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INDIANA REAL ESTATE APPRAISER LICENSURE & CERTIFICATION BOARD LICENSE EXAMINATIONS CANDIDATE INFORMATION BULLETIN

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Please refer to our website to check for the most updated information at <https://www.psiexams.com/inre>

INDIANA EXAMINATION PROCEDURE CHECKLIST

Before registering for an examination, make sure that you have reviewed the following checklist.

- Before taking an examination, candidates must complete all prelicensing education. Contact the Indiana Professional Licensing Agency for more details at <https://www.in.gov/pla/appraiser.htm>.

Schedule for your examination:

- You are responsible for contacting PSI to pay and schedule for the examination. You may either schedule via the Internet at <https://www.psiexams.com/inre>, or schedule over the telephone at (855) 746-8172.

Take your examination:

- *You must provide 2 forms of identification.* One must be a VALID form of government issued identification (driver's license, state ID, passport), which bears your signature and has your photograph. In addition, it must be current and unexpired. The second ID must have your signature and preprinted legal name.
- Your name as shown on the application form must exactly match the name on the photo I.D. used when checking in at the examination site.
- Original approval letter from the state appraisal board. Proof must be presented each time a candidate takes the examination.
- Financial calculator that does not contain alpha characters and is non-programmable.
- Please arrive 30 minutes prior to appointment.

After your examination:

- You will receive your results upon completion.
- Your results will be transmitted daily to the Board.
- After passing the examination, candidates must submit the proper application forms and fees to the Indiana Professional Licensing Agency. Application requirements can be found on the Professional Licensing Agency's website at <https://www.in.gov/pla/appraiser.htm>.

EXAMINATIONS BY PSI SERVICES LLC

This Candidate Information Bulletin provides you with information about the examination process for becoming licensed as a Real Estate Appraiser in the State of Indiana.

The Indiana Real Estate Appraiser Licensure & Certification Board has contracted with PSI Services LLC (PSI) to conduct the examination program. PSI works closely with the Board to make certain that these examinations meet the State's as well as nationally established technical and professional standards for examination development and administration. PSI provides these examinations through a network of computer examination centers in Indiana and various locations throughout the United States.

LICENSURE

For specific information about the licensing procedures, contact the Indiana Real Estate Appraiser Licensure & Certification Board at the following address:

Indiana Professional Licensing Agency
Indiana Real Estate Appraiser Licensure & Certification Board
<http://www.in.gov/pla/appraiser.htm>

ELIGIBILITY REQUIREMENTS

For Certified Residential, all candidates must have:

1. 200 creditable class hours in the Required Core Curriculum
2. Complete college-level education requirements—Bachelor's degree.*
3. 2,500 hours of qualifying experience obtained in no fewer than 24 months.

For Certified General, all candidates must have:

1. 300 hours creditable class hours as specified in the Required Core Curriculum
2. Complete college level education requirements—Bachelor's degree or higher.*
3. 3,000 hours of qualifying experience obtained in no fewer than 30 months.

Download the Real Property Appraiser Qualification Criteria. More detailed education requirements are available in Section III. A., "Qualifying Education".

For Trainee Appraiser, all candidates must have:

If you are applying for a trainee appraiser license, you must complete the following prerequisite courses before submitting an application to the professional licensing agency.

COURSE	HOURS
Basic appraisal principles	30
Basic appraisal procedures	30
15 hour Uniform Standards of Professional Appraisal Practice course or its equivalent	15
Any additional elective course found on the following list	15
Supervisor/Trainee Course (approved by the Board or AQB)	Any
TOTAL	90



The courses listed above must be Appraisal Qualifications Board (AQB) approved to qualify for credit towards the issuance of a trainee appraiser license. To locate a list of courses approved by the AQB, please follow these directions:

1. Click on the following link:
<http://www.appraisalfoundation.org/>
2. Select "Education Programs" on the left menu bar
3. Select "AQB Course Approval Program"
4. Select "AQB Approved Real Property Courses"
5. Choose to download the .pdf file

Once you have completed the courses above, you may submit an application for a trainee appraiser license (<http://www.in.gov/pla/2780.htm>). The following must be submitted to the professional licensing agency:

1. Completed application form*
2. \$100.00 application fee (this fee is nonrefundable and nontransferable)
3. Certificates of completion for the above required courses
4. Fingerprint background report - DO NOT apply for your fingerprint report before you mail or drop off your application. (For more on this process go to <http://www.in.gov/pla/2780.htm>)

** The application includes a section to be completed by the certified appraiser who will associate with you as your supervising appraiser.*

This appraiser must also have completed the supervisor/trainee course and must have been licensed in Indiana for at least 3 years.

