

April 15, 2025

Dear State Regulator Community,

As key partners in strengthening public trust and upholding standards of excellence in the appraisal profession, The Appraisal Foundation has consistently supported state regulators with tools to carry out their enforcement authority. Today, we're taking that commitment a step further.

We are pleased to announce the formation of a State Harmonization Task Force focused on identifying and assisting states in removing unnecessary regulatory overlays that may be creating unintended barriers to entry into the profession—particularly in the area of mass appraisal.

This initiative is rooted in the Foundation's strategic plan, which calls for building a strong new generation of appraisers to further public trust in the profession. By working together to streamline state-level requirements that exceed AQB criteria, the Task Force aims to:

- Expand access to licensure
- Increase the number of qualified appraisers
- Align with the evolving needs of the profession

We know many states—both large and small—are already leading the way. We want to share their successes, provide resources and tools, and help more states modernize their approaches.

While the State Harmonization Task Force will ultimately focus on all licensure requirements that exceed the criteria, we are beginning with ad valorem experience and mass appraisal pathways. These areas represent an existing pool of highly qualified applicants who are ready to join the profession—and we want to help states recognize and leverage this opportunity.

Mass appraisers bring skill sets that are well-aligned with the evolving demands of the profession—from the increased use of data and analytics to the technological fluency expected in modern valuation practice. These competencies are especially relevant as the profession adapts to new methodologies and changing expectations. This Task Force isn't just highlighting the issues—we're developing solutions and practical steps to help states take action.

We'll be sharing more during the AARO Virtual Conference on April 28th. In the

meantime, we encourage you to look for a follow-up communication that will include resources, graphics, and opportunities to engage.

Together, we can make the profession more accessible, better aligned with today's needs, and prepared for the future.

Sincerely,

A handwritten signature in blue ink, appearing to read "Peter Fontana", with a stylized flourish at the end.

Peter Fontana
Chair
State Harmonization Task Force

The Importance of Harmonizing State Qualification Criteria

Only nine states in the US accept the AQB's minimum criteria without overlays. Today these overlays are creating barriers to entry that could prevent a new generation of appraisers from joining this dynamic profession.



Losing key talent

By creating additional barriers to entry, states risk losing out on young, talented workers who may be perfectly suited to the appraisal profession as they pursue careers with fewer regulatory burdens



Shrinking appraisal workforce

As the appraiser workforce ages, more and more appraisers are retiring without new appraisers coming into the profession to fill that gap.



Economy at risk

Fewer entrants and more retirements means more chance of there being a shortage of appraisers who can provide independent, unbiased opinions of value on housing transactions, potentially putting the state's economy at risk



Difficult to administer programs

Overlays can make your state regulatory program more difficult to administer, creating challenges in applying regulatory tools and resources from the Foundation.

How We Can Help!

The Appraisal Foundation has created a State Harmonization Task Force aimed at assisting states in ensuring that their qualification criteria are in line with the AQB minimums and do not create unnecessary barriers to entry.



Mass Appraisal

Mass appraisal experience is already allowed under the AQB criteria. The task force can share examples of how this is implemented in other states.



Tools and Solutions

The task force is made up of Foundation representatives and stakeholders across the profession to offer innovative tools and solutions to assist states in their work and help them solve their unique regulatory challenges.



Model Approaches

As the task force continues its work, it can share model approaches that are working in other states and help tailor those approaches to meet the needs of each regulatory body.

**The
Appraisal
Foundation**

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🌐 <https://appraisalfoundation.org>

FREQUENTLY ASKED QUESTIONS

What is mass appraisal?

A mass appraisal is an appraisal assignment in which the Scope of Work involves valuing a universe of properties, versus an individual or fee appraisal assignment that values a single subject property.

The seven steps in the mass appraisal and individual or fee appraisal process are the same:

- Identify the problem;
- Set the Scope of Work;
- Gather data;
- Analyze the data;
- Determine Highest and Best Use;
- Apply appropriate valuation conclusions; and,
- Reconcile value indicators and report opinions.

How does USPAP reference mass appraisal?

The Uniform Standards of Professional Appraisal Practices (USPAP) defines Mass Appraisal as the process of valuing a universe of properties as of a given date using standard methodology, employing common data, and allowing for statistical testing (USPAP 2024 Edition, page 5).

USPAP has two dedicated standards specifically for mass appraisal: Standard 5 – Mass Appraisal, Development and Standard 6 – Mass Appraisal, Reporting. Appraisers must adhere to USPAP Standards 5 and 6 in order to perform a credible and compliant mass appraisal assignment.

USPAP is produced by the Appraisal Standards Board (ASB) of The Appraisal Foundation (TAF). TAF not only recognizes mass appraisal but supports having mass appraisal experience accepted for state appraiser licensure and certification.

Does the ASC and AQB recognize mass appraisal experience?

Yes. Mass appraisal is a valid and recognized form of appraisal experience under the Appraisal Subcommittee (ASC) policies and Appraisal Qualifications Board (AQB) requirements. According to ASC Policy Statements, Section C (Minimum Criteria), "Title XI requires States to adopt and/or implement all relevant AQB Criteria."

The applicable AQB Real Property Qualification Criteria can be found in Section V (Generic Experience Criteria), Paragraph F, which explicitly recognizes mass appraisal as an acceptable appraisal practice for experience credit. It states:

"Acceptable real property appraisal practice for experience credit includes appraisal, appraisal review, appraisal consulting, and mass appraisal."

Does mass appraisal experience count as AQB qualifying experience?

Yes. The AQB states that mass appraisal experience would count towards qualifying experience credit for becoming a certified real estate appraiser. A credited hour of experience is defined as verifiable time spent in performing tasks in accordance with acceptable appraisal practice. Acceptable real property appraisal practice for experience credit includes appraisal, appraisal review, appraisal consulting, and mass appraisal.

The AQB mandates that real property appraisers seeking state licensure or certification must meet certain minimum experience requirements, including experience in mass appraisal, which can be obtained through individual property appraisals (for example, new construction or mass appraisals).

