

**SATISFY ALL 28 HOURS OF PA. APPRAISER CONTINUING EDUCATION REQUIREMENTS: \$399 !**  
(10.5 hours of possible Pa. RE Broker/Salesperson CE Requirements, included also!) **BE SMART. BE SAFE.**  
TAKE FULLY-APPROVED CLASSES from your SOFA or your OFFICE! **HURRY! DEADLINE! Go to PAGE 4.**

## **ATTENTION PENNSYLVANIA R.E. APPRAISERS:**

Satisfy ALL of your Pennsylvania APPRAISER LICENSE CONTINUING EDUCATION REQUIREMENTS!!

**NOTE: You may ALSO satisfy 10.5 hours of your Pa. RE BROKER/ASSOCIATE BROKER or Pa. RE SALESPERSON license continuing education license requirements, TOO!**

Looking for **QUALITY, INTERESTING, and TIMELY** courses to renew your Pa. R.E. APPRAISER license? Complete all 28 hours, **including the latest USPAP course AND books** for only:

**HOW MUCH? \$399.00 !! (includes BOOKS!)**

**THIS IS OUR LAST SET OF CLASSES BEFORE THE MANDATORY JUNE 30, 2021 RENEWAL OF YOUR APPRAISER LICENSE DEADLINE. HURRY! HURRY!! HURRY!!!**



Vintage RE Academy 570-459-8684, **WORLD HEADQUARTERS:**  
1201 N. Church Street, Suite 217A, Hazleton, PA 18201 email us at:  
[vintageschool@verizon.net](mailto:vintageschool@verizon.net), or web page at [www.vintageschool.org](http://www.vintageschool.org). **JUNE 30 IS DEADLINE**

**WHEN? Classes start: TUESDAY, JUNE 8, 2021, see page 2.**

**WHERE?** At YOUR home, on your SOFA, or office or wherever YOU want!

These are FULLY-APPROVED **LIVE** classes held in the ZOOM format!

**DATES: SEE PAGE 2** This **LIVE** group of classes includes:

“2020-2021 7-Hour NATIONAL USPAP Update Course”.....( 7 hours)  
“How Much Does it Really Cost to Build a House?”.....( 7 hours)  
“Alternative Valuation Orders: Can an Appraiser Do These?”.....(3 hours)  
“Business Pricing/Valuation and Marketing for the R.E. Professionals”..... (4 hours)  
“REQUIRED PA RE Appraiser Law & Rules Review & Changes Update”.....(3 hours)  
“Mortgage Fraud: How it Affects Us All”.....+ (4 hours)  
**TOTAL..... 28 HOURS**

All of the details follow. Yes, you can **MIX AND MATCH** different dates AT NO EXTRA PRICE!!  
**“Package price” INCLUDES 2020-2021 USPAP BOOK “and” 7-hour USPAP STUDENT MANUAL!**

These **QUALITY** classes are **“ALIVE”** ! Why pay more elsewhere? **GO to PAGE 4 TO REGISTER.**

Go to page 4 to register, or [CLICK HERE](#) to register



page 1

**(MIX + MATCH dates)** These are **LIVE** courses! VINTAGE RE ACADEMY 570-459-8684 (voice telephone)  
Go to page 4 to register or: [CLICK HERE TO REGISTER.](#) **HURRY!! DEADLINE for LICENSE RENEWAL is JUNE 30!**

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#### **CERTIFIED RE APPRAISER CONTINUING EDUCATION DATES**

These are **LIVE** classes through ZOOM! **Be SMART. Be SAFE.**

**JUNE LIVE CLASSES.... Location? Your HOME, on your sofa, or your OFFICE. Be SMART. Be SAFE.**

Classes begin: **Tuesday, June 8, 2021 at 9:00 AM.**

|                      |  |                          |
|----------------------|--|--------------------------|
| <b>June 8, 2021</b>  | <b>"2020-2021 7-Hour National USPAP Course"</b>                        | <b>9:00AM-5:00PM</b>     |
| <b>June 9, 2021</b>  | <b>"How Much Does it Really Cost to Build a House?"</b>                | <b>9:00AM-5:00PM</b>     |
| <b>June 15, 2021</b> | <b>"Alternative Valuation Orders: Can an Appraiser Do These?"</b>      | <b>9:00AM-12:00 noon</b> |
| <b>June 15, 2021</b> | <b>"Business Pricing/Valuation + Marketing for R.E. Professionals"</b> | <b>1:00PM-5:00PM</b>     |
| <b>June 16, 2021</b> | <b>"Required Pa.RE Appraiser Laws, Update + Changes Review"</b>        | <b>9:00AM-12:00 noon</b> |
| <b>June 16, 2021</b> | <b>"Mortgage Fraud: How it Affects Us All"</b>                         | <b>1:00PM-5:00PM</b>     |