If your application is approved, you will receive a letter allowing you to sit for the trainee appraiser examination. The registration process for the examination is described in that letter.

Once you have passed the examination, the following must be submitted to the professional licensing agency:

1. \$110.00 license fee (this fee is nonrefundable and nontransferable)
2. Original examination score sheet

After the above have been submitted, and your license is approved, you will receive a license number.

EXAMINATION SCHEDULING PROCEDURES

Examination Fee	\$60
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NOTE: EXAMINATION FEES ARE NOT REFUNDABLE OR TRANSFERABLE. THE EXAMINATION FEE IS VALID FOR ONE YEAR FROM THE DATE OF PAYMENT.

INTERNET SCHEDULING

For the fastest and most convenient examination scheduling process, PSI recommends that you register for your examinations using the Internet. You register online by accessing PSI's registration website at <https://www.psiexams.com/inre>. Internet registration is available 24 hours a day.

- Log onto PSI's website and create an account. Please enter your email address and first and last name. This information must match exactly with the information the Commission has on file. Be sure to **check the box next to "Check here to attempt to locate existing records for you in the system"**
- You will be asked to select the examination and enter the ID number assigned to you. Your record will be found and you will now be ready to schedule for the exam. Enter your zip code and a list of the testing sites closest to you will appear. Once you select the desired test site, available dates will appear. If you have problems, contact PSI at (855) 746-8172 for help.

TELEPHONE

For telephone scheduling, call (855) 746-8172, 24 hours a day and speak to a PSI registrar available Monday through Friday between 6:30 am and 9:00 pm, and Saturday-Sunday between 8:00 am and 4:30 pm, Central Time.

CANCELING AN EXAMINATION APPOINTMENT

You may cancel and reschedule an examination appointment without forfeiting your fee if your cancellation notice is received a minimum of 2 calendar days before the scheduled examination date. For example, for a Monday appointment, the cancellation notice would need to be received on the previous Saturday. You may reschedule online at <https://www.psiexams.com/inre> or call PSI at (855) 746-8172.

Note: A voice mail message is not an acceptable form of cancellation. Please use the PSI Website or call PSI and speak directly to a Customer Service Representative.

MISSED APPOINTMENT OR LATE CANCELLATION

Your registration will be invalid, you will not be able to take the examination as scheduled, and you will forfeit your examination fee, if you:

- Do not cancel your appointment 2 calendar days before the scheduled examination date;
- Do not appear for your examination appointment;
- Arrive after examination start time;
- Do not present proper identification when you arrive for the examination. See page 5 for specific requirements.

EXAMINATION ACCOMMODATIONS

All PSI examination centers are equipped to provide access in accordance with the Americans with Disabilities Act (ADA) of 1990, and exam accommodations will be made in meeting a candidate's needs. A candidate with a disability or a candidate who would otherwise have difficulty taking the examination must follow the instructions on the Exam

Accommodations Request Form at the end of this Candidate Information Bulletin.

EXAMINATION SITE CLOSING FOR AN EMERGENCY

In the event that severe weather or another emergency forces the closure of an examination site on a scheduled examination date, your examination will be rescheduled. PSI personnel will attempt to contact you in this situation. However, you may check the status of your examination schedule by going to our website, <https://www.psiexams.com/inre> or by calling (855) 746-8172. Every effort will be made to reschedule your examination at a convenient time as soon as possible.

EXAMINATION SITE LOCATIONS

The following directions are generated from the most current mapping services available. However, new road construction and highway modifications may result in some discrepancies. If you are not familiar with the specific area of the examination site, please consult a reliable map prior to your examination date.

