



THE ROAD TO BECOMING A COMMERCIAL APPRAISER AT CJM

Step 1: Become an Appraiser Trainee in the State of Washington

The first step to becoming an appraiser trainee is to successfully complete the required 75 hours of real estate appraisal coursework, which includes:

- ❖ Appraisal Principles (30 hours + exam)
- ❖ Appraisal Procedures (30 hours + exam)
- ❖ Uniform Standards of Professional Appraisal Practice (15 hours + exam)

At CJM, we strongly encourage appraiser trainees to obtain their appraisal education through the Appraisal Institute (local Seattle Chapter: www.ai-seattle.org, 206-622-8425) because of the high quality training the Institute provides. However, in some cases where trainee registration needs to be completed quickly and the necessary courses are not offered through the Appraisal Institute, we will accept coursework completed through other training institutions such as the Rockwell Institute (www.rockwellinstitute.com, 425-747-7272) or Mykut Real Estate School (www.mykut.com, 425-775-6645). Courses are also offered through some community colleges in the area, including North Seattle Community College and Bellevue Community College. Check with the Washington State Department of Licensing to verify which programs are acceptable for the trainee registration program.

***NOTE:** CJM recommends that all appraisers become associate members of the Appraisal Institute and join a local chapter. Membership includes many benefits, including discounts on educational courses.*

To register as an appraiser trainee, fill out the state's appraiser trainee registration application form (download the form online at www.dol.wa.gov/app/appfront.htm or call 360-664-6504) and send it to the Department of Licensing along with copies of your course completion certificates and the \$100 registration fee. Once you are registered, you may appraise properties under the supervision of a certified appraiser. We are not permitted to hire appraisers who are not registered trainees.

Step 2: Become a State-Certified General Appraiser in the State of Washington

Detailed information on the requirements to become a Certified General Real Estate Appraiser (this is the appropriate type of licensure/certification for a commercial appraiser) can be found at the Department of Licensing's website, www.dol.wa.gov/app/appfront.htm. Candidates must satisfy both educational and appraisal experience requirements over the course of no less than 30 months, and then pass a state examination.

***NOTE:** The three core appraisal courses completed prior to registering as an appraiser trainee also count towards the educational requirements for appraiser certification.*

Step 3: Obtain Your MAI Designation

The ultimate goal of most commercial appraisers is to become designated as an MAI by the Appraisal Institute. This designation signifies that an appraiser 1) has met rigorous requirements relating to education, testing, experience and demonstration of knowledge, understanding and ability, 2) is experienced in the valuation and evaluation of commercial, industrial, multi-family and other types of properties, and 3) can advise clients on real estate investment decisions. MAI-designated appraisers are highly regarded by both the appraisal and real estate lending industries.

At CJM we strongly encourage our appraisers to actively work toward achieving the MAI designation by completing the necessary coursework and other required elements. Information about the requirements to become MAI-designated can be found through the Appraisal Institute, www.appraisalinstitute.org. A Bachelor's degree is required to become an MAI-designated appraiser and, therefore, CJM requires that all appraisal applicants have a college degree at the time of hire.

*We hope this information sheet is helpful to you as you begin your career as a real estate appraiser.
If you have questions about a career in appraising or about CJM's appraiser requirements,
please call our office at (425) 454-6789 or email us at cjm@cjmadvisors.com.*