



Appraisal  
Institute®

*Professionals Providing  
Real Estate Solutions*

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Decisions to invest in, buy, or sell real estate almost always focus on one question. Whether the transaction involves a single-family home or a multi-building office park, someone always asks, “What’s it worth?” When questions regarding real estate value arise, ask a designated member of the Appraisal Institute.

In today’s real estate market, professional experience, integrity and knowledge are at more of a premium than ever before. Designated members of the Appraisal Institute are known around the world for their knowledge and experience as well as their unbiased and objective approach to real property appraisal and analysis. To hold an Appraisal Institute designation, an individual must meet rigorous education, experience and ethical requirements. By engaging the services of a designated member of the Appraisal Institute, you can benefit from the most skilled and experienced real estate appraisal professionals around.

Most designated members hold one or more of the following designations.

- The **MAI** membership designation, which is held by appraisers who are experienced in the valuation and evaluation of commercial, industrial, residential and other types of properties, and who advise clients on real estate investment decisions.
- The **SRPA** membership designation, which is held by appraisers who are experienced in the valuation of commercial, industrial, residential and other types of property.
- The **SRA** membership designation, which is held by real estate solutions providers who are experienced in the analysis and valuation of residential real property.

Currently the Appraisal Institute confers the MAI and SRA designations.

Lenders, government agencies, courts, corporations, investors and individual property owners continually seek out the opinions of designated Appraisal Institute members to guide their real estate decisions because they know our members are true professionals who have made a commitment to being the best in their field.

Achieving an Appraisal Institute professional designation isn't easy, and our members are rightly proud of their accomplishments. Holding a professional designation from the Appraisal Institute denotes a post-graduate level of achievement. In fact, fewer than 15 percent\* of all licensed or certified appraisers have earned the right to be called Appraisal Institute designated members.

To maintain their designation(s), members must fulfill continuing education requirements on an ongoing basis. This includes periodic attendance at and passing the exams for Standards of Professional Practice courses.

This commitment to professionalism makes Appraisal Institute members the preferred choice for real estate appraisal and analysis services.

In addition to providing opinions of market value and traditional appraisal services, designated members may answer your needs in some or all of these areas:

- Arbitration
- Absorption Studies
- Business Valuation
- Counseling
- Consulting
- Condemnation
- Evaluations

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\*Based on 12,000 designated members out of 80,000 names in the NTIS database.

- Expert Witness Testimony
- Litigation Preparation
- Cost & Benefit Studies
- Feasibility Studies
- Management Advice
- Market Analysis
- Market Rent Studies
- Market Trend Studies
- Operating Expense Analysis
- Renegotiating Private Mortgage Insurance
- Tax Assessment Review & Advice
- Zoning Testimony

When you seek solutions to real estate investment problems, our members deliver. They have the knowledge and expertise to ascertain your needs and assist you in making smart real estate decisions.

Make a smart decision by selecting a designated member of the Appraisal Institute. In today's real estate market, professional experience, integrity and knowledge are at more of a premium than ever before. By engaging the services of a designated member of the Appraisal Institute, you can benefit from the most skilled and experienced real estate appraisal professionals around!

# MAI

The current requirements to receive the MAI designation are:

## *Education*

- Receive a passing grade on 11 examinations that reflect 380 hours of classroom instruction and that test the appraiser's knowledge of basic and advanced appraisal principles, procedures and applications; report writing; valuation analysis and standards of professional practice
- Receive a passing grade on a four-module, two-day comprehensive examination
- Hold an undergraduate degree from a four-year accredited educational institution

## *Experience*

Receive credit for 6,000 hours of experience, including 3,000 hours of specialized appraisal experience, all of which must meet strict criteria

## *Demonstration Report*

Receive credit for a demonstration appraisal report relating to income-producing property that demonstrates the ability to present a properly supported value estimate or opinion evaluating the nature, quality or utility of a parcel of real estate or any interest in, or aspect of, real property, including handling physical incurable depreciation, OR fulfill an approved comparable alternative

# SRA

The current requirements to receive the SRA designation are:

## *Education*

- Total number of hours must be at least 200 hours of classroom instruction and that test the appraiser's knowledge of appraisal principles, residential valuation techniques, report writing and standards of professional practice
- Hold an undergraduate degree from an accredited educational institution (or satisfy a specified alternative)

## *Experience*

Receive credit for 4,500 hours of experience, including 2,000 hours of residential appraisal experience, all of which must meet strict criteria

## *Demonstration Report*

Receive credit for a demonstration appraisal report relating to a residential property that demonstrates the ability to present a properly supported value estimate or opinion evaluating the nature, quality, or utility of a parcel of real estate or any interest in, or aspect of, real property, OR fulfill an approved comparable alternative

## How to Find a Member of the Appraisal Institute

It's easy to find a member of the Appraisal Institute. Simply go to [www.appraisalinstitute.org](http://www.appraisalinstitute.org) and look for the "Find an Appraiser" option. You can search for designated members by name as well as geographically by city, county, state and metropolitan statistical area (MSA).

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*Today and throughout its 70-year history, the Appraisal Institute is the leading organization for professional real estate appraisers. Reflecting their unbiased and objective approach to real property appraisal and analysis, members of the Appraisal Institute are required to adhere to a strictly enforced Code of Professional Ethics and Standards of Professional Appraisal Practice. Appraisal Institute members may hold the prestigious MAI, SRPA and SRA designations.*

*The Appraisal Institute advocates equal opportunity and nondiscrimination in the appraisal profession and conducts its activities in accordance with applicable federal, state, and local laws.*

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