Ivy Tech Community College
815 East 60th Street
Certification and Assessment Center
Anderson, IN 46013

Ivy Tech Community College
7508 Beechwood Center Rd., Room 103
Avon, IN 46123

Ivy Tech Community College
4555 Central Ave
Columbus, IN 47203

Ivy Tech Community College
410 East Columbus Drive, Room 220 D
East Chicago, IN 46312

Ivy Tech Community College
3401 N First Avenue
Evansville, IN 47710

Tom Wood Aviation Inc
9913 Willow View Rd
Fishers, IN 46038

Ivy Tech Community College
3701 Dean Drive- North Campus
Harshman Hall Room 0126
Fort Wayne, IN 46805

Ivy Tech Community College
22531 County Rd 18
Elkhart County Campus
Goshen, IN 46528

New Horizons Aviation Inc.
17229 County Rd 42
Goshen, IN 46526

PSI Indianapolis
9302 N. Meridian St, Suite 194
Indianapolis, IN 46260



Ivy Tech Community College
9301 E 59th St
Lawrence Fairbanks Bldg Room 147
Indianapolis, IN 46216

Kokomo Ivy Tech
1815 E. Morgan Street, Room M100
Kokomo, IN 46901

Ivy Tech Community College
3101 S Creasy Lane
Ivy Hall Building Room 1135
Lafayette, IN 47906

Ivy Tech Community College
50 Walnut St., Room 439
Lawrenceburg, IN 47025

Ivy Tech Community College
590 Ivy Tech Dr
Madison, IN 47250

Merrillville Training and Testing Center
1443 East 84th Place
Merrillville, IN 46410
(219) 750-9299
merrillville.in@testing.aero<mailto:merrillville.in@testing.aero>
Fingerprinting available
at: www.fieldprint.com<[https://urldefense.com/v3/http://www.fieldprint.com/!ARYYNK37dQ!C91YDCiXBe9R1_oldsVdTUGweXy7MNAq6PvJ1mYyS2c7bG0ce_gg7X-VNbGwdbM\\$](https://urldefense.com/v3/http://www.fieldprint.com/!ARYYNK37dQ!C91YDCiXBe9R1_oldsVdTUGweXy7MNAq6PvJ1mYyS2c7bG0ce_gg7X-VNbGwdbM$)>

Ivy Tech Community College
4301 South Cowan Rd Room 125
Muncie, IN 47302

Ivy Tech Community College
2357 Chester Blvd
McDaniel Hall, Room 1128
Richmond, IN 47374

Ivy Tech Community College
220 Dean Johnson Blvd
South Bend, IN 46601

Ivy Tech Community College
1700 E Industrial Drive
Terre Haute, IN 47802

Ivy Tech Community College
3100 Ivy Tech Drive
Valparaiso, IN 46383

Ivy Tech Community College
2545 Silveus Crossing
Warsaw, IN 46582

REPORTING TO THE EXAMINATION SITE

On the day of the examination, you should arrive at least 30 minutes before your appointment time. This extra time is for sign-in, identification, and familiarizing you with the examination process. *If you arrive late, you will not be*

admitted to the examination site and you will forfeit your examination registration fee.

REQUIRED IDENTIFICATION AT EXAMINATION SITE

You must provide 2 forms of identification. One must be a VALID form of government issued identification (driver's license, state ID, passport), which bears your signature and has your photograph. In addition, it must be current and unexpired. The second ID must have your signature and preprinted legal name.

PRIMARY IDENTIFICATION (with photo) - Choose One

- State issued driver's license
- State issued identification card
- US Government Issued Passport
- US Government Issued Military Identification Card
- US Government Issued Alien Registration Card
- State issued temporary paper license is only acceptable if accompanied with a state issued unexpired permanent license

NOTE: ID must contain candidate's photo, be valid and unexpired.

SECONDARY IDENTIFICATION - Choose One

- Credit Card (must be signed)
- Debit Card (must be signed)
- Wholesale store card (COSTCO, Sam's, etc.) (must be signed)

ORIGINAL APPROVAL LETTER FROM THE STATE APPRAISAL BOARD. Proof must be presented each time a candidate takes the examination.

