

Foreword



The Student Handbook to THE APPRAISAL OF REAL ESTATE was first published in 2004 and proved highly popular. With the arrival of a new edition of the Appraisal Institute's flagship textbook in 2008, the *Student Handbook* has itself been revised and updated for consistency with the 13th edition of *The Appraisal of Real Estate*. *The Student Handbook to THE APPRAISAL OF REAL ESTATE, 13TH EDITION* supplements the latest edition of the classic text, making it a more accessible, practical tool for self-study and classroom use. The revised handbook covers all the essential information beginning appraisers need to understand the profession, prepare for the state licensing examination, and embark on a career in real estate appraisal.

The handbook walks readers through every chapter of the 13th edition of *The Appraisal of Real Estate*, summarizing key concepts in each chapter and identifying important terms. This handbook does not replace the textbook; rather, it helps explain the essential concepts of valuation theory using examples of the most common situations appraisers face. An appraiser new to the profession—or any real estate professional in a related discipline interested in valuation—will find that the shortest route to appraisal competence runs through the *Student Handbook*.

Problem-solving is the key to building professional skills and confidence. The *Student Handbook* provides a wealth of sample problems for readers to work through and suggested solutions for classroom discussion or for further study. Each chapter includes practice problems that allow users to test the knowledge they have acquired every step of the way.

The author of this handbook, Mark R. Rattermann, MAI, SRA, is an experienced real estate educator with firsthand knowledge of what students need to know and how they learn best. He has demonstrated his expertise as the author of several practical handbooks as well as an ongoing column on residential appraisal in *The Appraisal Journal*. The *Student Handbook* joins other Appraisal Institute handbooks such as the *Capitalization Theory and Techniques Study Guide* and *The Appraiser's Workbook* as practical, valuable supplementary material for the well-rounded appraiser. In tandem with *The Appraisal of Real Estate*, 13th edition, the *Student Handbook* will set the standard for aspiring appraisers—and help them achieve their career goals.

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