

**INFORMATION BOOKLET FOR THE
NATIONALLY APPROVED
REAL PROPERTY APPRAISER EXAMINATIONS**



**PREPARED BY:
PROFESSIONAL EXAMINATION SERVICE**

GENERAL INFORMATION / EXAMINATION DESCRIPTION

Professional Examination Service (PES) is a not-for-profit testing corporation founded in 1941. Since that time, PES has specialized in the development and administration of national certification and licensure examinations. PES' most important operating principle is to develop examinations of the highest quality. Examinations are developed in conformity with the standards established by the National Commission for Certifying Agencies (NCCA), American Psychological Association and the United State Equal Employment Opportunity Commission.

Examinations for the Nationally Approved **General, Residential, and Licensed** real property appraiser certification are in a multiple choice format, with four possible choices per question. Candidates are given three (3) hours to complete the 100-item examination. These examinations have been approved by the Appraiser Qualification Board (AQB) of the Appraisal Foundation.

These examinations were developed by an expert committee of practitioners in the field of appraisal for more than 10 years. All examination items underwent a rigorous review by several content expert panels, psychometricians, and editors. Each form of these examinations has been statistically equated to insure a constant difficulty level. Therefore, each form of this examination is equal in difficulty.

The passing score for these examinations was developed by another panel of experts who rated each item's difficulty level. Each item is equally weighted. That is, a correct response to one items is not weighted more than a correct response to another item.

Examination content is based on the outline provided by the Appraiser Qualifications Board of the Appraisal Foundation. These outlines are provided on the following pages of this manual. The % weights included in these outlines represent the weight of each content area in the examination.

To determine if your are eligible to take this examination, please contact you state board.

GENERAL RECOMMENDATIONS FOR TAKING TESTS

Please take your time and read each item carefully. Many incorrect answers are a result of the candidate not having read the question carefully. There is no extra penalty for guessing, therefore, try to answer all the items. Do not spend too much time on any one item. If you are not sure of an answer, try your best and continue on to the remainder of the items.

The use of calculators is permitted at the test site. Programmable calculators and calculators with alphabetic-numeric keyboards are **not** permitted. Texas-Instruments BA-II and Financial Investment Analyst, and Hewlett Packard HP12-C calculators, for example, are among those which are acceptable. Texas-Instruments BA-54, and Hewlett Packard HP18-C and HP19-C, for example, are among those which are not acceptable.

You are permitted to take the examinations as many times as you wish. Of course, you will be taking different versions of the examination. All examination versions are psychometrically equated to insure comparability in difficulty.

On page 10, we have provided sample test questions. These sample items are typical examples of what will appear on the actual test form. Following these items, you will see a bibliography of books that can be used to prepare for the examination. This list is not an endorsement of specific textbooks. This is a partial list of references which may be used to prepare for the examination.

CERTIFIED GENERAL REAL PROPERTY APPRAISER

NATIONAL UNIFORM EXAMINATION

**CONTENT OUTLINE
Weight**

	%
I. INFLUENCES ON REAL ESTATE	3%
A. Physical and Environmental	
B. Economic	
C. Governmental and legal	
D. Social	
II. LEGAL CONSIDERATIONS IN APPRAISAL	4%
A. Real estate vs. Real property	
B. Real property vs. Personal property	
1. Fixtures	
2. Trade fixtures	
3. Machinery and equipment	
C. Limitations on real estate ownership	
1. Private	
a. Deed restrictions	
b. Leases	
c. Mortgages	
d. Easements	
e. Liens	
f. Encroachments	
2. Public	
a. Police power	
(1) Zoning	
(2) Building and fire codes	
(3) Environmental regulations	
b. Taxation	
(1) Property tax	
(2) Special assessments	
c. Eminent domain	
d. Escheat	
D. Legal rights and interests	
1. Fee simple estate	
2. Life estate	
3. Leasehold interest	
4. Leased fee interest	
5. Other legal interests	
a. Easement	
b. Escheat	
E. Forms of property ownership	
1. Individual	
2. Tenancies and undivided interests	
3. Special ownership forms	
a. Condominiums	
b. Cooperative	
F. Legal descriptions	
1. Metes and bounds	
2. Government survey	
3. Lot and block	
G. Transfer of title	
1. Basic types of deeds	
2. Recordation	
III. TYPES OF VALUE	3%
A. Market Value or Value in Exchange	
B. Price	
C. Cost	
D. Investment Value	
E. Value in Use	
F. Assessed Value	
G. Insurable Value	
H. Going Concern Value	
IV. ECONOMIC PRINCIPLES	4%
A. Anticipation	
B. Balance	
C. Change	