If you cannot provide the required identification, you must call (855) 746-8172 at least 3 weeks prior to your scheduled appointment to arrange a way to meet this security requirement.

Failure to provide all of the required identification at the time of the examination without notifying PSI is considered a missed appointment, and you will not be permitted to take the examination.

SECURITY PROCEDURES

The following security procedures will apply during the examination:

- Candidates will not be permitted to use any calculator that is alpha programmable. In addition, as stipulated by the AQB, each candidate is required to bring the written instructional manual that was provided with the programmable calculator when purchased by the candidate or instructions downloaded from the manufacturer's website so that the test center proctor can ensure that all numeric programs previously stored in the calculator are cleared before the candidate is permitted to use the calculator during the examination. If you do NOT bring these instructions, you will not be permitted to use the calculator. Moreover, all programmable calculators must be cleared upon conclusion of the examination by the test center proctor to prohibit potential security breaches. Note: Candidates need to bring their own financial calculator. One is not available at the test center. Candidates may not share a calculator during the exam.



- A piece of scratch paper and a pencil will be provided to you at check-in. You will return this to the proctor at the end of the examination.
- Candidates may take only approved items into the examination room.
- All personal belongings of candidates, with the exception of close-fitting jackets or sweatshirts, should be placed in the secure storage provided at each site prior to entering the examination room. Personal belongings **include, but are not limited to**, the following items:
 - Electronic devices of any type, including cellular / mobile phones, recording devices, electronic watches, cameras, pagers, laptop computers, tablet computers (e.g., iPads), music players (e.g., iPods), smart watches, radios, or electronic games.
 - Bulky or loose clothing or coats that could be used to conceal recording devices or notes, including coats, shawls, hooded clothing, heavy jackets, or overcoats.
 - Hats or headgear not worn for religious reasons or as religious apparel, including hats, baseball caps, or visors.
 - Other personal items, including purses, notebooks, reference or reading material, briefcases, backpacks, wallets, pens, pencils, other writing devices, food, drinks, and good luck items.
- Person(s) accompanying an examination candidate may not wait in the examination center, inside the building or on the building's property. This applies to guests of any nature, including drivers, children, friends, family, colleagues or instructors.
- No smoking, eating, or drinking is allowed in the examination center.
- During the check in process, all candidates will be asked if they possess any prohibited items. Candidates may also be asked to empty their pockets and turn them out for the proctor to ensure they are empty. The proctor may also ask candidates to lift up the ends of their sleeves and the bottoms of their pant legs to ensure that notes or recording devices are not being hidden there.
- Proctors will also carefully inspect eyeglass frames, tie tacks, or any other apparel that could be used to harbor a recording device. Proctors will ask to inspect any such items in candidates' pockets.
- If prohibited items are found during check-in, candidates shall put them in the provided secure storage or return these items to their vehicle. PSI will not be responsible for the security of any personal belongings or prohibited items.
- Any candidate possessing prohibited items in the examination room shall immediately have his or her test results invalidated, and PSI shall notify the examination sponsor of the occurrence.
- Any candidate seen giving or receiving assistance on an examination, found with unauthorized materials, or who violates any security regulations will be asked to surrender all examination materials and to leave the examination center. All such instances will be reported to the examination sponsor.
- Copying or communicating examination content is violation of a candidate's contract with PSI, and federal and state law. Either may result in the disqualification of examination results and may lead to legal action.
- Once candidates have been seated and the examination begins, they may leave the examination room only to use the restroom, and only after obtaining permission from the proctor. Candidate will not receive extra time to complete the examination.

TAKING THE EXAMINATION

The examination will be administered via computer. You will be using a mouse and computer keyboard.

IDENTIFICATION SCREEN

You will be directed to a semiprivate testing station to take the examination. When you are seated at the testing station, you will be prompted to confirm your name, identification number, and the examination for which you are registered.

TUTORIAL

Before you start your examination, an introductory tutorial is provided on the computer screen. The time you spend on this tutorial, up to 15 minutes, DOES NOT count as part of your examination time. Sample questions are included following the tutorial so that you may practice answering questions, and reviewing your answers.