All experience must be obtained after January 30, 1989, and must be USPAP compliant. An applicant's experience must be in appraisal work conforming to USPAP Standards 1, 2, 3, 4, 5, and/or 6, where the appraiser demonstrates proficiency in appraisal principles, methodology, procedures, development, and reporting conclusions.

Qualifying experience can be demonstrated by providing:

- A representative sample of the applicant's work product that is analyzed for USPAP compliance by a knowledgeable and qualified person;
- A verifiable experience log containing data which includes:
 - Type of property;
 - Date of report;
 - Address of appraised property;
 - Description of work performed by the applicant and scope of the review and supervision of the supervising appraiser, if applicable;
 - Number of actual work hours by the applicant on the assignment; and,
 - The signature and state certification number of the supervising appraiser if applicable. Separate appraisal logs shall be maintained for each supervising appraiser, if applicable.

(Source: Real Property Appraisal Qualification Criteria, Section V. -F. Generic Experience Criteria.)

Under the provisions of Title XI of the Financial Institutions Reform, Recovery and Enforcement Act of 1989 (FIRREA), the AQB establishes the Real Property Appraiser Qualification Criteria (Criteria), or the minimum education, experience and examination requirements for real property appraisers to obtain a state certification.

https://appraisalfoundation.org/imis/TAF/About_Us/TAF_Boards_and_Panels/Appraiser_Qualifications_Board/TAF/Appraiser_Qualifications_Board.aspx?hkey=e82a999c-c8bb-4118-af4d-3d15fd7f799c

Each state can choose to develop requirements that exceed the minimum requirements set by the AQB. For example, the Florida Administrative Code R. 61J1-6.001 includes language describing aspects of the mass appraisal process that qualify as experience such as: “Developing a model structure to determine the contribution of the individual characteristics affecting value;”.

<https://casetext.com/regulation/florida-administrative-code/departments-61-department-of-business-and-professional-regulation/division-61j1-florida-real-estate-appraisal-board/chapter-61j1-6-experience-requirements/section-61j1-6001-experience-requirement>

How do state boards confirm or verify qualifying experience hours?

Logged mass appraisal qualifying experience hours would be confirmed and verified in the same manner as individual or fee appraisal qualifying experience hours.

An experience log would be submitted by the applicant to the board. The experience log should capture minimum information, including:

- Effective date of appraisal;
- Type of property;
- Universe of properties appraised;
- A description of work;
- Scope of supervising appraiser’s review;
- Scope of supervising appraiser’s supervision;
- Total residential hours;
- Total non-residential hours; and,
- Total cumulative hours.

This log is signed by a supervisor or overseer in the same manner experience logs are signed by a supervisor for individual or fee appraisers. Examples of mass appraisal logs approved and currently being used by other states are available.

Once a signed log has been submitted, boards should proceed examining mass appraisal experience logs in the same manner used when evaluating single property experience logs.

How does a state board determine a reasonable number of qualifying experience hours for each phase of a mass appraisal assignment?

While the circumstances for each mass appraisal assignment will affect the result, the number of hours deemed reasonable for each phase (step) in the mass appraisal process should be determined by the Scope of Work for the assignment.

The suggestions below are predicated on the mass appraisal of a residential universe of properties; results may vary significantly for non-residential applications of mass appraisal. Ultimately, a state board should consider all relevant factors when awarding qualifying experience hours.

Factors that should be considered include, but are not limited to:

- The number of parcels within the universe of properties being appraised (how many residential properties within a particular market area or segmentation thereof, defining the universe to be appraised, identification of the problem to be solved)
 - 40 to 120 hours
- Locational and neighborhood delineation effort,
 - 40 to 160 hours - Technique dependent, can range from manual to Geographical Weighted Regression approaches
- The number of parcels requiring an inspection to ensure updated property characteristics
 - Exterior inspection only – 0.15 to 0.2 hours per property inspected
 - Interior and exterior inspection – 0.3 to 0.5 hours per property inspected
- The extent of market analysis required to be competent to complete the assignment and understand the empirical market forces that affect both the supply and demand of the universe of properties
 - 40 to 120 hours
- Determination of the Highest and Best Use for the universe (typically current use, and often controlled by a jurisdictional exception that limits other considerations of the highest and best use for the universe of parcels, i.e. “economic reality”)
 - 10 to 20 hours
- The application of the approaches to value - the Cost Approach and Sales Comparison Approach are typically considered, developed, and relied upon for mass appraisal purposes, the Income Approach may be relevant if certain market conditions exist, nuanced stratification might be necessary – i.e. is there an

adequate, statistically significant sample size for the market approach; how many special or complex residential parcels exist in the universe population

- 20 to 40 hours
- Source information verified for conducting a Cost Approach - review and application of replacement cost data from nationally recognized cost publications or local construction data, adjusted for local modifiers, and ultimately matched against the property identification schema and property characteristics for the universe in question
 - 40 to 120 hours
- Source information verified for conducting a Sales Comparison Approach - sales file finalized with an appropriate study period (years) selected, adequate information at the time of sale for each occurrence that must match the associated property characteristics for the universe in question
 - 40 to 240 hours – determined by frequency level
- Model specification and calibration specific to each of the approaches
 - 80 to 240 hours - determined by frequency and level of difficulty
- Iterative process once the models are specified and calibrated must occur thereafter
 - 20 to 40 hours
- Statistical testing of a holdout sample including advanced tests for Multiple Regression Analysis should then be conducted (VIF, Multi-Collinearity, Mann-Whitney, etc.)
 - 20 to 40 hours
- Once the models have been set to meet the baseline industry or jurisdictional standards for sales ratios, a review of all parcels should occur to ensure accuracy and general reasonableness and ensure there is a level of conformity to the valuations within the defined market segment
 - 0.05 to 0.10 hours per property
- Mass appraisal experience in the context of filed appeals for ad valorem purposes should also be considered and would typically occur after the mass appraisal effort
 - 1 to 8 hours per appeal - hours for each component of an appeal assignment can vary but typically reflect fee appraisal time standards

Are there states currently accepting mass appraisal hours?

