

## The Roanoke Valley Real Estate Symposium

**7 CE hrs      Tuesday, May 21, 2024**

Jefferson Center, 541 Luck Avenue SW, Roanoke, VA 24016

**Check in at 8am; Seminar from 8:30am-4:30pm (CE pending w/VA State Bd)**

*THIS EVENT IS CATERED TOWARDS PROVIDING A LOCAL, CONTINUING EDUCATION (SEVEN HOURS) OPPORTUNITY FOR REAL ESTATE APPRISERS, BOTH STATE AND AI CE. ALL REAL ESTATE PROFESSIONALS ARE WELCOME TO ATTEND. OUR INTENTION FOR THIS EVENT IS TO PROVIDE NETWORKING OPPORTUNITIES, AS WELL AS AN INFORMATIVE DAY DISCUSSING THE CURRENT TRENDS, COSTS, ETC. OF RESIDENTIAL AND COMMERCIAL REAL ESTATE WITHIN THE ROANOKE VALLEY.*

### Presenters and Topics

Clay Taylor, CCIM (Cushman & Wakefield /Thalhimer) – (Multifamily)

Alexander Boone (ABoone Homes) - (Subdivision Costs / Development)

Jacob Quesenberry (Poe & Pronk) – (Industrial)

Ron Willard (The Willard Companies) - (Smith Mountain Lake – Residential / Commercial)

Frank Martin (Hall Associates) - (Office)

Ben Crew (Balzer) - (Site Development Costs)

Walt Dery (Pitman Construction) - (Residential Construction Costs)

Dan Wickham (Divaris Real Estate) - (Retail)

## Fundamentals of Appraising Affordable Housing

**\*NEW SEMINAR\***

**7 CE hrs      Tuesday, June 11, 2024      ZOOM**

**Check in begins at 8:15am; class starts at 8:30am**

**Instructor: Stacy Letton, MAI, SRA**

This seminar will provide you with a basic understanding of appraising affordable housing. You'll learn about the differences between an affordable multifamily property and a conventional market rent property and discover how regulatory forces rather than the market determines income and even expenses. You'll gain a basic understanding of how Low-Income Housing Tax Credit (LIHTC) programs work and recognize how other affordable housing programs interact with LIHTC units. By working problems, you'll see how traditional appraisal techniques and approaches must be modified. Course objectives:

- Gain an understanding of the principal difference between affordable and market rent properties.
- Understand the basic constructs of affordable housing programs and how regulatory rather than market forces drive income levels.
- Learn how to complete meaningful rental analysis.
- Understand what expenses may be affected by the operation of an affordable housing property.
- Learn to adjust the Income, Sales Comparison, and Cost Approaches to better address the income characteristics of affordable housing.

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Any & all cancellations are subject to an admin fee. No credit/refunds for cancellations made on or after 7 days prior to class. No credit/refunds for no-shows. Our cancellation policy is stated on the registration portal.

**Roanoke Valley RE Symposium (May 21) \$119 member/\$129 non-member**

<https://www.appraisalinstitute.org/education/search/roanoke-valley-real-estate-symposium-c-va/523532>

**Fundamentals of Affordable Housing (June 11) \$190 member/\$199 non-member**

<https://www.appraisalinstitute.org/education/search/fundamentals-of-appraising-affordable-housing/523662>

All educational offerings with the VCAI Chapter can be found on the chapter website: [www.vccai.org](http://www.vccai.org)  
Questions? Email: [lisamayweiss@hotmail.com](mailto:lisamayweiss@hotmail.com) Call: 856.415.0281