- D. Competition
- E. Conformity
- F. Contribution
- G. Increasing and decreasing returns
- H. Opportunity cost
- I. Substitution
- J. Supply and demand
- K. Surplus productivity

V. REAL ESTATE MARKETS AND ANALYSIS	11%
A. Characteristics of real estate markets	
1. Availability of information	
2. Changes in supply vs. demand	
3. Immobility of real estate	
4. Segmented markets	
5. Regulations	
B. Absorption analysis	
1. Demographic data	
2. Competition	
3. Absorption	
4. Forecasts	
5. Existing space inventory	
6. Current and projected space surplus	
7. New space	
C. Role of money and capital markets	
1. Competing investments	
2. Sources of capital	
D. Real estate financing	
1. Mortgage terms and concepts	
a. Mortgager	
b. Mortgagee	
c. Principal and interest	
2. Mortgage payment plans	
a. Fixed rate, level payment	
b. Adjustable rate	
c. Buydown	
d. Other	
3. Types of mortgages	
a. Conventional	
b. Insured	
VI. VALUATION PROCESS	5%
A. Definition of the problem	
1. Purpose and use of appraisal	
2. Interests to be appraised	
3. Type of value to be estimated	
4. Date of the value estimate	
5. Limiting conditions	
B. Collection and analysis of data	
1. National and regional trends	
2. Economic base	
3. Local area and neighborhood	
a. Employment	
b. Income	
c. Trends	
d. Access	
e. Locational convenience	
4. Site and improvements	
C. Analysis of highest and best use	
D. Application and limitations of each approach to value	
1. Sales comparison	
2. Cost	
3. Income capitalization	
E. Reconciliation and final value estimate	
F. The appraisal report	

- 3. Gross income multiplier and net income ratio
 - 4. Band of investment (mortgage equity) techniques
 - 5. Residual techniques
 - a. Land (building value given)
 - b. Building (land value given)
 - c. Equity (mortgage value given)
 - D. Cash flow estimates (before tax only)
 - 1. Operating years
 - a. Estimating NOI with a change in NOI
 - b. Estimating NOI using lease information
 - c. Cash flow (NOI less mortgage payment)
 - 2. Reversion
 - a. Estimating resale with a change in value
 - b. Estimating resale with a terminal capitalization rate
 - c. Cash flow (sale price less mortgage balance)
 - d. Deductions for costs of sale and legal fees to arrive at a net reversion
 - E. Measures of cash flow
 - 1. Equity dividend rate (cash on cash rate)
 - 2. Debt coverage ratio
 - F. Discounted cash flow analysis (DCF)
 - 1. Relevance and limitations
 - 2. Potential gross income and expense estimate
 - a. Market vs. contract rents
 - b. Vacancy and lease commissions
 - c. Tenant improvements and concessions
 - 3. Discount rates and yield rates (definition and concept but no calculations of yield rate)
 - 4. Discounting cash flows (from operations and reversion where all cash flows projected in dollar amounts and tables or calculators can be used)
- XIV. VALUATION OF PARTIAL INTERESTS 3%
- A. Interests created by a lease
 - 1. Leased fee
 - 2. Leasehold
 - 3. Subleasehold
 - 4. Renewal options
 - 5. Tenant improvements
 - 6. Concessions
 - B. Lease Provisions
 - 1. Overage rent
 - 2. Expense stops
 - 3. Net leases
 - 4. Minimum rent
 - 5. Percentage rent
 - 6. CPI adjustments
 - 7. Excess rent
 - C. Valuation considerations
 - 1. Identifying the cash flows to the different interests, including turnover ratios
 - 2. Discount rate selection for different interests
 - 3. Relationship between the values of the interests
 - D. Other partial interests
 - 1. Life estates
 - 2. Undivided interest in commonly held property
 - 3. Easements
 - 4. Timeshares
 - 5. Cooperatives
- XV. APPRAISAL STANDARDS AND ETHICS 13%