Yes, as of January 2025 there are currently 17 states accepting mass appraisal hours as work experience. Some of those states include Arizona, Arkansas, Colorado, Connecticut, Iowa, Michigan, Missouri, Montana, New Jersey, Oklahoma, Virginia, and Washington.

STANDARDS 5 & 6

Compliance Checklist



STANDARD 5 & 6 CHECKLIST

APPRAISAL ASSIGNMENT

Address/Market Area/Property Description: _____

City: _____ County: _____ State: _____ Zip Code: _____

Legal Description: _____

Parcel Number: _____ Neighborhood ID: _____

Property Type: 1 unit 2 units 3-4 units 5+ units Commercial/Industrial

Other (description): _____

Ownership: PUD Condo COOP Other: _____

ORIGINAL WORK PRODUCT UNDER REVIEW

Purpose of Work Product: Ad Valorem Appraisal Valuation Defense Other: _____

Date of Work Product: _____ Effective Date of Value(s): _____ Total Pages in Product: _____

Date of Inspection(s): _____ Value Conclusion(s): _____

Comments:

ORIGINAL APPRAISER INFORMATION

Name: _____ State Designation: _____

Certification/License #: _____ State: _____ Expiration Date: _____

Certification/License Issuing Agency: _____

Address: _____

Email Address: _____ Phone Number: _____

STANDARD 5 & 6 CHECKLIST

USE OF THIS CHECKLIST

This Standard 5 & 6 checklist will assist the _____ Board of Real Estate Appraisers with the evaluation of an ad valorem appraisal submission. The purpose of this evaluation is to identify and communicate any substantial errors or inadequacies where the submission does not meet the minimum requirements established within Standards 5 & 6 of the Uniform Standards of Professional Appraisal Practice.

EVALUATOR INFORMATION

Name: _____ State Designation: _____

Certification/License #: _____ State: _____ Expiration Date: _____

Certification/License Issuing Agency: _____

Address: _____

Email Address: _____ Phone Number: _____

#	Has the appraiser...	USPAP References	Response			Comment if No or N/A
			Yes	No	N/A	
1	identified and correctly interpreted the appraisal problem and scope of work?	5-1(a) SOW				
2	identified the intended use of the appraisal, as well as the intended users (by name or type)?	5-2(a)(b) 6-2(a)(b)				
3	identified the type of value, definition of value, and the source of the value definition?	5-2(c) 6-2(e) SOW				
4	stated the opinion of value in terms of cash, terms equivalent to cash, or other precisely defined terms (if market value)?	5-2(c) 6-2(e)				

STANDARD 5 & 6 CHECKLIST

#	Has the appraiser...	USPAP References	Response			Comment if No or N/A
			Yes	No	N/A	
5	identified and reported the effective date of the appraisal?	5-2(d) 6-2(d)				
6	identified and described the characteristics of the subject site and any improvements to the subject site?	5-2(e)(f)(g) 5-3 6-2(f)				
7	identified, analyzed, and reported on economic demand, physical, functional, and external market factors that may affect the appraisal?	5-2(f)(h) 5-3 5-4(a) 6-2 SOW				
8	identified the existing use of the real estate?	5-2(e)(f) 5-3				
9	identified and considered any personal property, trade fixtures, or intangible items that are not real property?	5-2(g) 5-3				
10	identified the real property interest to be appraised?	5-2g(iv)(v) 6-2(f)				
11	identified and stated all assumptions and limiting conditions (including extraordinary assumptions, hypothetical conditions) that affect the analysis and conclusions of appraisal?	5-2(i)(j) 6-1(b)(c) 6-2(c)				

STANDARD 5 & 6 CHECKLIST

#	Has the appraiser...	USPAP References	Response			Comment if No or N/A
			Yes	No	N/A	
12	considered any restrictions on the right to use the property?	5-2(e)(g) 5-3 6-2(f)				
13	considered the highest and best use of the real estate?	5-3 6-2(l)				
14	summarized the process of collecting, confirming, and reporting data?	5-2(k) 6-2(g)(j)				
15	employ recognized techniques for specifying and calibrating valuation models? (if applicable)	5-4(b)(c) 5-6 6-2(i)(k)				
16	when necessary for credible assignment results developed an opinion of value for the land and/or site?	5-3 5-5 a(iii) 5-6(b)(d)				
17	when necessary for credible assignment results collected, verified, analyzed, and reconciled the cost and depreciation of the improvements?	5-4 5-5 a(i) 5-6(a)(e) 5-7 6-2				
18	when necessary for credible assignment results collected, verified, analyzed, and reconciled sales of comparable properties to support the sales comparison approach?	5-4 5-5 a(iv) 5-6(a) 5-7 6-1 6-2				

STANDARD 5 & 6 CHECKLIST

#	Has the appraiser...	USPAP References	Response			Comment if No or N/A
			Yes	No	N/A	
19	when necessary for credible assignment results collected, verified, analyzed, and reconciled data from properties to support the income approach?	5-4 5-5 a(v) 5-5(c) 5-6(a)(c) 5-7 6-2				
20	summarized the process used to reconcile the applicability, suitability, quality and quantity of data in the approaches in order arrive at the value conclusion?	5-7 6-2(n)				
21	supported the exclusion of any approaches to value that have been excluded from analysis?	5-7 6-2(f)(g)				
22	summarized portion(s) of work that involved significant appraisal assistance?	6-2(h)				
23	provided a copy of a signed certification? NOTE: A certification signed by the County Appraiser/Assessor complies with this requirement.	6-3				

STANDARD 5 & 6 CHECKLIST

CHECKLIST & EVALUATOR'S SUMMARY

Do any of the "No" responses from the USPAP reference section indicate a violation of USPAP's Ethic's Rule, Record Keeping Rule, Competency Rule, or Scope of Work Rule? Yes* No

Which approaches to value were excluded from the report, if any? Income Cost Sales

Were any of the excluded approaches to value necessary for credible results? Yes* No

*** If you marked 'Yes' to any above question, please provide more information in the comment field below.**

Comments:

NOTE: This Standard 5 & 6 checklist is to be used in conjunction with the work product under review. Without the accompanying work product this analysis cannot be completely understood and should not be solely relied upon.

