



19210 S. Vermont Avenue, Building A, Suite 100  
Gardena, CA 90248  
Phone: (310) 538-0233  
www.irwaonline.org

## Course 421: The Valuation of Partial Acquisitions January 27 - February 1, 2022 Salt Lake City, UT



### Course 421: The Valuation of Partial Acquisitions

#### Course Description:

Participants will learn how to determine and appraise the larger parcel, techniques for appraising the part acquired, identifying and measuring various types of damages and how to value the remainder after acquisitions. The course introduces ways to handle special benefits and explores the before and after approach (how, why and when), and includes numerous exercises and case studies to aid in understanding.

#### Course Level:

Advanced

#### Topics:

- Review of the basic principles and the valuation process
- Utilization of both Federal (“Before and After”) Rule and the State (Summation) Method in the valuation of partial acquisitions
- Allocation of the partial acquisition compensation among its components (i.e., value of the part taken, damages to the remainder, benefits to the remainder, cost to cure)
- Application of various methods to analyze and quantify the impacts of partial acquisitions on remainder properties
- Analysis of both temporary and permanent easements and valuation techniques
- How to become a better expert witness

#### Course Tuition Includes:

- Participant Manual
- USPAP Text

#### Required Materials:

Financial Calculator

#### Who Should Take This Course:

This course is geared toward experienced appraisers who are in the process of conducting partial acquisitions and deals with the special problems of the valuation of partial acquisition, both fee/easement.

**421 The Valuation of Partial Acquisitions January 27 - February 1, 2022 Salt Lake City, UT**

Register online at [www.irwaonline.org](http://www.irwaonline.org) / Fax this entire page to IRWA HQ: (310) 538-1471

\_\_\_\_\_  
 | Last Name First Name

\_\_\_\_\_  
 | Title

\_\_\_\_\_  
 Company Name

\_\_\_\_\_  
 Address

\_\_\_\_\_  
 City, State, Zip/Postal Code

(\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_  Yes  No  
 Phone Member Member ID Number

\_\_\_\_\_  
 Email Address

If payment includes the fees for registrants other than yourself, check here:   
 (Please submit names of other registrants on a separate paper along with this form)  
 Will you also be attending?  Yes  No

Member Tuition	Non-Member Tuition	Total Tuition Amount	Total Member Registrants: _____
\$755.00	\$935.00	_____	Total Non-Member Registrants: _____

PRINT NAME AS IT APPEARS ON CARD: \_\_\_\_\_ 3-DIGIT CVV: \_\_\_\_\_

AMEX  MC  VISA  Card #: \_\_\_\_\_ EXP: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_ Amount to be Charged: \_\_\_\_\_

**Course 421: The Valuation of Partial Acquisitions January 27 - February 1, 2022 Salt Lake City, UT**

Sponsor: IRWA Chapter 38  
 Date: January 27 - February 1, 2022  
 Time: 4 Days - 8 AM to 5 PM Daily  
 City: Salt Lake City, UT

**Class Location:**  
 Utah Department of Transportation  
 4501 S. 2700 West  
 UDOT Conference Room - Redwood B  
 Salt Lake City, UT 84129  
 Phone: (801) 965-4238  
 Participant Capacity: 45

**Four Ways to Register:**  
 Online: [www.irwaonline.org](http://www.irwaonline.org)  
 Fax: (310) 538-1471  
 Phone: (310) 538-0233, x124  
 Contact Course Coordinator

**Accommodations:**  
 Crystal Inn  
 2254 City Center Court  
 West Valley City, UT 84119  
 Phone: (801) 736-2000  
 Rate: \$95.00 + tax per night (single or double)  
 Notify desk for IRWA Reserved rate (subject to availability).  
 Rates approved by AJ - Sales Manager.  
 Free shuttle to training facility provided, please let front desk know on check in.

**Course Coordinator:**  
 Cameron Moos  
 1070 E Canyon Road  
 Spanish For, UT 84660  
 Phone: (801) 361-2415  
 Email: [moos.cam@gmail.com](mailto:moos.cam@gmail.com)

**Course Instructor:**



Raymond B. Bennett, SR/WA, holds a bachelors degree in business administration and licenses as a certified general appraiser, real estate broker and continuing education instructor in the state of Utah. Mr. Bennett has served the IRWA as Chapter President in Salt Lake City, Region Chair of Region 9 and on the IGC (International Governance Committee). Ongoing education is an important principle to him. Mr. Bennett qualified as an IRWA Instructor in 2007. In 2016 he became CLIMB certified. He enjoys teaching for the IRWA in the fields of appraisal and negotiations. He believes that learning and education does not stop when one graduates—that is when it actually begins. Education should be a life-long quest.



C. Wayne Larsen, SR/WA, R/W-AC, R/W-URAC, has over 30 years of experience in commercial and residential appraisal, including 18 years of specialized right of way experience in project management and other right of way disciplines. Prior to Horrocks Engineering, Mr. Larsen was with Parsons Brinkerhoff, the Utah Department of Transportation for twelve years (1995-2007) and served as a Lead Agent and Appraisal Reviewer in the Right of Way Division. He is a senior member of the International Right of Way Association (SR/WA) along with an Appraisal Certification (R/W-AC), Uniform Act Certification (R/W-URAC), a Certified Public Manager (CPM), a Certified General Appraiser in Utah, and holds a Bachelor of Science degree Business Administration, Finance Major, graduating with high honors - Summa Cum Laude.

**Cancellation Policy:** All classes scheduled by IRWA are subject to cancellation. All class registrants must contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be cancelled at any time (for reasons including, but not limited to, insufficient registration, Instructor emergencies or other issues beyond the control of the chapter and/or IRWA). Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid class tuition. IRWA and its chapters assume no other registrant liability resulting from class cancellation.

**Tuition Refund Policy:** Written notification of intent to cancel registration must be received via email by both the Course Coordinator and IRWA Headquarters Education Staff ([education@irwaonline.org](mailto:education@irwaonline.org)) prior to the class start date in order to be eligible for a tuition refund. A full tuition refund will be issued if notice is received 15 days or more prior to the class start date; a 75% refund will be issued if notice is received less than 15 days prior to the class start date, and no refund will be issued for notice received on or after the class start date.