

# SALES COMPARISON FUNDAMENTALS

## 7-HOUR COURSE

*Instructor: Tom Veit, AQB Certified USPAP Instructor*

**Overview:** This continuing education class is designed to help appraisers understand the logic and theory behind the sales comparison approach for residential real estate. The theory behind the sales comparison approach is often called the historical approach to value. A case will be made that some of the best data available will also include comparable listings. The goal of this class is to create conversation, promote thought, and give guidance to appraisers as to why the sales comparison approach will give a true indication of market value, and when it will give a false impression.

**Length:** One day, 7-hour continuing education seminar. Registration begins at 8:00 a.m. with the seminar beginning promptly at 8:30 a.m. and ending at 4:30 p.m.

**Course Fee:** \$150 if payment received in advance; \$175 if paid at the door. **Seating is usually limited.**

**Registration:**

Phone: Call toll tree (877) 463-3323 with VISA/MC, AmEx, or Discover.

Fax: Fax your registration form with credit card information to (877) 463-3360

Mail: Send your registration form and check made payable to *Dennis Badger & Associates, Inc.*

**Mail to: P.O. Box 23220 Lexington, KY. 40523**

**Required Materials:** Calculator

**Recording:** No audio recording or videotaping permitted.

### Registration Form

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, ZIP: \_\_\_\_\_

Phone - Home: \_\_\_\_\_ Work: \_\_\_\_\_

Phone - Fax: \_\_\_\_\_ Appraisal License #: \_\_\_\_\_ St: \_\_\_\_\_

Email: \_\_\_\_\_

Course Date: \_\_\_\_\_

VISA / MC / AmEx / Discover #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Signature: \_\_\_\_\_

**Visit us online  
for dates and locations**

<http://dennisbadger.com>



**Student Cancellation Policy:** Full refund up to 5 days prior to seminar date, and 50% refund until 48 hours prior to seminar date. Less than 48 hours notice results in forfeiture of entire payment.

**Pending Approval for 7 Hours of Continuing Education by:  
Kentucky Real Estate Appraisers Board**