Additional comments:

Signature: _____ Date: _____

Name: _____

State Designation: _____

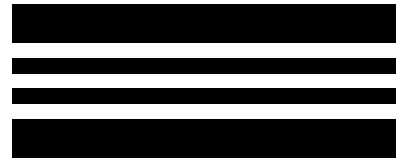
Certification or License #: _____

State: _____ Expiration Date: _____

Sample Experience Logs



Real Estate Appraisers Mass Appraisal Experience Log



Experience hours awarded to appraiser trainees working in assessment or mass appraisal must be compliant with USPAP Standards 5 and 6, (in some cases, USPAP Standards 1 and 2). The Mass Appraisal Experience Log is to be used for USPAP Standard 5 and 6 work product. If an applicant is also seeking credit for USPAP Standard 1 and 2 work product, that experience must be applied for using a Real Estate Appraisers Applicant/Trainee Experience Log.



Quantitative experience requirements may only be satisfied by time spent on the appraisal process. This consists of:

- analyzing factors that affect value;
- defining the problem;
- gathering and analyzing data;
- applying the appropriate analysis and methodology; and
- arriving at an opinion and correctly reporting the opinion in compliance with USPAP.

The mass appraisal experience being submitted by the trainee and supervisor must be a part of, or the entirety of, a work product intended to be compliant with USPAP Standard 5 and 6.

Allowed hours are found in The Law Relating to Real Estate Appraisers under WAC 308-125-075. A link to the laws and rules can be found on the Department of Licensing Appraiser's webpage (www.dol.wa.gov/business/appraisers).

Check the following boxes as they apply to the office you worked in while gaining your experience; example, in the normal course of producing your mass appraisal work product and in connection with each property appraised, the following elements are part of your office's process:

1. Identification of the properties to be appraised. ☐ Yes ☐ No
2. Are market areas of consistent behavior that applies to properties defined? ☐ Yes ☐ No
3. Is there clear identification of characteristics (supply and demand) that affect the creation of value in that market area? ☐ Yes ☐ No
4. Is the model structure developed in such a way that it reflects the relationship among the characteristics affecting value in the market area? ☐ Yes ☐ No
5. Is the model structure calibrated in a manner that determines the contribution of the individual characteristics affecting value? ☐ Yes ☐ No
6. Are the conclusions reflected in the model applied to the characteristics of the properties being appraised? ☐ Yes ☐ No
7. Is a review performed on the mass appraisal results? ☐ Yes ☐ No

Entries must be chronological in order. If a trainee has multiple supervisors, separate appraisal logs shall be maintained and submitted for each supervisory appraiser.

Real Estate Appraisers Mass Appraisal Experience Log

TYPE or PRINT Trainee name		Log date from	Log date to	Hours requested this page*
Trainee license number	Supervisor name	Supervisor license number	*Applicants must enter actual hours, subject to maximums state in RCWs and WACs	

1. **Trainee** must: Enter the hours worked under each task in the columns that apply. Total the hours in the final 2 columns.
2. **Trainee** must: Prepare a separate log for each Supervisor and have each Supervisor follow instruction #3 below.
3. **Supervisor**: For each parts of each assignment, Supervisor to indicate whether they: **P**-Had primary responsibility; **C**-Co-appraised; **R**-Reviewed and approved

Dates of appraisal task (mm/dd/yy)	Geographical area or project ID number	Type of appraisal task	Property types per WAC 308-125-075	Number of parcels	T=trainee S=supervisor	Exterior or site inspections	Land/Lot valuations	Interior inspections	Highest and best use analysis	Sales research and analysis	Nbhd description and analysis	Income analysis	Cost analysis	Model (CAMA) specification	Model (CAMA) calibration	Statistical analysis	Final review/reconciliation	Comments on scope of review and level of supervision	Actual hours worked*	Allowed hours*
Sample 01/15/15 – 04/05/15	Sample NBHD 120	Sample Subdivisions	Sample SFRs 1.(a)	Sample 500	T	50	100			300	200					100	75	Trained on processes and reviewed analysis and work	825	3,000
					S	P	P			R	C					C/R	R			
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I declare under penalty of perjury under the law of Washington that the foregoing is true and correct.

I understand that any material misrepresentation shall be grounds for denial, suspension, revocation, and/or disciplinary action against my license.

X

Date and place signed

Trainee signature

X

Date and place signed

Supervisor signature

Montana Board of Real Estate Appraisers

PO Box 200513

301 S Park, 4th Floor

Helena, MT 59620-0512

Phone: (406) 444-6880

Email: dlibsdhelp@mt.gov Website: realestateappraiser.mt.gov**Instructions for
Ad Valorem Tax Appraiser Applicant**

Below are the minimum requirements you must meet in order to be licensed in the state of Montana.

1. Submit a complete application – [24.207.502\(1\)](#)
2. Be of good moral character – [37-54-202\(1\)\(a\)](#)
3. Submit proof of required qualifying education – <http://boards.bsd.dli.mt.gov/rea#1> (Select the license level you wish to apply for. Click on the checklist for exam applicants for the qualifying education requirements).
4. Submit additional College level education for the license level you are applying for, if applicable - [Qualifying Education](#)
5. Submit the mass appraisal experience log, signed by your Montana DOR supervisor attesting that the experience you are claiming has been performed in compliance with USPAP Standards 5 and 6 -- <http://boards.bsd.dli.mt.gov/rea#1>.
6. Board staff will identify and direct you to submit 3 appraisal reports from the experience log for review for compliance with USPAP Standards 5 and 6.
7. Submit a demonstration report performed in compliance with USPAP Standards 1 and 2.
8. After your education and experience have been reviewed by Board staff you will be made eligible to test.
9. Successfully pass the AQB-approved Examination.
10. Submit fingerprints for the purpose of a fingerprint and background check – [37-54-202\(3\)](#)

Checklist of Required Documents to Submit

The following documents and additional forms are required in addition to the basic application. Some documents may be submitted directly by the applicant as part of the application. Others, such as transcripts, may need to be sent to the board directly from the source.

