

2024 Performing Commercial Evaluations

DECEMBER 4, 2024 | OBA/OKC

OBA MEMBERS: REGISTER ONLINE AT WWW.OBA.COM.

Earlybird fee by 11/20/24: \$290

Regular fee after 11/20/24 \$300

Non-members: \$600

The fee includes instruction, materials, breaks and lunch.

Cancellation requests must be made in writing and be received by 11/20/24 to receive a full refund. A 50-percent refund will be given on all cancellations received by 11/27/24. No refunds will be given on requests received after 11/27/24; however, substitutions may be made.

BANK/CO. _____

PHONE _____

FAX _____

P.O. BOX _____ CITY _____

ZIP _____

NAME _____

TITLE _____

MOBILE PHONE _____

EMAIL _____

NAME _____

TITLE _____

MOBILE PHONE _____

EMAIL _____

NAME _____

TITLE _____

MOBILE PHONE _____

EMAIL _____

PAY BY CREDIT CARD:

For security reasons, please e-mail your registration form and credit card information to:

secure e-mail: secure@oba.com

BILL TO VISA MASTERCARD AMEX DISCOVER

CARDHOLDER NAME _____

CARD # _____

EXPIRATION DATE _____ CVC# _____

SIGNATURE _____

PAY BY CHECK:

Mail this form with payment to:
Oklahoma Bankers Association
P.O. Box 960173

Oklahoma City, OK 73196-0173

SCHEDULE

8:30 a.m. Registration

9 a.m. to 4:00 p.m. Program

LOCATION

Harris Event Center at the OBA

643 N.E. 41st St., Oklahoma City

405-424-5252

ACCOMMODATIONS

Residence Inn Bricktown

400 E. Reno Ave.

Oklahoma City, OK 73104

405-601-1700

Ask for OBA rate of \$122,
Free breakfast, Self parking \$18/day.

Embassy Suites, OKC Medical Center

741 N Phillips Ave

405-239-3900

Ask for the OBA business rate of \$147,

Made to order breakfast, Self parking \$14/day.

QUESTIONS?

Call Nancy, Debbie or Janis at the OBA for further information at 405-424-5252, or email Janis at janisr@oba.com

If you have a disability that may impact your participation in this event, please forward a statement regarding any special needs to the OBA. We will contact you to discuss accommodations.



2024 Performing Commercial Evaluations



DECEMBER 4, 2024
OBA/HARRIS EVENT CENTER • OKC



COURSE DESCRIPTION

Learn or improve your ability to perform Commercial Evaluations by attending the Performing Commercial Evaluations 6-hour course. Tailored specifically for internal bank members responsible for reviewing or conducting commercial evaluations, this course provides a robust framework for mastering the intricacies of property evaluation. By the end of this course, you will have a thorough understanding of the data required and the steps involved in performing accurate and reliable internal Evaluations on commercial properties. Enhance your professional skills and ensure your Evaluations meet the regulatory standards with Performing Commercial Evaluations.

WHO SHOULD ATTEND

- Internal bank members involved in performing internal evaluations
- Internal bank members involved in commercial property reviews (evaluations and/or appraisals)
- Bank staff looking to enhance their evaluation skills

WHAT YOU WILL LEARN

1. Identifying the Subject Property: Gain the skills to accurately identify and characterize the subject property, ensuring precise and relevant evaluations.
2. Lease Analysis: Dive deep into the world of leases, exploring key terminologies and various lease types. Understand the nuances that impact property value and financial performance.
3. Office Building Case Study: Apply your knowledge in a practical, real-world scenario with an in-depth case study of an office building. This hands-on exercise reinforces learning and boosts confidence in conducting evaluations.

REGISTRATION

To qualify for the early bird fee of \$290, you must register by 11/20/24. The fee after 11/20/24 is \$300. Non-member fee is \$600. The fee is per person; instruction, materials, breaks, lunch are provided.

PERFORMING COMMERCIAL EVALUATIONS

MINIMUM EVALUATION STANDARDS

PROPERTY IDENTIFICATION

- Legal Description
- Site Analysis
- Improvements Analysis

OWNERSHIP INTEREST IDENTIFICATION

- Fee Simple vs. Leased Fee vs. Leasehold

APPROACHES TO VALUE

ASSUMPTIONS: EXTRAORDINARY ASSUMPTIONS VS. HYPOTHETICAL CONDITIONS

LEASING AGREEMENTS

- Understand Lease Terminology
- Relate Subject Lease rate and terms to market rate and terms.
- Sample Lease Questionnaire

ANALYZE COMPARABLE DATA

- Physical Analysis of Comparable Data
- Financial Analysis of Comparable Data

OFFICE BUILDING EVALUATION CASE STUDY

Determine Market Value based upon Sales Data and Income Stream

- Analyze Sales - Determine Value Based upon Sales Price/Square Foot
- Analyze Lease Comparables and Determine Value Based upon Three Most Common Capitalization Techniques:
 - Gross Rent/Income Multiplier
 - Effective Gross Rent/Income Multiplier
 - Overall Capitalization Rate
- Reconciliation of Value Conclusions
- Discounted Cash Flow Analysis introduction

SPEAKER

Cheryl Bonnaffons Bella, MAI, AI-GRS, AQB Certified USPAP Instructor, is a certified appraiser that actively works in the banking industry as an appraisal compliance consultant. She established and managed appraisal departments for several financial institutions and now consults with banks around the nation on appraisal regulatory compliance, department structure, and policy and procedure development.

Her financial institution experience includes serving as Vice President of Bank One Corporation, Appraisal Manager at Hancock Bank, and Vice President of First Commerce Corporation. She participated in due diligence analysis as part of bank acquisitions, wrote corporate-wide appraisal policy and procedures, and authored lender training classes and manuals. Cheryl also authored and instructed annual banking compliance seminars for various state banking associations, individual financial institutions, and teaches a variety of appraisal and real estate agent seminars and webinars, including presentations for the Appraisal Institute and American Society of Appraisals national conferences. Cheryl is an approved instructor for Risk Management Association (rma) "Understanding and Interpreting Real Estate Appraisals" class.

Cheryl has served in various positions in the Appraisal Institute at the state and regional levels and was appointed by the Governor to serve on the Louisiana Real Estate Appraisers Board. In 2014 Cheryl participated in the development of an appraisal management and compliance program that allows banks to manage their appraisal process in-house, a system where they maintain control of decision making and data. Cheryl serves as Chief Compliance officer for this risk management program, FICRAS (Financial Institution Complete Risk Aversion Solution), which is used by banks across the nation.

As a private contractor, she seeks educational opportunities to learn from and instruct lenders, real estate agents and appraisers on appraisal related issues, including regulatory, appraisal theory, and appraisal practices.