**Package Prices "INCLUDE" the USPAP books!!!**

**THIS IS OUR LAST SET OF CLASSES BEFORE THE DEADLINE**

**RENEWAL DATE OF JUNE 30, 2021 !**

**HURRY! HURRY!! HURRY!!!**

ZOOM COURSE INFORMATION: You need to have the ZOOM program or app on your computer or tablet or cell phone before the class begins. If you have not used ZOOM before, here is a link to download the FREE ZOOM program or app <https://zoom.us/> When the program appears, just click on the orange and white button that says: "SIGN UP FOR FREE". Obviously, your computer must have a camera and audio speaker and microphone (most computers have these). Approximately 10 minutes before class, we will e-mail you a ZOOM "invite". You just click on this e-mail "invite" and "join with video and audio". THAT IS ALL YOU HAVE TO DO. THESE ARE "LIVE" COURSES. You see and hear the instructor and other students. The instructor and other students can see and hear you. It is FUN and TIME SAVING...no need for you to travel. You CAN mute yourself during class. You can even change your location background appearance! BE SMART! BE SAFE! TRY OUT ZOOM. Most importantly...this is VERY, VERY, VERY EASY to use! Concerns? CALL US 570-459-8684.

GENERAL INFORMATION: There is a 1-hour lunch break for each full day of class. There is NO special equipment or books to purchase. All items and materials are included in the price of tuition. There will be additional registration materials, including a "student enrollment agreement" at the first class. Roll will be taken each class. PHOTO ID is required. WE MAIL YOU THE USPAP BOOKS BEFORE CLASS.

CANCELLATION POLICY: If you pay for your courses in advance and cannot attend any of the courses, you will get a 100% refund paid by the SCHOOL, by check, minus a \$25 administration fee minus the cost of any books, of all your tuition paid, within 60 days of the student sending us their written request to cancel. Or, the student can reschedule with us at a different date and time at no cost to the student. If you pay for your courses and are unable to attend one or more classes, we will prorate the amount due to you based on the "packaging" of the course prices-see page 4. If we cancel classes for some reason, you will receive a 100% refund of your tuition you have paid for the cancelled class(es) or the student can reschedule for some other date. (Note-we almost NEVER cancel classes.) Every attempt will be made to run the scheduled class with the scheduled instructor at the scheduled date and time. However, if for some reason, the course cannot be run at the date and time scheduled, the SCHOOL reserves the right to substitute some other course or instructor. We will confirm your registration by e-mail. The cost of the USPAP book and student manual is \$115 plus freight and is INCLUDED in the \$399 fee. EXPERIENCE THE "VINTAGE ADVANTAGE"! Why pay more elsewhere?

Remember...you MUST take 28 hours of APPROVED continuing education **BEFORE June 30, 2021** to RENEW your Pa. RE APPRAISER license. Of these 28 hours, you MUST take a "7-hour National USPAP course" and at LEAST 2-hours in Pa. RE Appraiser Laws and Rules and Regulations Update. The remaining hours must be in approved electives. ALL of our courses are APPROVED for Pa. RE APPRAISER continuing education and ALSO possibly for partial Pa. RE Commission continuing education credit for your Pa. RE Broker, Associate Broker, and Pa. RE Salesperson license renewal, too!