- ☐ Complete application
- ☐ Official license verification from states and jurisdictions in which the applicant holds or has ever held a professional license of any type
- ☐ Staff will check ASC Website (<https://www.asc.gov/Home.aspx>) for REA license verification
- ☐ Fingerprint Background Check
- ☐ Noncriminal Justice Applicants Rights form
- ☐ MT Mass Appraisal Experience log showing necessary hours for licensure
- ☐ Proof of completion of IAAO training and testing relevant to the category applied for
- ☐ Certificates of completion for required qualifying education courses
- ☐ Official transcript sent directly to the board from the college or university, if applicable
- ☐ Demonstration Report performed in compliance with USPAP Standards 1 and 2
- ☐ Examination score verified on national examination portal by staff
- ☐ Discipline Question "Yes" – Submit detailed explanation
- ☐ Discipline Question "Yes" – Submit discipline documents



Application Fee(s)

The following fee(s) must be submitted with your application. Online applicants can pay using a credit card or e-check. If you submit a paper application you must submit a check. Do not mail cash.

- ☐ \$515 application fee

You can apply for a license online at <https://ebiz.mt.gov/POL/> or download a paper application from the website. Online application is recommended.

Please include a valid e-mail address with your application. E-mail is the department's primary form of communication.

If you have any questions about the application process or the licensing requirements please contact the Department of Labor and Industry Professional Licensing Bureau using the contact information at the top of this checklist.

**Real Estate Appraiser Board
EXPERIENCE LOG**

- All experience must be acquired within the five-year period immediately preceding the date application is made.
- Any valuation that meets the definition of "evaluation" set forth in §54.1-2009 of the Code of Virginia **may not** be counted as experience toward licensure.

INSTRUCTIONS FOR COMPLETING EXPERIENCE LOG

Complete Property Address	Enter the complete address of the property being appraised.
Month & Year	Enter the month and year of completion for the assignment(s) listed in the second column.
Assignment Identification	Enter a description for the type of assignment separately (commonly used acronyms are acceptable).
Type of Property	Enter the appropriate code number for the type of property appraised. <div> <div> 1 Single family, residential with exterior inspection 2 Single family, residential with full inspection 3 Multi-family, 2 to 4 units 4 Vacant lots, 1 to 4 5 Farms (non-income producing) 6 Multi-family, 5 or more units 7 Commercial </div> <div> 8 Industrial 9 Hotel, motel 10 Office 11 Subdivision projects 12 Land 13 Other </div> </div>
Property Value	Enter the appropriate code number for the dollar value of the property appraised. <div> 1 \$ 0 - \$ 100,000 2 \$ 100,001 - \$ 250,000 3 \$ 250,001 - \$1,000,000 4 \$1,000,001 - \$5,000,000 5 over - \$5,000,000 </div>
Type of Involvement	Enter the appropriate code number that indicates your involvement on the appraisal assignment(s). Definitions of each category of involvement are printed in Part I of the Real Estate Appraiser Board Regulations. <div> 1 Fee/staff appraiser, sole appraiser 2 Fee/staff appraiser trainee, co-signer 3 Ad valorem 4 Reviewer 5 Real estate consulting </div>
Hours on Assignment(s)	Enter each appraisal assignment and the total number of hours spent on the assignment.
Total hours of Assignment	Enter the total number of assignment hours for each page on the bottom of each page.
Supervisor Signature/ License Number	Supervisor's signature and license number must be on each page (only required for trainee applications and upgrade applications if you are working for another appraiser).
Description of work Performed by the Trainee/ Applicant	All trainees applying for an appraiser license must complete columns I thru X.

Experience Log

Prior to entering information on this form, please make several photocopies of this blank form to ensure that you have additional forms to accommodate all your experience entries. Number the pages according to the total number submitted (i.e. 1 of 3, 2 of 3, etc.) in the right-hand corner

USE THE INFORMATION ON PAGES 1 & 2 TO COMPLETE THE FOLLOWING TABLE

[illegible]

Total Hours of Assignment :	
-----------------------------	--

(per page 1)

By signing this page, the Supervisor certifies that the experience claimed on this log meets the relevant definition of experience in 18 VAC 130-20-10.

--	--	--	--	--	--	--	--	--	--

Date _____

Supervisor's License No. _____

Supervisor's Signature (must sign each page)

(only required for trainees or licensed/certified appraisers who are working under a Certified Residential or Certified General Appraiser)

Complete Address of Property	Month & Year	Assignment Identification	Type of Property	Property Value	Type of Involvement	AS	-	=	≡	∨	∧	∩	⊂	⊃	×	Hours on Assignment(s)
						A										
						S										
						A										
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Appraiser Qualifications Board



COURSE APPROVAL PROGRAM APPLICATION FOR

INITIAL COURSE APPROVAL or RENEWAL

If renewal, please provide state approval number (if applicable)_____

INSTRUCTIONS: This application form must be used by the course owner applying for approval of a course through the AQB Course Approval Program. A SEPARATE APPLICATION FORM MUST BE FILED FOR EACH COURSE SUBMITTED FOR APPROVAL. All items on the form must be completed (enter "N/A" for any item that is not applicable) and all required attachments must be submitted with the application including the application fee.

1. Name of Applicant _____
2. Mailing Address _____
3. Contact Person _____ Phone _____
4. Fax _____ Website _____
E-mail _____
5. Name of Administrator _____ Phone _____
6. Course Title & Number _____
7. Number of Classroom Hours _____ Number of Exam Hours _____
8. Course Category: Qualifying Education Continuing Education Both
License Certified Residential General
9. Instructor(s) _____
10. Method of Presentation : Traditional Classroom Correspondence Internet
Videotape Remote TV Computer Course
11. Location of Offering _____
12. If offered by distance education, attach approval of the delivery mechanism in accordance with the Section 4 of The Appraiser Qualifications Board Course Approval Program Policies and Procedures.

13. **Ownership of Course Materials:** **Yes** **No (If "NO", List owner and contact information)**

Owner: _____

Applicant Eligibility [Check one. See Section 3 of "Policies".]