**CERTIFIED RESIDENTIAL REAL PROPERTY
APPRAISER**

NATIONAL UNIFORM EXAMINATION

**CONTENT OUTLINE
Weight**

I.	INFLUENCES ON REAL ESTATE	5%
	A. Physical and Environmental	
	B. Economic	
	C. Governmental and legal	
	D. Social	
II.	LEGAL CONSIDERATIONS IN APPRAISAL	5%
	A. Real estate vs. Real property	
	B. Real property vs. Personal property	
	1. Fixtures	
	2. Trade fixtures	
	C. Limitations on real estate ownership	
	1. Private	
	a. Deed restrictions	
	b. Leases	
	c. Mortgages	
	d. Easements	
	e. Liens	
	f. Encroachments	
	2. Public	
	a. Police power	
	(1) Zoning	
	(2) Building and fire codes	
	(3) Environmental regulations	
	b. Taxation	
	(1) Property tax	
	(2) Special assessments	
	c. Eminent domain	
	d. Escheat	
	D. Legal rights and interests	
	1. Fee simple estate	
	2. Life estate	
	3. Leasehold interest	
	4. Leased fee interest	
	5. Other legal interests	
	a. Easement	
	b. Escheat	
	E. Forms of property ownership	
	1. Individual	
	2. Tenancies and undivided interests	
	3. Special ownership forms	
	a. Condominiums	
	b. Cooperative	
	F. Legal descriptions	
	1. Metes and bounds	
	2. Government survey	
	3. Lot and block	
	G. Transfer of title	
	1. Basic types of deeds	
	2. Recordation	
III.	TYPES OF VALUE	5%
	A. Market Value or Value in Exchange	
	B. Price	
	C. Cost	
	D. Investment Value	
	E. Value in Use	
	F. Assessed Value	
	G. Insurable Value	
IV.	ECONOMIC PRINCIPLES	6%
	A. Anticipation	
	B. Balance	
	C. Change	
	D. Competition	

- E. Conformity
- F. Contribution
- G. Increasing and decreasing returns
- H. Opportunity cost
- I. Substitution
- J. Supply and demand
- K. Surplus productivity

V.	REAL ESTATE MARKETS AND ANALYSIS	9%
	A. Characteristics of real estate markets	
	1. Availability of information	
	2. Changes in supply vs. demand	
	3. Immobility of real estate	
	4. Segmented markets	
	5. Regulations	
	B. Absorption analysis	
	1. Demographic data	
	2. Competition	
	3. Absorption	
	4. Forecasts	
	5. Existing space inventory	
	6. Current and projected space surplus	
	7. New space	
	C. Role of money and capital markets	
	1. Competing investments	
	2. Sources of capital	
	D. Real estate financing	
	1. Mortgage terms and concepts	
	a. Mortgager	
	b. Mortgagee	
	c. Principal and interest	
	2. Mortgage payment plans	
	a. Fixed rate, level payment	
	b. Adjustable rate	
	c. Buydown	
	d. Other	
	3. Types of mortgages	
	a. Conventional	
	b. Insured	
VI.	VALUATION PROCESS	7%
	A. Definition of the problem	
	1. Purpose and use of appraisal	
	2. Interests to be appraised	
	3. Type of value to be estimated	
	4. Date of the value estimate	
	5. Limiting conditions	
	B. Collection and analysis of data	
	1. National and regional trends	
	2. Economic base	
	3. Local area and neighborhood	
	a. Employment	
	b. Income	
	c. Trends	
	d. Access	
	e. Locational convenience	
	4. Site and improvements	
	C. Analysis of highest and best use	
	D. Application and limitations of each approach to value	
	1. Sales comparison	
	2. Cost	
	3. Income capitalization	
	E. Reconciliation and final value estimate	
	F. The appraisal report	
VII.	PROPERTY DESCRIPTION	9%
	A. Site description	
	1. Utilities	
	2. Access	
	3. Topography	
	4. Size	

