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[www.irwaonline.org](http://www.irwaonline.org)

## Course 431: Problems in the Valuation of Partial Acquisitions

November 22, 2019  
Salt Lake City, UT



## Course 431: Problems in the Valuation of Partial Acquisitions

### Course Description:

This course presents more complex partial acquisition valuation problems and offers opportunities for the participants to understand better the possible applications of appraisal theory to specific partial acquisition appraisal situations.

### Course Level:

Intermediate

### Course Tuition Includes:

Participant Manual

### Topics:

- Before Acquisition Valuation
- Highest and Best Use as Assemblage with Adjoining Owner
- After Acquisition Valuation
- Benefits
- Larger Parcel
- Consistent Use and Interim Use
- Comparable Sales
- Zoning
- Cost to Cures
- Profits a Prendre and the Unit Rule

### Required Materials:

Financial calculator

### Who Should Take This Course:

This course is designed for appraisers and users of appraisal services who have some partial acquisition appraisal experience.

**431 Problems in the Valuation of Partial Acquisitions 11.22.2019 Salt Lake City, UT**  
Register online at [www.irwaonline.org](http://www.irwaonline.org) / Fax this entire page to IRWA HQ: (310) 538-1471

\_\_\_\_\_  
Last Name First Name  
\_\_\_\_\_  
Title

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
City, State, Zip/Postal Code

(\_\_\_\_)\_\_\_\_ - ☐ Yes ☐ No ☐ 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

Member Tuition	Non-Member Tuition	Total Tuition Amount
\$265.00	\$330.00	_____

Total Member Registrants: _____
Total Non-Member Registrants: _____

PRINT NAME AS IT APPEARS ON CARD: \_\_\_\_\_ 3-DIGIT CVV: \_\_\_\_\_

AMEX ☐ MC ☐ VISA ☐ Card #: \_\_\_\_\_ EXP: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_ Amount to be Charged: \_\_\_\_\_

**Course 431: Problems in the Valuation of Partial Acquisitions May 10, 2019 Salt Lake City, UT**

Sponsor: IRWA Chapter 38  
Date: May 10, 2019  
Time: 1 day – 8 AM to 5 PM Daily  
City: Salt Lake City, UT

**Class Location:**  
Utah Department of Transportation  
4501 S 2700 West  
1st Floor, Redwood B  
Taylorsville, UT 84129  
Phone: (801) 965-4235  
Participant Capacity: 45

**Four Ways to Register:**  
Online: [www.irwaonline.org](http://www.irwaonline.org)  
Fax: (310) 538-1471  
Phone: (310) 538-0233, x134  
Contact Course Coordinator

**Accommodations:**

Crystal Inn  
2254 City Center Court  
West Valley City, UT 84119  
Phone: (801) 736-2000  
Rate: \$99.00 + tax per night Contact hotel directly for reservations  
Notify desk for IRWA Reserved rate (subject to availability)  
Free shuttle to training facility provided, please let front desk know at checkin

**Course Coordinator:**

Levi West, MAI  
c/o Integra Realty Resources - Salt Lake City  
5107 South 900 East, Suite 200  
Salt Lake City, UT 84117  
Phone: (801) 706-9507  
Email: [lwest@irr.com](mailto:lwest@irr.com)

**Course Instructor:**



Mary Anne Marr, SR/WA is the Director of Real Estate for Consumers Energy, a Michigan based utility providing electric and gas to over 6 million residents. With over 30 years in the real estate field, Mary Anne's experience includes property acquisitions and divestiture, valuation and ad valorem tax appeals along with major transaction due diligence. Mary Anne is a Past President of IRWA's Michigan Chapter 7, former Chair for IRWA's Region 5 and a member of the International Utilities Committee. Mary Anne also served as IRWA's International President from 2016-2017.

**Cancellation Policy:** All classes scheduled by IRWA are subject to cancellation. All class registrants must contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be cancelled at any time (for reasons including, but not limited to, insufficient registration, Instructor emergencies or other issues beyond the control of the chapter and/or IRWA). Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid class tuition. IRWA and its chapters assume no other registrant liability resulting from class cancellation.

**Tuition Refund Policy:** Written notification of intent to cancel registration must be received via email by both the Course Coordinator and IRWA Headquarters Education Staff ([education@irwaonline.org](mailto:education@irwaonline.org)) prior to the class start date in order to be eligible for a tuition refund. A full tuition refund will be issued if notice is received 15 days or more prior to the class start date; a 75% refund will be issued if notice is received less than 15 days prior to the class start date, and no refund will be issued for notice received on or after the class start date.