- A. Applicant owns the course and conducts the course itself and/or through affiliated entities (such as state chapters of a national organization).
- B. Applicant is an affiliated entity of an entity which has previously obtained AQB approval of the course and the applicant will conduct this same course, but NOT under the auspices of the entity as described in Section 2H of the "Policies". Therefore, the applicant cannot claim AQB approval through the entity and applies as a "course owner" in its own right.

Name of parent entity having AQB approval of the course:

[Note: Relationship of applicant to parent entity and right of applicant to conduct the course are subject to verification by the AQB.]

- C. Applicant has acquired from the owner of an AQB-approved course the course materials for such course and the right from the owner to independently conduct the course using such acquired materials.

Name of owner having AQB approval of the course (include contact information):

[Note: Right of applicant to conduct the course using the owner's materials is subject to verification by the AQB. Include documentation or license agreement)]

14. Ownership of Course Materials. Regardless of type of eligibility of applicant as indicated in Item 13, the applicant represents that it owns the course materials or otherwise has the right to use the course materials in the course for which it seeks AQB approval; and to the best of the applicant's knowledge, information and belief, those materials do not infringe on the copyright or other rights of third parties.

Yes

No

[If "No", attach explanation.]

15. Authorized Affiliated Entities [If the applicant checked Item 10a above, check "List Attached" below and attach a list of all affiliated entities that may conduct the course under the auspices of the applicant and that will be entitled to claim AQB course approval through the applicant. See Section 2H of the "Policies". If none, Check "None" below. If the applicant did NOT check Item 10a above, check "Not Applicable" below.]

List Attached

None

Not Applicable

16. **Required Attachments:**

Qualifying Education

Course Materials:

Course Description
Timed Course Outline
Learning Objectives
Instructional Material for Students
(Textbooks, Notebooks, etc.)
Materials for Instructor Use
(Overheads, etc if applicable)
Topic Matrix
Sample of Final Examination and Answer Key

Policies Covering:

Course Prerequisites
Instructor Qualifications
Attendance
Cancellation & Refund
Records Retention

Miscellaneous:

Course Tuition/Fees
Course Schedule
Instructor's Resume/Bio
Copy of certificate
Equivalency matrix completed

Continuing Education

Course Materials:

Course Description
Course Outline
Learning Objectives
Instructional Material For Students
(Textbooks, Notebooks, etc.)
Materials for Instructor Use
(Overheads, etc. if applicable)

Policies Covering:

Instructor Qualifications
Attendance
Cancellation & Refund
Record Retention

Miscellaneous:

Course Schedule
Course Tuition/Fees
Instructor's Resume/Bio
Copy of certificate

17. **USPAP Courses**

Requirement: Student must possess a current copy of the Uniform Standards of Professional Practice (USPAP) and a current Student Manual.

How will the student be provided with a copy of the course material?

USPAP (please select one):

Downloadable searchable version
(This option is only available for distance education courses)
Purchase bound copies or CD-ROM version
Student will provide own copy
(Course Provider/Instructor will ensure each student possesses a current valid copy of USPAP)

Student Manual (please select one):

Purchase copies via License Agreement
Purchase bound copies
Equivalent manual
Student will provide own copy
(Course Provider/Instructor will ensure each student possesses a current valid Student Manual)

TOPIC MATRIX

Required for:

ALL Qualifying Education Course Submissions (Initial and Renewal)

and for

ALL Initial Continuing Education Course Submissions

NOTE: Subtopics listed under each core education requirement are not mandatory for meeting the Required Core Curriculum.

TOPIC	HOURS	MATERIALS CROSS -REF	EXAM CROSS- REF	Hours Determined by Reviewer
BASIC APPRAISAL PRINCIPLES				
Real Property Concepts and Characteristics Basic Real Property Concepts Real Property Characteristics Legal Description				
Legal Consideration Forms of Ownership Public and Private Controls Real Estate Contracts Leases				
Influences on Real Estate Values Governmental Economic Social Environmental, Geographic and Physical				
Types of Value Market Value Other Value Types				
Economic Principles Classical Economic Principles Application and Illustrations of the Economic Principles				
Overview of Real Estate Markets and Analysis Market Fundamentals, Characteristics, and Definitions Supply Analysis Demand Analysis Use of Market Analysis				
Ethics and How They Apply in Appraisal Theory and Practice				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				

TOPIC	HOURS	MATERIALS CROSS -REF	EXAM CROSS- REF	Hours Determined by Reviewer
BASIC APPRAISAL PROCEDURES				
Overview of Approaches to Value				
Valuation Procedures Defining the Problem Collecting and Selecting Data Analyzing Reconciling and Final Value Opinions Communicating the Appraisal				
Property Description Geographic Characteristics of the Land/Site Geologic Characteristics of the Land/Site Location and Neighborhood Characteristics Land/Site Considerations for Highest and Best Use Improvements-Architectural Styles and Types of Construction				
Residential Applications				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				
The 15 –Hour National USPAP Course or its Equivalent				
Preamble and Ethics				
Standard 1				
Standard 2				
Standards 3 to 10				
Statements and Advisory Opinions				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				

TOPIC	HOURS	MATERIALS CROSS -REF	EXAM CROSS- REF	Hours Determined by Reviewer
Residential Market Analysis and Highest and Best Use				
Residential Markets and Analysis Market Fundamentals, Characteristics and Definitions Supply Analysis Demand Analysis Use of Market Analysis				
Highest and Best Use Test Constraints Application of Highest and Best Use Special Considerations Market Analysis Case Studies				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				
Residential Appraiser Site Valuation and Cost Approach				
Site Valuation Methods Case Studies				
Cost Approach Concepts and Definitions Replacement/Reproduction Cost New Accrued Depreciation Methods of Estimating Accrued Depreciation Case Studies				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				

TOPIC	HOURS	MATERIAL CROSS -REF	EXAM CROSS- REF	Hours Determined by Reviewer
Residential Sales Comparison and Income Approach				
Valuation Principles & Procedures – Sales Comparison Approach				
Valuation Principles & procedures – Income Approach				
Finance and Cash Equivalency				
Financial Calculator Introduction				
Identification, Derivation and Measurement of Adjustments				
Gross Rent Multipliers				
Partial Interests				
Reconciliation				
Case Studies and Applications				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				
Residential Report Writing and Case Studies				
Writing and Reasoning Skills				
Common Writing Problems				
Form Reports				
Report Options and USPAP Compliance				
Case Studies				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				