TEST QUESTION SCREEN

The "Function Bar" at the top of the test question provides mouse-click access to the features available while taking the examination.

One question appears on the screen at a time. During the examination, minutes remaining will be displayed at the top of the screen and updated as you record your answers.

The screenshot shows a test interface with a top navigation bar containing icons for Mark, Comments, Goto, Help, and End. Below the navigation bar, a status bar displays: Question: 3 of 40, Answered: 2, Unanswered: 1, Marked: 0, View: All, Time Left(Min): 359. The main question area contains the text: "3. What do the stars on the United States of America's flag represent?". Below the question, it says "(Choose from the following options)". There are four radio button options: "1. Presidents", "2. Colonies", "3. States", and "4. Wars". At the bottom of the question area, there are two buttons: "<< Back" and "Next >>".

IMPORTANT: After you have entered your responses, you will later be able to return to any question(s) and change your response, provided the examination time has not run out.

EXAMINATION REVIEW

PSI, in cooperation with the Indiana Real Estate Appraiser Licensure & Certification Board, will be consistently evaluating the examinations being administered to ensure that the examinations accurately measure competency in the required knowledge areas. Comments may be entered by clicking the

Comments link on the function bar of the test question screen. Your comments regarding the questions and the examinations are welcomed.

Comments will be analyzed by PSI examination development staff. While PSI does not respond to individuals regarding these comments, all substantive comments are reviewed. If an error affecting examination scores is discovered as a result, which occurs very rarely, the examination scores of all affected candidates will be automatically adjusted. **This is the only review of the examination available to candidates.**

PREPARATION TIPS FOR THE EXAMINATION

The following suggestions will help you prepare for the examination.

- Planned preparation increases your likelihood of passing.
- Start with a current copy of this Candidate Information Bulletin and use the examination content outline as your starting point.
- Take notes on what you study. Putting information in writing helps you commit it to memory and it is also an excellent business practice. Underline or highlight key ideas that will help with a later review.
- Discuss new terms or concepts as frequently as you can with colleagues. This will test your understanding and reinforce ideas.
- Your studies will be most effective if you study frequently, for periods of about 45 to 60 minutes. Concentration tends to wander when you study for longer

SCORE REPORTING

In order to pass the examination, you must achieve a minimum scaled score of 75. You will receive your score report immediately following the completion of the examination.

Candidates passing the examination will receive ONLY a score indication of PASS. Passing numeric scores are not available. Candidates who do not pass will receive an individual score for each of the major sections in the examination outline. Candidates should use this information to assist them in studying for the re-examination.

Scaled scores can range from 0 to 110, with 75 and above representing passing. Scores are reported to candidates as scaled scores. The scaled scores are computed from raw scores. Raw scores, or percentage scores, are the actual number of questions answered correctly. Raw scores are mathematically converted to scaled scores to maintain a consistency in the meaning of scores, regardless of when the examination was taken. Examinations change over time. Each examination may vary in difficulty with one examination easier or more difficult than other examinations. However, when converting raw scores to scaled scores, it should not make a difference whether candidates take an easier or more difficult examination. With the mathematical adjustment, the scaled score accounts for differences by adjusting the scores up or down depending on the difficulty of examinations. When these adjustments are made, the effect is to produce an unbiased and constant passing standard that does not change from one examination to another. A scaled score is not a percentage score, but simply a transformation of a raw score to report comparable results when examinations vary in difficulty.



DUPLICATE SCORE REPORTS

You may request a duplicate score report after your examination by emailing scorereport@psionline.com or by calling (855) 746-8172.

DESCRIPTION OF EXAMINATIONS

Indiana utilizes the National Uniform Licensing and Certification Examinations which are developed by the Appraiser Qualifications Board (AQB). For further information or to express concerns about the examination content, please contact:

The Appraiser Qualifications Board
C/O The Appraisal Foundation
1155 15th Street, NW, Suite 1111
Washington, DC 20005
www.appraisalfoundation.org
Telephone: 202-347-7722
Fax: 202-347-7727

EXAMINATION SUMMARY TABLE

Examination	Number of Scored Questions	Number of Non-Scored Questions	Passing Scaled Score	Time Allowed
Certified Residential Appraiser (CR)	110	15	75	4 hours
Certified General Appraiser (CG)	110	15	75	6 hours
Appraiser Trainee	100	10	75	4 hours

In addition to the number of scored examination items specified, ten to fifteen non-scored questions will be administered to candidates during the examinations. The administration of such non-scored questions is essential in developing future licensing examinations.

