GlenLake One, 4140 Parklake Avenue, Suite 510, Raleigh, NC, 27612, just off of the I-440 Beltline, behind the Crabtree Valley Mall.

Who should attend: Any lender, manager or underwriter that is or will be involved in real estate lending and wants to sharpen their skills on ordering, reviewing and understanding real estate appraisals. Also, any party wanting to learn how to prepare real estate evaluations, instead of appraisals.

Course Outline:

- Day 1 – Real Estate appraisals and Evaluations, Residential Appraisal Compliance
- Day 2 – Commercial RE Appraisals, Appraisal Methodology and Key Concepts

Course Content: This is a fast-paced, two-day course

- Understanding RE Appraisals and Evaluations
 - Policy Requirements
 - Independence
 - List of Approved Appraisers
 - The Engagement Process
- Residential Appraisal Compliance Review
- Real Estate Evaluations
- Reading Commercial Real Estate Appraisals
 - Income Properties
 - Land Development
 - Commercial Construction
 - Special Use/Purpose
- Understanding Appraisal Methodology and Key Concepts
 - Highest and Best Use
 - Valuation Approaches
 - Direct Cap and Discount Cash Flow Analysis
 - Absorption and Discounting
- Case Studies

Dress: Business casual.

Cost:

1 person \$325/day	\$650
2 - 4 people attending this workshop or CRM Credit Manual Client \$275/day	\$550 per person

***Other Credit Risk Management Training this year: (mark your calendars)**

- **Consumer Lending – August 27-28, 2008**
- **Credit Underwriting with CRM Toolbar – September 9-11, 2008**
- **Real Estate Lending – September 16-18, 2008**
- **Compliance Topics – October 1, 2008**
- **Loan Documentation – October 2, 2008**
- **Commercial & Industrial Lending – October 21-23, 2008**
- **Consumer Lending – November 4-5, 2008**
- **Credit Underwriting with CRM Toolbar – December 9-11, 2008**

Registration: To enroll, register on-line at <http://www.creditriskmgt.com/go.php>. We will invoice you once we have received your registration form. A packet will be sent to each participant that includes directions as well as hotel and restaurant information. Please contact us with any questions.

- Email: CRMTrainingMailbox@creditriskmgt.com
- Fax: 919-846-5760
- Phone: 919-846-1601
- Website: www.creditriskmgt.com