TOPIC	HOURS	MATERIAL CROSS -REF	EXAM CROSS- REF	Hours Determined by Reviewer
Statistics, Modeling and Finance				
Statistics				
Valuation Models (AVM's and Mass Appraisal)				
Real Estate Finance				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				
Advanced Residential Applications and Case Studies				
Complex Property, Ownership and Market Conditions				
Deriving and Supporting Adjustments				
Residential Market Analysis				
Advanced Case Studies				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				
General Appraiser Market Analysis and Highest and Best Use				
Real Estate Market Analysis Market Fundamentals, Characteristics and Definitions Supply Analysis Demand Analysis Use of Market Analysis				
Highest and Best Use Test Constraints Application of Highest and Best Use Special Considerations Market Analysis Case Studies				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				

TOPIC	HOURS	MATERIAL CROSS -REF	EXAM CROSS- REF	Hours Determined by Reviewer
General Appraiser Sales Comparison Approach				
Value principles				
Procedures				
Identification and Measurement Adjustments				
Reconciliation				
Case Studies				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				
General Appraiser Site Valuation and Cost Approach				
Site Valuation Methods Case Studies				
Cost Approach Concepts and Definitions Replacement/ Reproduction Cost New Accrued Depreciation Methods of Estimating Accrued Depreciation Case Studies				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				
General Appraiser Income Approach				
Overview				
Compound Interest				
Lease Analysis				
Income Analysis				
Vacancy and Collection Loss				
Estimating Operating Expenses and Reserves				
Reconstructed Income and Expense Statement				
Stabilized Net Operating Income Estimate				

TOPIC	HOURS	MATERIAL CROSS -REF	EXAM CROSS- REF	Hours Determined by Reviewer
Direct Capitalization				
Discounted Cash Flow				
Yield Capitalization				
Partial Interest				
Case Studies				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				
General Appraiser Report Writing and Case Studies				
Writing and Reasoning Skills				
Common Writing Problems				
Report Options and USPAP Compliance				
Case Studies				
EXAMINATION (ENTER HOURS ALLOTTED ONLY)				
TOTAL CLASSROOM HOURS				

I declare that the foregoing information and information provided on all attachments is true and correct and that I have answered each questions fully and truthfully and without any purpose of evasion or mental reservation.

(signature)

(title)

(date)

State must establish a reliable process to audit affidavits for continuing education (e.g., requiring documentation of all continuing education).

c. Documentation

States must maintain adequate documentation to support its affidavit renewal and audit procedures and actions.

d. List of Education Courses

To promote accountability, the ASC encourages States accepting affidavits for continuing education credit claimed for credential renewal to require that the appraiser provide a list of courses to support the affidavit.

D. Experience for Initial or Upgrade Applications

States must ensure that appraiser experience logs conform to AQB Criteria. States may not accept an affidavit for experience credit claimed by applicants for any federally recognized credential.⁵⁰

1. Validation Required

States must implement a reliable validation procedure to verify that each applicant's experience meets AQB Criteria, including but not limited to, being USPAP compliant and containing the required number of hours and months.

2. Validation Procedures, Objectives and Requirements

a. Experience Hours Validation

States must determine the hours and time period claimed on the experience log are accurate. Appraiser Program staff or State board members must select

⁵⁰ See Policy Statement 1D and E for discussion of "federally recognized credential" and "non-federally recognized credential." If prior to July 1, 2013, a State accepted experience-related affidavits from applicants for initial licensure in any non-certified classification, upon the appraiser's application to upgrade to a certified classification, the State must require experience documentation to support the appraiser's qualification for the certified classification, not just the incremental amount of experience required to move from the non-certified to the certified classification. For example, if a State accepted an experience affidavit from an appraiser to support the appraiser's initial hours to qualify for the licensed classification, and subsequently that appraiser applies to upgrade to the certified residential classification, the State must require documentation to support the full experience hours required for the certified residential classification, not just the difference in hours between the two classifications.

the work product to validate the experience hours claimed; applicants may not have any role in this selection process.

b. USPAP Compliance

States must analyze a representative sample of the applicant's work product for compliance with USPAP. For appraisal experience to be acceptable under AQB Criteria, it must be USPAP compliant. States must exercise due diligence in determining whether submitted documentation of experience or work product demonstrates compliance with USPAP. Persons analyzing work product for USPAP compliance must be knowledgeable about appraisal practice and USPAP, and States must be able to document how such persons are so qualified.

c. Determination of Experience Time Periods

Experience time periods must conform to requirements set forth in the AQB Criteria for the credential sought.

d. Supporting Documentation

States must maintain adequate documentation to support validation methods. The applicant's file, either electronic or paper, must include the information necessary to identify each appraisal assignment selected to validate the experience hours claimed and each appraisal assignment analyzed by the State for USPAP compliance, notes, letters and/or reports prepared by the official(s) evaluating the report for USPAP compliance, and any correspondence exchanged with the applicant regarding the appraisals submitted. This supporting documentation may be discarded upon the completion of the first ASC Compliance Review performed after the credential issuance or denial for that applicant.

E. Examination

States must ensure that an appropriate AQB-approved qualifying examination is administered for each of the federally recognized appraiser classifications requiring an examination.

F. Summary of Requirements

Processing of Applications

1. States must process applications in a consistent, equitable and well-documented manner.⁵¹
2. States must ensure appraiser credential applications submitted for processing do not contain invalid examinations as established by AQB Criteria.⁵²
3. States must obtain and maintain sufficient relevant documentation pertaining to an application for issuance, upgrade or renewal of a credential so as to enable understanding of the facts and determinations in the matter and the reasons for those determinations.⁵³

Education

1. States must verify that the applicant's claimed education courses are acceptable under AQB Criteria, whether for initial credentialing, renewal, upgrade or reinstatement.⁵⁴
2. States must verify that the applicant has successfully completed courses consistent with AQB Criteria for the appraiser credential sought, whether for initial credentialing, renewal, upgrade or reinstatement.⁵⁵
3. States must maintain adequate documentation to support verification.⁵⁶
4. States may not accept an affidavit for education claimed from applicants for any federally recognized credential.⁵⁷
5. States may not accept an affidavit for continuing education claimed from applicants for reinstatement.⁵⁸
6. States may accept affidavits for continuing education credit claimed for credential renewal so long as the State implements a reliable validation procedure.⁵⁹
7. Audits of affidavits for continuing education credit claimed must be completed

⁵¹ Title XI § 1118 (a), 12 U.S.C. § 3347.