NATIONAL UNIFORM AND CERTIFICATION EXAMINATION CONTENT OUTLINES

The examination content outlines have been prepared by the AQB. Use the outline as a guide for pre-examination review course material. The outlines list the content domains and sub-domains that are on the examination and the percentage of questions for each domain. Do not schedule your examination until you are familiar with the topics in the outline.

AQB EXAMINATION CONTENT OUTLINES	CR	CG
1. Real estate market	20%	20%
Types of influences on real estate value		
Types of government power		
Types of real estate value		
Date of value premise		
Market analysis		
Investment analysis		

Tests of highest and best use		
Analysis of highest and best use		
2. Property description	12%	11%
Description of land or site		
Description of improvements and building components		
Legal interest		
Rights to use		
Property taxation		
3. Land or site valuation	4%	4%
Land or site valuation methods		
4. Sales comparison approach	22%	14%
Identification of comparable sales		
Units of comparison		
Elements of comparison		
Quantitative adjustments		
Qualitative adjustments		
Reconciliation to indicated value by the sales comparison approach		
5. Cost approach	14%	13%
Sources of cost information		
Cost components		
Depreciation		
Methods of estimating depreciation		
Reconciliation to indicated value by the cost approach		
6. Income approach	10%	20%
Sources of income generation		
Occupancy / vacancy analysis		
Expenses		
Capitalization		
Estimation of value using income approach		
Reconciliation to indicated value by the income approach		
7. Reconciliation of value indications	2%	2%
Reconciliation of approaches to value		
8. Uniform standards of professional appraisal practice (USPAP)	16%	16%

APPRAISER TRAINEE EXAMINATION CONTENT OUTLINE

I. INFLUENCES ON REAL ESTATE VALUE (5%)

- A. Physical and environmental
- B. Economic
- C. Governmental and legal
- D. Social

II. LEGAL CONSIDERATIONS IN APPRAISAL (8%)

- A. Real estate vs. real property
- B. Real property vs. personal property
- C. Limitations on real estate ownership
- D. Legal rights and interests
- E. Forms of property ownership
- F. Legal descriptions
- G. Transfer of title

III. TYPES OF VALUE (5%)

- A. Market value
- B. Price
- C. Cost
- D. Investment value
- E. Value in use
- F. Assessed value

G. Insurable value

IV. ECONOMIC PRINCIPLES (9%)

- A. Anticipation
- B. Balance
- C. Change
- D. Competition
- E. Conformity
- F. Contribution
- G. Increasing and decreasing returns
- H. Substitution
- I. Supply and demand
- J. Surplus productivity

V. REAL ESTATE MARKETS AND ANALYSIS (10%)

- A. Characteristics of real estate markets
- B. Absorption analysis
- C. Role of money and capital markets
- D. Real estate financing

VI. VALUATION PROCESS (10%)

- A. Definition of the problem
- B. Collection and analysis of data
- C. Analysis of highest and best use
- D. Application and limitations of each approach to value
- E. value
- F. Reconciliation and final value estimate
- G. The appraisal report

VII. PROPERTY DESCRIPTION (12%)

- A. Site description
- B. Improvement description
- C. Basic construction and design

VIII. HIGHEST AND BEST USE ANALYSIS (12%)

- A. Four tests
- B. Vacant site or as if vacant
- C. As improved
- D. Interim use
- E. Consistent use rule

IX. APPRAISAL STATISTICAL CONCEPTS (5%)

- A. Mean
- B. Median
- C. Mode
- D. Range
- E. Standard deviation

X. APPROACHES TO VALUE (12%)

- A. Cost approach
- B. Income approach
- C. Sales comparison approach
- D. Site Value

XI. USPAP (12%)

SAMPLE QUESTIONS

The following questions are offered as examples of the types of questions you will be asked during the course of the examination. The examples do not represent the full range of content or difficulty levels found in the actual examinations. They are intended to familiarize you with the types of questions you can expect to find in the

examinations. The answer key is found at the end of the sample questions.