B.	Improvement description		
1.	Size		
2.	Condition		
3.	Utility		
C.	Basic construction and design		
1.	Techniques and materials		
a.	Foundations		
b.	Framing		
c.	Finish (exterior and interior)		
d.	Mechanical		
3.	Functional utility		
VIII.	HIGHEST AND BEST USE ANALYSIS	8%	
A.	Four tests		
1.	Physically possible		
2.	Legally permitted		
3.	Economically feasible		
4.	Maximally productive		
B.	Vacant site or as if vacant		
C.	As improved		
D.	Interim use		
IX.	APPRAISAL MATH AND STATISTICS	6%	
A.	Compound interest concepts		
1.	Future value of \$1.00		
2.	Present value of \$1.00		
3.	Future value of an annuity of \$1.00 per period		
4.	Present value of an annuity of \$1.00 per period		
5.	Sinking fund factor		
6.	Installment of amortize \$1.00 (loan constant)		
B.	Statistical concepts used in appraisal		
1.	Mean		
2.	Median		
3.	Mode		
4.	Range		
5.	Standard deviation		
X.	SALES COMPARISON APPROACH	7%	
A.	Research and selection of comparables		
1.	Data sources		
2.	Verification		
3.	Units of comparison		
a.	Data sources		
b.	Income		
(1)	Potential gross income multiplier		
(2)	Effective gross income multiplier		
(3)	Overall rate		
c.	Size		
(1)	Square foot		
(2)	Acres		
(3)	Other		
d.	utility (examples only)		
(1)	Rooms		
(2)	Beds		
(3)	Other		
B.	Elements of comparison		
1.	Property rights conveyed		
a.	Easements		
b.	Leased fee/leasehold		
c.	Others		
2.	Financing terms and cash equivalency		
a.	Loan payment		
b.	Loan balance		
3.	Conditions of sale		
a.	Arms-length sale		
b.	Personality		
4.	Market conditions at time of contract and closing		
5.	Location		
6.	Physical characteristics		
C.	Adjustment process		
1.	Sequence of adjustments		
2.	Dollar adjustments		
3.	Percentage adjustments		
4.	Paired sales analysis		
5.	Application of sales comparison approach		
XI.	SITE VALUE	5%	
A.	Sales comparison		
B.	Land residual		
C.	Allocation		
D.	Extraction		
E.	Plottage and assemblage		
XII.	COST APPROACH	6%	
A.	Steps in cost approach		
1.	Reproduction vs. replacement cost		
a.	Comparative unit method		
b.	Unit-in-place method		
c.	Quantity survey method		
d.	Cost service index		
2.	Accrued depreciation		
a.	Types of depreciation		
(1)	Physical deterioration		
(a)	Curable		
(b)	Incurable		
(c)	Short-lived		
(d)	Long-lived		
(2)	Functional obsolescence		
(a)	Curable		
(b)	Incurable		
(3)	External obsolescence		
(a)	Locational		
(b)	Economic		
b.	Methods of estimating depreciation		
(1)	Age-life method		
(2)	Breakdown method and sequence of deductions		
(3)	Market extraction of depreciation		
B.	Application of the cost approach		
XIII.	INCOME APPROACH	8%	
A.	Estimation of income and expenses		
1.	Gross market income		
2.	Effective gross income		
a.	Vacancy		
b.	Collection loss		
3.	Operating expenses		
a.	Fixed expenses		
b.	Variable expenses		
c.	Reserve for replacements		
4.	Net operating income		
B.	Operating statement ratios		
C.	Direct capitalization		
1.	Relevance and limitations		
2.	Overall capitalization rate		
3.	Gross income multiplier and net income ratio		
4.	Band of investment (mortgage equity) techniques		
D.	Gross rent multiplier analysis		
XIV.	VALUATION OF PARTIAL INTERESTS	1%	
A.	Life estates		
B.	Undivided interest in commonly held property		
C.	Easements		
D.	Timeshares		
E.	Cooperatives		
F.	Leased fee estate		
G.	Leasehold estate		
XV.	APPRAISAL STANDARDS AND ETHICS	13%	

