



19210 S. Vermont Avenue, Building A, Suite 100  
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www.irwaonline.org



## Principles of Real Estate Appraisal

### 400i Principles of Real Estate Appraisal

February 4-5, 2026

Fort Mill, SC

**Credits: 16 QEU/CEU**

### Credentialing

This 16-hour course can be applied toward any of the IRWA credentialing programs below: Required: R/W-AC Appraisal Certification (Previous Program) Required: R/W-URAC Uniform Act Certification Program Required: SR/WA Recertification: R/W-AC, R/W-AMC, R/W-NAC, and R/W-RAC Recertification: R/W-URAC: 72 credit units (16 must be earned in any 100, 200, 400 or 500 series course). Recertification: SR/WA

### Topics

- Express an understanding of basic real estate terms and principles.
- Demonstrate a basic knowledge of the valuation process and its components.
- Discuss the definitions of and steps in each of the three (cost, sales comparison, and income capitalization) approaches to value.
- Solve problems that show an understanding of the three approaches to value.
- Introduce eminent domain and the valuation of partial acquisitions.
- Introduce easements and the valuation of easements.

### Course Tuition Includes

Learning Guide PDF



Instructor

David Wortman, R/W-AC

## Instructor

### David Wortman, R/W-AC

David Wortman, MAI, R/W-AC, is a Senior Director with Cushman & Wakefield's Valuation & Advisory group and a member of the firm's Infrastructure Practice Group, specializing in eminent domain, right-of-way appraisal, and complex land valuation assignments. He brings many years of classroom teaching experience to his instruction and holds a Master's Degree in Education. David is a National Board Certified Teacher, a Designated Member of the Appraisal Institute, an IRWA Right of Way–Appraisal Certified professional, and a PEAK Certified Instructor. He is an approved right-of-way appraiser for NCDOT, SCDOT, and VDOT, and his courses emphasize clear instruction grounded in real-world appraisal practice and current standards.

## Location

Courtyard by Marriott  
1385 Broadcloth Street  
Fort Mill, SC 29715  
803-548-0156  
Participant Capacity: 12  
Start Time: 8am Eastern

## Course Coordinator

Sharon Gillespie  
Phone: (864)553-9975  
E-mail: sharon@sharongillespie.com

### IRWA Member Tuition

\$415.00

LATE: \$450.00

### IRWA Non-Member Tuition

\$575.00

LATE: \$610.00

### PDF of Course Materials

FREE

### Printed Course Materials

Purchase Online

### Total Tuition Amount

Late fee effective beginning: February 1, 2026

*An electronic copy of your course material will be added to your IRWA Account once your registration is completed. Printed course materials are only available for purchase until 10 days prior to the class start date.*

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

## REGISTRANT INFORMATION

NAME \_\_\_\_\_ TITLE \_\_\_\_\_  
FIRST NAME/ LAST NAME

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_ CITY, STATE, ZIP/POSTAL CODE \_\_\_\_\_

PHONE \_\_\_\_\_ MEMBER  YES  NO MEMBER ID NUMBER \_\_\_\_\_

EMAIL ADDRESS \_\_\_\_\_

## SELECT PAYMENT METHOD

Credit Card

Check

VISA, MASTERCARD, AMEX, DISCOVER ACCEPTED

NAME ON CARD \_\_\_\_\_ CARD TYPE \_\_\_\_\_  
VISA/MASTERCARD/AMEX/DISCOVER

CARD NUMBER \_\_\_\_\_ CARD EXPIRATION \_\_\_\_\_ CVV \_\_\_\_\_

SIGNATURE OF CARDHOLDER \_\_\_\_\_ DATE \_\_\_\_\_

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) 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.