⁵² Title XI § 1118 (a), 12 U.S.C. § 3347; AQB *Real Property Appraiser Qualification Criteria*.

⁵³ Title XI § 1118 (a), 12 U.S.C. § 3347.

⁵⁴ *Id.*

⁵⁵ *Id.*

⁵⁶ Title XI § 1118 (a), 12 U.S.C. § 3347.

⁵⁷ *Id.*

⁵⁸ *Id.*

⁵⁹ Title XI § 1118 (a), 12 U.S.C. § 3347; AQB *Real Property Appraiser Qualification Criteria*.

within sixty (60) business days from the date the credential is scheduled for renewal (based on the credential's expiration date).⁶⁰

8. In the case of a renewal being processed after the credential's expiration date, but within the State's allowed grace period for a late renewal, the State must establish a reliable process to audit affidavits for continuing education (*e.g.*, requiring documentation of all continuing education).⁶¹
9. States are required to take remedial action when it is determined that more than ten percent of audited appraiser's affidavits for continuing education credit claimed fail to meet the minimum AQB Criteria.⁶²
10. States are required to take appropriate administrative and/or disciplinary action when it is determined that an applicant knowingly falsely attested to completing continuing education.⁶³
11. When a State determines that an appraiser's continuing education does not meet AQB Criteria, and the appraiser has failed to complete any remedial action offered, the State must take appropriate action to suspend the appraiser's eligibility to perform appraisals in federally related transactions until such time that the requisite continuing education has been completed. The State must notify the ASC within five (5) business days after taking such action in order for the appraiser's record on the Appraiser Registry to be updated appropriately.⁶⁴

Experience

1. States may not accept an affidavit for experience credit claimed from applicants for any federally recognized credential.⁶⁵
2. States must ensure that appraiser experience logs conform to AQB Criteria.⁶⁶
3. States must use a reliable means of validating appraiser experience claims on all

⁶⁰ Title XI § 1118 (a), 12 U.S.C. § 3347.

⁶¹ *Id.*

⁶² *Id.*

⁶³ *Id.*

⁶⁴ *Id.*

⁶⁵ *Id.*

⁶⁶ Title XI § 1118 (a), 12 U.S.C. § 3347; AQB *Real Property Appraiser Qualification Criteria*.



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University of North Dakota / Research Guides / SMHS Library Resources / Statistics - explanations and formulas
/ Internal Validity / External Validity

Statistics - explanations and formulas

Home

Methodology

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Absolute

Risk

Reduction

Bell-shaped

Curve

Chi-Square

Confidence

Interval

Control

Event Rate

Correlation

Descriptive

Statistics

Discrete

Stats

Experimental

Event Rate

Internal Validity and External Validity

Internal validity

Internal validity refers to the accuracy or truth of the study results which depends on how well the design, implementation, and statistical analysis have minimized or eliminated bias.

The factors that can effect internal validity are randomization, groups being equal at baseline, each group having the same treatment asides from the treatment under study, good follow up with a low dropout rate (typically less than 15%) , blinding of participants and investigators and intention to treat analysis.

This study had high internal validity.

External validity

External validity of a study is the degree to which the findings are able to be generalized to other groups or populations. This study has high external validity as most children we see in primary care have mild dehydration.

Random Sampling Methodology

Representative Sampling

Simple Random Sample: Definition and Examples

What is a Random Sample?

A random sample is a sample that is chosen randomly. It could be more accurately called a randomly **chosen** sample.

Random samples are used to avoid bias and other unwanted effects. Of course, it isn't quite as simple as it seems: choosing a random sample isn't as simple as just picking 100 people from 10,000 people. You have to be sure that your random sample is truly random!

A simple random sample is chosen in such a way that every set of individuals has an equal chance to be in the selected sample. It sounds easy, but SRS is often difficult to employ in surveys or experiments. In addition, it's very easy for bias to creep into samples obtained with simple random sampling. Sometimes it's impossible (either financially or time-wise) to get a realistic **sampling frame** (the population from which the sample is to be chosen). For example, if you wanted to study **all** the adults in the U.S. who had high cholesterol, the list would be practically impossible to get unless you surveyed every person in the country. Therefore other sampling methods would probably be better suited to that particular experiment.

The simplest example of SRS would be working with things like dice or cards — rolling the die or dealing cards from a deck can give you a simple random sample. But in real life you're usually dealing with people, not cards, and that can be a challenge.

How to Perform Simple Random Sampling: Example

A larger population might be "All people who have had **strokes** in the United States." That list of participants would be extremely hard to obtain. Where would you get such a list in the first place? You could contact individual hospitals (of which there are thousands and thousands...) and ask for a list of patients (would they even supply you with that information? If you could somehow obtain this list then you will end up with a list of 800,000 people which you then have to put into a "bowl" of some sort and choose random people for your sample. This type of situation is the type of real-life situation you'll come across and is what makes getting a simple random sample so hard to undertake.

Example question: Outline the steps for obtaining a simple random sample for outcomes of strokes in U.S. trauma hospitals.

Step 1: Make a list of all the trauma hospitals in the U.S. (there are several hundred: the CDC keeps a list).

Step 2: Assign a sequential number to each trauma center (1,2,3...n). This is your **sampling frame** (the list from which you draw your simple random sample).

Step 3: Figure out what your sample size is going to be. See: (Sample size) (how to find one).

Step 4: Use a random number generator to select the sample, using your sampling frame (population size) from Step 2 and your sample size from Step 3. For example, if your sample size is 50 and your population is 500, generate 50 random numbers between 1 and 500.