



**INTERNATIONAL RIGHT OF WAY ASSOCIATION**

19210 S. Vermont Avenue, Building A, Suite 100  
Gardena, CA 90248  
Phone: (310) 538-0233  
www.irwaonline.org

**Coming Soon!**

**Course 421:**

**The Valuation of Partial Acquisitions (*Pilot Presentation*)**

## **Course 421: The Valuation of Partial Acquisitions**

### **Course Description:**

This advanced course for the experienced appraiser deals with the special problems of the valuation of partial acquisitions, both fee and easement. The participant will learn various accepted appraisal methods in order to best determine the approach that is needed in any particular situation. To aid in understanding, this course includes numerous exercises and case studies.

### **This "how to" class includes:**

- How to determine and appraise the larger parcel
- Techniques for appraising the part acquired
- How to identify and measure various types of damages
- How to value the remainder after acquisition
- Special benefits - ways to handle
- Before and after approach - how, why & when

### **Topics:**

- Review of the basic principles and the valuation process
- Utilization of both Federal ("Before and After") Rule and the State (Summation) Method in the valuation of partial acquisitions
- Allocation of the partial acquisition compensation among its components (i.e., value of the part taken, damages to the remainder, benefits to the remainder, cost to cure)
- Application of various methods to analyze and quantify the impacts of partial acquisitions on remainder properties
- Analysis of both temporary and permanent easements and valuation techniques
- Becoming a better expert witness

### **Prerequisites:**

It is recommended that participants successfully complete IRWA Course 400 "Principles of Real Estate Appraisal" prior to attending this class, or have a minimum of one year practical appraisal experience or college appraisal class (minimum of 9 hours) or its equivalent.

### **Course Tuition Includes:**

Participant's manual; USPAP Text

### **Required Materials:**

Handheld Calculator

### **Who Should Take This Course:**

This course is geared toward experienced appraisers who are in the process of conducting partial acquisitions, as the course deals with the special problems of the valuation of partial acquisitions, both fee and easement.

Last Name	First Name
Title	
Company Name	
Address	
City, State, Zip	
( ) -	<input type="checkbox"/> Yes <input type="checkbox"/> No
Phone	Member
Member ID Number	
Email Address	

If payment includes the fees for registrants other than yourself, check here:   
 (Please submit names of other registrants on a separate paper along with this form)  
 Will you also be attending? Yes No

<b>Registration Deadlines</b>	<b>Member Tuition</b>	<b>Non-Member Tuition</b>	<b>Total Tuition Amount Due</b>
	\$655.00	\$655.00	\$_____

Total Member Registrants: \_\_\_\_\_  
 Total Non-Member Registrants: \_\_\_\_\_

PRINT NAME AS IT APPEARS ON CARD: \_\_\_\_\_

Amex  MC  Visa  Card #: \_\_\_\_\_ Exp: \_\_\_\_\_ 3-Digit CVV: \_\_\_\_\_

Signature: \_\_\_\_\_ Amount to be Charged: \_\_\_\_\_

### Course 421: The Valuation of Partial Acquisitions

**Co-sponsored by:** Chapter 36 & IRWA HQ  
**Dates:** July 19-22, 2010  
**Time:** 8:00 AM - 5:00 PM Daily  
**City:** Richardson, TX

**Class Location:**  
 Halff Associates  
 1201 North Bowser Road  
 Richardson, TX 75081  
 Phone: (214) 346-6291 (Sandi Foreman)

**Parking at Class Location:**  
 Parking is free. Park in the general lot on the north side of the building. Main entry to the facility is at the northwest corner of the building. **Do not park in visitors parking.**

**Four Ways to Register:**  
**Online:** www.irwaonline.org / **Fax:** (866) 388-7419  
**Phone:** (310) 538-0233, x138 / **Contact Coordinator**

***Cancellation Policy:** All classes scheduled by IRWA chapters are subject to cancellation. All class registrants are encouraged to contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be canceled at any time at the chapter's discretion. Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid course registration, if any, and IRWA and its chapters assume no other registrant liability resulting from class cancellation. Please see irwaonline.org for complete policy details.*

***Refund Policy:** Written notification of intent to cancel registration must be received by both the Course Coordinator and Headquarters Staff prior to the class start date in order to be eligible for a tuition refund. **100% refund** if notice is received 15 days or more prior to class start date; **75% refund** if notice is received less than 15 days prior; **no refund** will be issued for notice received on or after class start date.*

**Accommodations:**  
 Holiday Inn Richardson  
 1655 North Central Expressway  
 Richardson, TX 75080  
 Phone: (972) 238-1900

**Rates: (starting at)**  
 Single: \$82 + Tax

Please contact the hotel directly; must mention IRWA when making reservations to secure this rate. Rate includes complimentary hot breakfast. Shuttle service is available between hotel & class location.

**Course Coordinator:**  
 Karen Gnuse  
 151 W. Walters Street  
 Lewisville, TX 75057  
 Phone: (972) 420-0800 / Fax: (972) 420-0820  
 Email: kgnuse@usrightofway.com

**About the Facilitator:**  
**David Layne, SR/WA**, is the owner of Layne Consulting Services, Inc. Dave has thirty plus years experience in all phases of right of way (project scoping, appraisal / appraisal review, acquisition / relocation assistance, asset (property) management, and organizational management). Currently, he teaches at proprietary schools, for several professional organizations, and at the college/university level. He has advanced degrees in both business (M.A.) and adult education (C.A.S.). In 1991, Dave received the Frank C. Balfour Professional of the Year Award. In addition to the SR/WA designation, Dave holds an ASA designation with the American Society of Appraisers and an IAO designation with the Institute of Assessing Officers. He is a certified general real estate appraiser in New York State.