STATE LICENSED REAL PROPERTY APPRAISER

NATIONAL UNIFORM EXAMINATION

CONTENT OUTLINE

Weight

- I. INFLUENCES ON REAL ESTATE 5%
 - A. Physical and Environmental
 - B. Economic
 - C. Governmental and legal
 - D. Social
- II. LEGAL CONSIDERATIONS IN APPRAISAL 5%
 - A. Real estate vs. Real property
 - B. Real property vs. Personal property
 - C. Limitations on real estate ownership
 - 1. Private
 - a. Deed restrictions
 - b. Leases
 - c. Mortgages
 - d. Easements
 - e. Liens
 - f. Encroachments
 - 2. Public
 - a. Police power
 - (1) Zoning
 - (2) Building and fire codes
 - (3) Environmental regulations
 - b. Taxation
 - (1) Property tax
 - (2) Special assessments
 - c. Eminent domain
 - d. Escheat
 - D. Legal rights and interests
 - 1. Fee simple estate
 - 2. Life estate
 - 3. Leasehold interest
 - 4. Leased fee interest
 - 5. Other legal interests
 - a. Easement
 - b. Escheat
 - E. Forms of property ownership
 - 1. Individual
 - 2. Tenancies and undivided interests
 - 3. Special ownership forms
 - a. Condominiums
 - b. Cooperative
 - c. Timesharing
 - F. Legal descriptions
 - 1. Metes and bounds
 - 2. Government survey
 - 3. Lot and block
 - G. Transfer of title
 - 1. Basic types of deeds
 - 2. Recordation
- III. TYPES OF VALUE 5%
 - A. Market Value or Value in Exchange
 - B. Price
 - C. Cost
 - D. Investment Value
 - E. Value in Use
 - F. Assessed Value
 - G. Insurable Value
- IV. ECONOMIC PRINCIPLES 6%
 - A. Anticipation
 - B. Balance
 - C. Change
 - D. Competition
 - E. Conformity
 - F. Contribution

- G. Increasing and decreasing returns
- H. Substitution
- I. Supply and demand
- J. Surplus productivity

- V. REAL ESTATE MARKETS AND ANALYSIS 9%
 - A. Characteristics of real estate markets
 - 1. Availability of information
 - 2. Changes in supply vs. demand
 - 3. Immobility of real estate
 - 4. Segmented markets
 - 5. Regulations
 - B. Absorption analysis
 - 1. Demographic data
 - 2. Competition
 - 3. Absorption
 - 4. Forecasts
 - C. Role of money and capital markets
 - 1. Competing investments
 - 2. Sources of capital
 - D. Real estate financing
 - 1. Mortgage terms and concepts
 - a. Mortgager
 - b. Mortgagee
 - c. Principal and interest
 - 2. Mortgage payment plans
 - a. Fixed rate, level payment
 - b. Adjustable rate
 - c. Buydown
 - d. Other
 - 3. Types of mortgages
 - a. Conventional
 - b. Insured
- VI. VALUATION PROCESS 7%
 - A. Definition of the problem
 - 1. Purpose and use of appraisal
 - 2. Interests to be appraised
 - 3. Type of value to be estimated
 - 4. Date of the value estimate
 - 5. Limiting conditions
 - B. Collection and analysis of data
 - 1. National and regional trends
 - 2. Economic base
 - 3. Local area and neighborhood
 - a. Employment
 - b. Income
 - c. Trends
 - d. Access
 - e. Locational convenience
 - 4. Site and improvements
 - C. Analysis of highest and best use
 - D. Application and limitations of each approach to value
 - 1. Sales comparison
 - 2. Cost
 - 3. Income capitalization
 - E. Reconciliation and final value estimate
 - F. The appraisal report
- VII. PROPERTY DESCRIPTION 9%
 - A. Site description
 - 1. Utilities
 - 2. Access
 - 3. Topography
 - 4. Size
 - B. Improvement description
 - 1. Size
 - 2. Condition
 - 3. Utility
 - C. Basic construction and design
 - 1. Techniques and materials
 - a. Foundations