**USPAP BOOK "AND" ALSO THE REQUIRED 7-HOUR STUDENT MANUAL "ARE" INCLUDED IN THE PRICE!**

**[CLICK HERE](#) to register SAFELY and QUICKLY "ON LINE"**

**or GO TO PAGE 4 TO REGISTER.**



**page 2**

**(MIX + MATCH dates) These are LIVE courses! VINTAGE RE ACADEMY 570-459-8684 (voice telephone)**

**Go to page 4 to register or: [CLICK HERE TO REGISTER.](#) HURRY!! DEADLINE for LICENSE RENEWAL is **JUNE 30!****

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### **PA. REAL ESTATE APPRAISER CONTINUING EDUCATION COURSE DESCRIPTIONS AND INFORMATION**

To renew your Pa. RE APPRAISER license, you need to take 28 hours of approved classes. Of these 28 hours, 7 hours of class must include a "7-Hour National USPAP update course", taught by an "AQB Certified USPAP Instructor" and at least 2 hours must include Pa. Appraiser license and rules and regulation review. The remaining hours can be taken in approved elective topics. The following is a list of our fully-approved courses.

**"2020-2021 7-HOUR USPAP EQUIVALENT COURSE-CLASSROOM"** 7-hours **REQUIRED** course. Instructor: Robert M. Walker, Pa. State Certified General RE Appraiser, GRI, ITI, SRES, CDEI, AQB Certified USPAP instructor. There will be a brief review of the 2020-2021 USPAP, including the latest CHANGES in the DEFINITIONS and STRUCTURE, and CONCEPTS. There will be interesting discussions and case studies. **DO NOT BE MISLED!! DARE TO COMPARE!!** Our "package" price **INCLUDES** the **REQUIRED** 2020-2021 USPAP book **AND** the 2020-2021 deluxe 7-hour student manual! Some other schools do not include these books. Experience the "VINTAGE ADVANTAGE"! Why pay more elsewhere?

**"HOW MUCH DOES IT REALLY COST TO BUILD A HOUSE?"** 7 hours **ELECTIVE** course.

Instructor: ROBERT MCKNIGHT, Pa. Associate RE Broker. What is the **TRUE** cost in constructing a home? Why is there sometimes such a drastic difference between cost manuals and builder plans and specs? What are different grades of quality really about? A basic review of many of the main aspects of building components and labor costs will be reviewed. Excel "take-off" process will also be briefly and simply illustrated. **NOTE: THIS COURSE IS APPROVED FOR 7-HOURS ELECTIVE CONTINUING EDUCATION for "BOTH" PA. RE APPRAISERS AND PA. RE BROKERS/SALESPERSONS!**

**"ALTERNATIVE VALUATION ORDERS: CAN AN APPRAISER DO THESE"** 3 hours **ELECTIVE** course. Instructor: Robert M. Walker, Pa. RE Broker, Pa. State Certified General RE Appraiser, GRI, ITI, SRES, CDEI. In this **ELECTIVE** course, the students will learn about the **LATEST** valuation models and assignments being used in the real estate profession. "Hybrid appraisals"; "desktop appraisals"; "evaluations" and "full appraisals" and their compliance to USPAP will be discussed. The evolution and revolution of real estate inspections and the possible profits and pitfalls to the practicing appraiser will be examined. Finally, CMA's and BPO's will also be discussed and who can do these and who cannot and why.

**"BUSINESS PRICING/VALUATION AND MARKETING FOR THE REAL ESTATE PROFESSIONALS"**

4 hours **ELECTIVE** course. Instructor: ERNEST M. NEMETH, Pa. RE Broker, Pa. Certified Broker/Appraiser, Business Evaluator. Have you ever had a client request a "business evaluation" from you? What exactly **IS** a business evaluation? Who can do this? The concepts of analyzing "discretionary cash flow", "goodwill", "asset versus stock sale", "tangible versus intangible assets" and much more will be discussed. A very good **CASE STUDY** illustrating these concepts will also be shown. **NOTE: THIS COURSE IS APPROVED FOR 4-HOURS ELECTIVE CONTINUING EDUCATION for "BOTH" PA. RE APPRAISERS AND PA. RE BROKERS/SALESPERSONS!**

**"REQUIRED PA RE APPRAISER LAW & RULES REVIEW & CHANGES UPDATE"** 3-hours **REQUIRED** course.

Instructor: Robert M. Walker, Pa. RE Broker, Pa. State Certified General RE Appraiser, GRI, ITI, SRES, CDEI. In this **REQUIRED** course, the students will learn about the **LATEST** changes to the Pa. RE Appraiser Licensing Act and Rules and Regulations and how these changes may impact their profession. Certain disciplinary actions taken against anonymous Pa. RE Appraisers will be reviewed so **YOU** can avoid the mistakes made. Have you heard about the proposed AQB PAREA experience options for **VIRTUAL** appraiser candidate experience? Find out! Much more!

