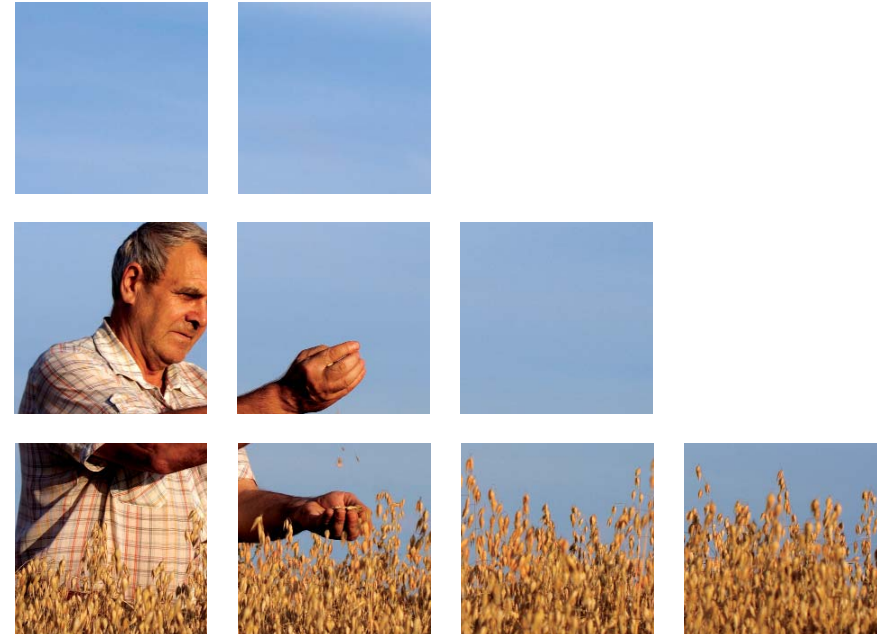


CONSIDERING A CAREER IN RURAL APPRAISAL?

Working as a rural appraiser can be a great, rewarding professional career.

To begin your career as an rural appraisal
or to get more information, please go to:
www.asfmra.org.

The American Society of Farm Managers and Rural Appraisers
950 S. Cherry Street, Suite 508
Denver, CO 80246
(303) 758-3513



The Most Trusted Rural Property Professionals



WHAT IS A PROFESSIONAL RURAL APPRAISER?

The profession of rural appraiser is a well-kept secret. These highly trained professionals enjoy the benefits of working in a rural environment on interesting and diverse valuation assignments. Rural appraisal is not for everyone, but if you:

- Enjoy diversity in the workplace
- Want to stay connected with America's rural heartland
- See yourself as a professional who values education and expertise this just might be the career for you

Opportunities for qualified appraiser candidates exist in established independent appraisal offices, state and federal government agencies, banks, property management offices, insurance companies, and with county and state tax assessor offices.

A professional rural property appraiser develops and reports an opinion of value on many types of rural property. Accurate appraisals of agricultural enterprises and rural properties demand qualified experts who understand the complexity and intricacy of modern agriculture and today's rural environment. Rural appraisers are trained to render an accurate opinion of value, whether for a family farm or a major property. Rural appraisers are not limited to rural properties by their training or certification and can also appraise other property types including warehouses, offices and residential properties with little, if any additional training.

RESOURCES & SPECIALTY EDUCATION

Professional appraisers have a nationwide professional organization, the American Society of Farm Managers and Rural Appraisers (ASFMRA). The Society offers its members strong support in the political and professional arenas. ASFMRA provides education, continuing education and professional designations for members who wish to improve their skills, gain credentials as a professional rural appraiser and increase their professionalism.

DESIGNATIONS

The American Society of Farm Managers and Rural Appraisers offers the Accredited Rural Appraiser (ARA) and the Real Property Review Appraiser (RPRA) designations. These two designations are well known and highly respected in the agricultural industry.





EMPLOYMENT OUTLOOK

Unlike the residential appraisal industry where career opportunities are limited at this time due to stricter requirements for borrowers, there is a high demand for rural property appraisers because of the increased interest in farmland investment, high demand for farmland, low interest rates and the stable returns of farm land investment.

POTENTIAL EARNINGS AND HOURS

The rural appraiser's hours vary depending on the assignment and employer. Days can occasionally be longer than eight hours, particularly during busy times of the year. The annual salary averages from \$40,000 to \$60,000 with 1-5 years of experience to \$60,000 - \$100,000 with 5 to 15 years of experience.



Rural appraisers are not limited to rural properties by their training or certification and can also appraise other property types including warehouses, offices and residential properties with little, if any, additional training.

Depending on the individual assignment, the rural appraiser is most often responsible for estimating values of and for:

- Land and improvements
- Easements
- Condemnation
- Natural resources (water rights, timber, and minerals for example)
- Partial interests
- Personal property

Professional rural appraisers are needed to satisfy requirements for such things as:

- Eminent domain
- Estate planning, gift valuations or inheritance issues
- Litigation involving land valuations, damages or crop losses
- Partitions
- Loan purposes
- Expert witness services
- Assistance to banks and trustees in handling real estate holdings





WHO USES A PROFESSIONAL RURAL APPRAISER?

Typically individuals who use professional rural appraisers are:

- Lending Institutions
- Investment Institutions
- Trusts
- Attorneys
- Accountants
- Municipalities
- Government Agencies
- Private Individuals



BACKGROUND AND EDUCATION NEEDED

People with a wide variety of backgrounds enter the profession:

- College graduates with degrees in business, economic or agricultural fields
- People with institutional lending experience
- People with agricultural backgrounds
- People currently involved in other professional real estate related fields such as real estate sales, agricultural consulting and property management
- Current real estate appraisers who wish to pursue agricultural appraisals as a specialty

A great benefit of being trained as a rural appraiser is you will have better understanding and insight into the intricacies of rural appraisal that many Commercial and Residential trained appraisers do not possess, since the valuation of bare land is often among the most difficult of appraisal assignments.

To appraise properties you must be licensed. There are three types of appraisal licenses, each with specific education and experience requirements. To learn more about the specific requirements contact, Deanna Ilk, ASFMRA State Certification and Continuing Education Coordinator, at 303-692-1222 or your state's licensing board.

