

**Explanation of the Current Economic Factors,  
Foreclosures and REO's and how to integrate them  
into the Valuation of Real Property**

1. In this 90 minute presentation, we will look at how our national debt structure has changed over the past 60 years, as a key to understanding where our economy is going in relation to real estate values.
2. An economic forecast will be discussed in relation to valuing real estate, since the appraiser's job is to value property as the "present value of future worth."
3. The question of how much duress is involved in REO, short sales, and other foreclosure sales will be analyzed, and the question of how they should be considered in multiple and linear regression analysis will be discussed.
4. The subject of sales concessions and their influence on values will be discussed.
5. Information on handling valuation appeals in this difficult time will be discussed.
6. Advice on how to mass appraise accurately with less personnel will be discussed.