**"MORTGAGE FRAUD: HOW IT AFFECTS US ALL"** 4-hours **ELECTIVE** course. Instructor: ROBERT McKNIGHT, Pa.

Associate RE Broker. Mortgage fraud is a concern for **ALL** of us in the real estate profession. What exactly **IS** mortgage fraud? What are the penalties for mortgage fraud? How can the practicing appraiser avoid charges of mortgage fraud? How can **YOU PREVENT** mortgage fraud? **NOTE: THIS COURSE IS APPROVED FOR 4-HOURS ELECTIVE CONTINUING EDUCATION for "BOTH" PA. RE APPRAISERS AND PA. RE BROKERS/SALESPERSONS.**

**OUR "PACKAGE PRICE" INCLUDES THE USPAP BOOKS....DARE TO COMPARE!!**

**Why pay more elsewhere?**

**GO TO PAGE 4 TO REGISTER or click on the GREEN "GO" button below TO REGISTER**



**page 3**

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**THIS IS PAGE 4 [CLICK HERE TO REGISTER](#) (safely) OR FILL OUT FORM and go to bottom of page.**

LAST name \_\_\_\_\_ FIRST name: \_\_\_\_\_ m.i.: \_\_\_\_\_

STREET address: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP CODE: \_\_\_\_\_

Office phone \_\_\_\_\_ CELL phone: \_\_\_\_\_

Fax #: \_\_\_\_\_ e-mail address: \_\_\_\_\_

Pa. RE APPRAISER license # (RL, GA, BA, LAT, AV): \_\_\_\_\_

Pa. RE BROKER/Salesperson license # (RB, RM, AB, RS, etc.): \_\_\_\_\_

|              |       |
|--------------|-------|
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| course title | date  |
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| course title | date  |

COSTS: "2020-2021 7-Hour NATIONAL USPAP Update Course".....( 7 hours)....\$199.00  
 "How Much Does it Really Cost to Build a House?".....( 7 hours).... 119.00  
 "Alternative Valuation Orders: Can an Appraiser Do These?".....(3 hours) .... 89.00  
 "Business Pricing/Valuation and Marketing for the R.E. Professionals"..... (4 hours)..... 99.00  
 "REQUIRED PA RE Appraiser Law & Rules Review & Changes Update".....(3 hours)..... 89.00  
 "Mortgage Fraud: How it Affects Us All".....+ (4 hours)..... 99.00  
**"ORDINARY PRICE if you took all (28 hours)... \$694.00 or \$399 "package"**

If you register for all 28 hours and PAY for all 28 hours at one time, the "PACKAGE" price for all 28 hours is only \$399.00!!  
**THIS INCLUDES USPAP BOOKS!** If you decide NOT to take the total of 28 hours and the "package" price...sign up and pay for any 2 or more courses and deduct 15% from the individual prices. [vintageschool@verizon.net](mailto:vintageschool@verizon.net) e-mail

**CLICK HERE**  to register **SAFELY online** (This is the **PREFERRED** method of registration)

**OR, if you do not want to register safely ON-LINE, fill out the information below:**

( ) check made payable to "Vintage Real Estate Academy" . OR, If you want to charge, fill out form below:

Charge my CREDIT/DEBIT card: ( )visa ( )master card ( )AMERICAN EXPRESS ( )discover

\$ amount charged: \_\_\_\_\_ Name on charge card: \_\_\_\_\_

Card EXPIRATION date: \_\_\_\_\_ SIGNATURE authorizing charge: \_\_\_\_\_

Credit/Debit card number: \_\_\_\_\_

[CLICK HERE TO REGISTER](#) or MAIL it to: Vintage RE Academy  
 570-459-8684 voice telephone 570-459-6876 fax 1201 N. Church Street, Suite 217-A  
[vintageschool@verizon.net](mailto:vintageschool@verizon.net) e-mail Hazleton, Pa. 18202



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