

# Seminar Schedule

---

## SECTION 1

<b>Overview</b>
Registration and sign-in
<b>Introduction</b>
Orientation and classroom rules Seminar Description Introduction
<b>Part 1: Definitions and Descriptions of an Accessory Dwelling Unit</b>
Review of the Definitions and Characteristics of an Accessory Dwelling Unit, Other Names for ADUs Role of ADUs in the Housing Market Causes of the Housing Shortage and Places It Occurs Pros and Cons of Attached Versus Detached ADUs Characteristics of an Ideal Lot or an Improved Property for an ADU Reasons for Resistance to an ADU Profiles for an ADU: Buyer and Renter Profiles Highest and Best Use Morning Break
<b>Part 2. Identifying the Master Plan and Zoning Criteria That Affect ADUs</b>
Why Is the Master Plan and Zoning a Deciding Factor for ADU valuation? 2.1 Discussion Question 2.2 Problem: Is This an ADU? Appraiser Certification Concerns 2.3 Problem

## SECTION 2

### Part 3. Secondary Mortgage Market Appraisal Guidelines and Government Agency Appraisal Requirements and ADUs

Fannie Mae: Secondary Mortgage Market Appraisal Guidelines and ADUs

Fannie Mae Selling Guidelines and ADUs: Part B

Morning Break

Fannie Mae Zoning for an ADU. Standards Rules, Glossary

3.2 Dilemma, 3.3 Dilemma, 3.4 Dilemma

Freddie Mac: Secondary Mortgage Market Appraisal Guidelines and ADUs.

Accessory Unit FAQs

U.S. Department of Housing and Urban Development, FHA  
Single Family Housing Policy Handbook 4000.1

Lunch

## **SECTION 2, cont.**

### **Part 3. Secondary Mortgage Market Appraisal Guidelines and Government Agency Appraisal Requirements and ADUs, cont.**

Veterans Administration: Secondary Mortgage Market Appraisal Guidelines and ADUs  
Comparison of Secondary Mortgage Market Guidelines and Government Agency Appraisal Requirements  
3.8 Exercise, 3.9 Exercise, 3.10 Dilemma  
Review of 1004 Appraiser Certification

### **Part 4. Data Challenges That Complicate the Assignment**

Multiple Listing Service (MLS) Data Challenges  
4.1 Dilemma  
Public Property Records  
Other Real Estate Platforms – Zillow.com & Realtor.com  
Afternoon Break

### **Part 5. Solving ADU Valuation Dilemmas**

Sales Comparison Approach  
Income Capitalization Approach  
Cost Approach  
Dilemmas: 5.6 Dilemma – 5.9 Dilemma  
Afternoon Break  
Dilemmas: 5.10 Dilemma – 5.18 Dilemma  
Wrap-up, final questions