	<ul style="list-style-type: none"> b. Framing c. Finish (exterior and interior) 	
	2. Functional utility	
VIII.	HIGHEST AND BEST USE ANALYSIS 8%	
	<ul style="list-style-type: none"> A. Four tests <ul style="list-style-type: none"> 1. Physically possible 2. Legally permitted 3. Economically feasible 4. Maximally productive B. Vacant site or as if vacant C. As improved D. Interim use 	
IX.	APPRAISAL MATH AND STATISTICS 6%	
	<ul style="list-style-type: none"> A. Mean B. Median C. Mode D. Range E. Standard deviation 	
X.	SALES COMPARISON APPROACH 10%	
	<ul style="list-style-type: none"> A. Research and selection of comparables <ul style="list-style-type: none"> 1. Data sources 2. Verification 3. Units of comparison <ul style="list-style-type: none"> a. Data sources b. Size <ul style="list-style-type: none"> (1) Square foot (2) Acres (3) Other c. Utility (examples only) <ul style="list-style-type: none"> (1) Rooms (2) Beds (3) Other B. Elements of comparison <ul style="list-style-type: none"> 1. Property rights conveyed <ul style="list-style-type: none"> a. Easements b. Leased fee/leasehold c. Others 2. Financing terms and cash equivalency <ul style="list-style-type: none"> a. Loan payment b. Loan balance 3. Conditions of sale <ul style="list-style-type: none"> a. Arms-length sale b. Personality 4. Market conditions at time of contract and closing 5. Location 6. Physical characteristics C. Adjustment process <ul style="list-style-type: none"> 1. Sequence of adjustments 2. Dollar adjustments 3. Percentage adjustments 4. Paired sales analysis 5. Application of sales comparison approach 	
XI.	SITE VALUE 5%	
	<ul style="list-style-type: none"> A. Sales comparison B. Land residual C. Allocation D. Extraction E. Ground rent capitalization F. Plottage and assemblage 	
XII.	COST APPROACH 5%	
	<ul style="list-style-type: none"> A. Steps in cost approach <ul style="list-style-type: none"> 1. Reproduction vs. replacement cost <ul style="list-style-type: none"> a. Comparative unit method b. Unit-in-place method c. Quantity survey method d. Cost service index 2. Accrued depreciation <ul style="list-style-type: none"> a. Types of depreciation <ul style="list-style-type: none"> (1) Physical deterioration <ul style="list-style-type: none"> (a) Curable (b) Incurable (c) Short-lived (d) Long-lived (2) Functional obsolescence <ul style="list-style-type: none"> (a) Curable (b) Incurable (3) External obsolescence <ul style="list-style-type: none"> (a) Locational (b) Economic b. Methods of estimating depreciation <ul style="list-style-type: none"> (1) Age-life method (2) Breakdown method and sequence of deductions (3) Market extraction of depreciation B. Application of the cost approach 	
XIII.	INCOME APPROACH 6%	
	<ul style="list-style-type: none"> A. Estimation of income and expenses <ul style="list-style-type: none"> 1. Gross market income 2. Effective gross income <ul style="list-style-type: none"> a. Vacancy b. Collection loss 3. Operating expenses <ul style="list-style-type: none"> a. Fixed expenses b. Variable expenses c. Reserve for replacements 4. Net operating income B. Operating expenses ratios C. Gross rent multiplier 	
XIV.	VALUATION OF PARTIAL INTERESTS 1%	
	<ul style="list-style-type: none"> A. Life estates B. Undivided interest in commonly held property C. Easements D. Timeshares E. Cooperatives F. Leased fee estate G. Leasehold estate 	
XV.	APPRAISAL STANDARDS AND ETHICS 13%	

