



Greater
Harrisburg
REALTORS®
Institute

APPRAISAL CONTINUING EDUCATION

JUNE 30, 2025 DEADLINE



**Appraisers are required to complete 28 hours
of continuing education by June 30, 2024!**

ALL COURSES ARE APPROVED FOR APPRAISAL RE-CERTIFICATION CREDITS. ANY COURSES
APPROVED FOR PA REAL ESTATE CE CREDIT ARE NOTED IN COURSE DESCRIPTION.

Tuition must be paid in full prior to the start of a class. Tuition payments are refundable if 48 hour cancellation notice is given. If a student leaves after a class begins, no portion of tuition is refunded. Students must have registered, paid for class, and be seated at the advertised class start time in order to be admitted to the class. Late arrivals will not be seated, and will not be entitled to a refund. If the School finds it necessary to cancel the entire course, the full dollar amount of any payment will be promptly refunded. If the School cancels a portion of the course, the unused portion of the tuition may be credited towards a future course or refunded. No portion of the tuition will be refunded after class day begins.

In order to better accommodate your needs, please be sure to notify us in advance, if you have any disability which will require special auxiliary aids and/or services at this event. Payments to the Greater Harrisburg Association of REALTORS® are not deductible as charitable contributions for Federal Income Tax purposes; however, such payments may be deductible as ordinary and necessary.

UPCOMING COURSES

THE CHANGING LANDSCAPE OF APPRAISALS

This 7-hour course is approved for Appraisal re-certification for the 2023-2025 Appraisal cycle. Topics include: the mandatory 2 hours of PA state law, review of PAREA and how it changes appraisal training for new appraisers; HUD and Fannie Mae issues, including settlement of Fair Housing with HUD; Fannie and HUD's position on Interested Party Contributions; appraisers, underwriters, and the use of AI in the writing and review process; TILA and how it affects reporting of deficiencies in appraisals; discussion of current issues appraisers have with lenders and underwriters; reconsideration of Value by GSEs; finding new clients in private work; specific considerations for tax assessment, divorce, estate, and estate planning work, including engagement letters and work files. Cost \$85.

- **January 23** **8:30 a.m. - 4:30 p.m.**

Instructor: Melanie McLane, ABR, CRS, CRB, EPRO, GRI, GREEN, RAA, RSPS, PSA, SRES, SRS, CDEI

AMERICAN HOMES: CONSTRUCTION, STYLE, ARCHITECTURE

This 7-hour course will discuss the construction, style and architecture of homes and other buildings throughout the US. Students will be able to identify the architectural styles and time period, as well as materials used, and how homes were constructed. Many buyers & sellers don't realize that history helps to sell their home, as well as a knowledge of how and when the house was built. Appraisers will explore the actual style and construction of American homes, beyond the "does it fit in the box?" descriptions for Fannie Mae, and be able to clearly define the architectural styles and features of a house, and date a house based on construction, materials used, architectural details, etc. Class will spend time discussing changes made to buildings over time, which can be confusing when trying to date and place the home. Approved for 7 hours for Appraisal re-certification for the 2023-2025 Appraisal cycle & approved for 7 Hours Real Estate CE for the 2024-2026 cycle. Cost \$85

- **February 20** **8:30 a.m. - 4:30 p.m.**

Instructor: Melanie McLane, ABR, CRS, CRB, EPRO, GRI, GREEN, RAA, RSPS, PSA, SRES, SRS, CDEI

DIVING INTO FORMS & REQUIREMENTS

Topics for this 7-hour course appraisal course include: changes to UAD, coming forms changes, GSE requirements, making market-based adjustments in a variety of ways, review of different requirements for different types of loans, foreclosure and short sale assignments, creating a strong appraisal. At the end of the course students will be able to: Review changes to UAD and how they affect daily practice, identify form changes coming in 2025, Enumerate GSE requirements, understand Fannie and Freddie Requirements, analyze and understand appraisal assignments, apply GSE requirements to an appraisal report, examine how to appraise special properties and features, assess and rate condition and quality, discuss special situations: e.g. foreclosure, short sales, review statistics on foreclosure, examine how to identify and chart foreclosure rates and numbers, and assess the opportunities for appraisal work, Approved for 7 hours for Appraisal re-certification for the 2023-2025 Appraisal cycle. Cost \$85

- **March 4** **8:30 a.m. - 4:30 p.m.**

Instructor: Melanie McLane, ABR, CRS, CRB, EPRO, GRI, GREEN, RAA, RSPS, PSA, SRES, SRS, CDEI

2024-2025 USPAP UPDATE

Approved for 7 hours Appraisal Re-certification for the 2023-2025 Appraiser Re-certification cycle and 7 hours of CE for the Real Estate 2024-2026 cycle. Fulfills 7-hour USPAP instruction requirement. This course focuses on changes to Uniform Standards of Professional Appraisal Practice (USPAP) for 2024-2025 and on appraisal issues that affect daily appraisal practice. Course cost, \$85. There are three required text books. To purchase 2024 USPAP Guidance and Reference Manual (GRM), \$80; Additional books needed: 2024 USPAP \$40; 2024-2025 7-Hour USPAP Student Manual, \$40.

- **October 22** **8:30 a.m. - 4:30 p.m.**
- **March 13** **8:30 a.m. - 4:30 p.m.**

Instructor: Melanie McLane, ABR, CRS, CRB, EPRO, GRI, GREEN, RAA, RSPS, PSA, SRES, SRS, CDEI