1. The subject property is a 10,000-sf office building encumbered by a full-service lease with a contract base rent of \$1.25 per square foot monthly. Stabilized vacancy/credit loss allowance for similar properties within the market area is 7% of PGI. The operating expense ratio for similar properties is 30% of EGI, plus reserves for replacement of \$0.15 per square foot. What is the projected net operating income?

A. \$93,000
B. \$94,500
C. \$96,150
D. \$97,650

2. The subject assignment is to appraise a vintage house built in 1880 using the cost approach. The house has metal stamped ceilings, lath, and plaster walls, which are items not easily available in today's construction. The estimated replacement cost using modern materials is \$120 per square foot. Contractors charge \$15 more per square foot to work on older houses. The estimated reproduction cost is \$185 per square foot. What is the estimated loss in utility?

A. \$15 per square foot
B. \$33 per square foot
C. \$65 per square foot
D. \$80 per square foot

3. The occupants of a dwelling have been granted a life estate by their daughter. What interest does the daughter hold in the property?

A. Life tenant
B. Remainder
C. Trustee
D. Trustor

4. A client requires the cost approach be completed for a warehouse located in an industrial park. There are no vacant land comparables in the market area. There are three sales of commercial buildings in the industrial park with similar lots that the appraiser has researched extensively. The appraiser found the following information:

Sale 1 sold for \$1,750,000. The buyer allocated 20% of the value to the site and 80% to the value of the structure.

Sale 2 sold for \$1,000,000. The buyer was not available for verification, but the seller was available. The seller had just built the structure after holding the lot for 10 years as an investment property. The seller paid \$100,000 for the lot and had earned 25% straight line annual return on his investment over the cost of the structure and its entrepreneurial profit.

Sale 3 sold for \$3,500,000. The buyer estimated that 90% of what he paid was for the structure.

What is the indicated value of the lot using the allocation approach?

A. \$125,000
B. \$135,000
C. \$350,000
D. \$500,000

5. A homeowner purchased two adjacent lots in a tract subdivision 20 years ago and built a single-unit dwelling entirely on one lot, utilizing the second lot as a side yard. The homeowner has decided to build a smaller home on the vacant side lot and retain the existing home as a rental. What term applies to the second yard?

A. Excess land
B. Surplus land
C. Underutilized site
D. Vacant site

6. While working on an appraisal of a residential property in a new home subdivision, the appraiser finds that the builders have a total of 100 home sites currently offered for sale. In measuring market demand, the appraiser notes that all of the builders combined are currently averaging two new sales contracts per month, and are expecting to sell 24 dwellings within the next year. What conclusion can be drawn with regard to the 100 available home sites and a market period of the next 12 months?

A. The market is in a condition of supply and demand
B. The market is in a condition of balance
C. The market is in a condition of undersupply
D. The market is in a condition of oversupply

ANSWERS: 1 = C, 2 = C, 3 = B, 4 = C, 5 = A, 6 = D



All examination centers are equipped to provide access in accordance with the Americans with Disabilities Act (ADA) of 1990.

Applicants with disabilities or those who would otherwise have difficulty taking the examination should request for alternative arrangements by [Clicking Here](#).

Requirements for exam accommodation requests:

You are required to submit documentation from the medical authority or learning institution that rendered a diagnosis. Verification must be uploaded to PSI on the letterhead stationery of the authority or specialist and include the following:

- Description of the disability and limitations related to testing
- Recommended accommodation/modification
- Name, title and telephone number of the medical authority or specialist
- Original signature of the medical authority or specialist

**MAKE SURE YOU ARE REGISTERED FOR THE EXAMINATION BEFORE
REQUESTING EXAMINATION ACCOMMODATIONS**

PSI Services LLC
3210 E Tropicana
Las Vegas, NV 89121