SAMPLE ITEMS

1. An article that was once personal property, but that has been more or less permanently installed in or attached to the land or a building is known as:
 1. fixture.
 2. trade fixture.
 3. chattel.
 4. chattel personal.

2. A refrigerator and fireplace equipment are considered:
 1. real estate.
 2. personal property.
 3. real property.
 4. fixtures.

3. When a large quantity of an item is available for sale, the general opinion is that the price of the item will decrease. However, if the item is relatively scarce and desired, the price will increase. This is an example of which economic principle?
 1. Supply and demand
 2. Highest and best use
 3. Substitution
 4. Conformity

4. Approximately what percentage of an acre is constituted by a lot 100 feet by 125 feet?
 1. 22%
 2. 29%
 3. 31%
 4. 60%

Answers: 1. (1) 2. (2) 3. (1) 4. (2)

The following references are for the **General, Residential, and Licensed**
Real Property Appraiser Certification Examinations:

- Akerson, Charles B., **The Appraiser's Workbook**,
Chicago: American Institute of Real Estate
Appraisers, 1985
- An Introduction to Appraising Real Property**,
Society of Real Estate Appraisers, 1975
- Appraisal Guide**, SREA
- The Appraisal Journal**, April 1984
- The Appraisal of Real Estate**, Chicago:
American Institute of Real Estate Appraisers,
most recent edition.
- Appraising Residential Properties**, Chicago: American
Institute of Real Estate Appraisers, 1988
- Beron, Gail; Boyce; Byrl N.; Kinnard; William N.;
Scribner, David, **An Introduction to Appraising
Real Property**, Revised 5th Edition.
- Beron, Gail L., **Applied Residential Property
Valuation**, 6th Edition, 1985
- Bloom, George F.; Harrison, Henry S., **Appraising
The Single-Family Residences**, Chicago: American
Institute of Real Estate Appraisers, 1984, 1987
- Boyce and Kinnard, **Appraisal of Real Estate**, 1984
SREA
- Boyce; Byrl N.; Kinnard, William N. Jr., **Appraising
Real Property**, Lexington, MA: D.C. Health and
Company, 1987
- Building Construction Estimating**, 2nd Edition
- Dictionary of Real Estate Appraisal**, 3rd Edition,
Chicago: American Institute of Real Estate
Appraisers
- Ellwood, **Financial Tables**
- Encyclopedia of Real Estate Appraising**, Edity
Freeman, Prentice-Hall
- Friedman; Harris; and Lindeman, **Dictionary of
Real Estate Terms (Barrons)**
- Fundamentals of Real Estate Appraisal**, most
Recent edition
- Harrison, H.S.; Harrison, J.S.; **Harrison's Illustrated
Dictionary of Real Estate Appraisal**, New Haven, CT:
Collegiate Distribution Company, 1983
- Harwood, Burce; Ellis, John, **Real Estate Resource Book**,
1986
- How to Appraise Commercial Properties**, ed. Robinson,
ASA
- Kinnard, William N. Jr.; **Income Property Valuation**,
Lexington, MA: D.C. Heath and Company, 1971
- Kratovil, Robert, **Real Estate Law**, 6th Edition
Prentice-Hall, 1974
- Lomax Tables**
- Marshall and Swift, **Cost Calculation**
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