

## ***Certified Luxury Home Appraiser Program***

Differentiate yourself from other appraisers with a new professional certification offered by McKissock Learning. By becoming a Certified Luxury Home Appraiser™ (CLHA) you will have demonstrated that you have acquired advanced knowledge and ability to appraise luxury and high-end homes. The CLHA certification program teaches various appraisal methodology and valuation considerations, technical skills, and professional skills specific to appraising luxury homes.

### ***Benefits of a CLHA certification:***

- Be recognized as a credentialed expert in appraising luxury homes.
- Enhance and expand your appraisal opportunities.
- Build stronger relationships with luxury home agents and custom home builders.
- Expand your exposure to potential clients through a publicly available registry of CLHA accredited appraisers.
- Earn appraisal CE credit on all required certification courses.
- Become part of a professional network of recognized appraisal specialists.

### ***Why pursue this certification?***

Although this certification is voluntary, earning a CLHA certification demonstrates professional expertise in appraising luxury homes thereby opening more appraisal opportunities in this special niche.

Real estate appraisal is a profession that requires resolve and commitment as outside forces attempt to reduce the importance of a valuation performed by an expert.

Despite these challenges, you can remain passionate about the appraisal profession by providing valuation services for complicated real estate properties such as luxury homes. A credible luxury home valuation cannot be accomplished by a non-appraiser, through a hybrid valuation product, or by an inexperienced appraiser with an unrealistic turn time and fee.

### ***How does this certification compare to widely recognized appraisal designations?***

Designations from a professional organization demonstrate general appraisal knowledge and expertise.

Certificates offer concentrated academic achievement for appraisers looking to enhance a specific set of skills or fill a knowledge gap. Earning a certificate demonstrates your proficiency in a special niche—appraising custom luxury and high-end homes. This certification is similar to specialty accreditation offered in other professions such as real estate, healthcare, human resources, and insurance.

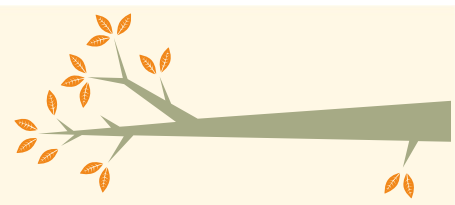
### ***What is required to achieve the CLHA certification?***

1). Register as a candidate for the CLHA designation program by completing the Candidacy Application, signing the Confidential Agreement, and paying the application fee. To be eligible for the program, you must be a Certified Residential Appraiser or Certified General Appraiser in good standing.

2). Complete the following three courses—(which are approved for a total of 14 credit hours).

- Understanding Luxury Home Features—7 hours.
- New Construction Essentials: Luxury Homes—3 hours★.
- The Fundamentals of Appraising Luxury Homes—4 hours.

★ CE credit not available for this course in North Carolina (minimum course length must be 3.5 hours)



3). Pass the comprehensive Demonstration of Knowledge Exam within one year. \*

\*Registration, courses, and the Demonstration of Knowledge Exam can all be purchased individually for a total of \$695.00 or purchased through our CLHA package for a discounted price of \$650.00

\*\*The entire program including course completion and successful completion of the Demonstration of Knowledge Exam must be completed within one year of starting the first luxury home appraisal course.

### ***How much does the certification program cost?***

The total course fees are \$480, when courses are purchased individually, the application fee (which includes fees for the exam and all application documents) is an additional \$215.00 for a total of \$695.00. Our **Certified Luxury Home Appraiser Package** is a convenient way to purchase all courses and the application fee all at once for \$650.00. However, for a limited time, if you're an Unlimited Learning Membership customer then the entire value (application fee, courses, and exam fee) is included in your membership already!

### ***What are the steps to achieve the CLHA certification?***

**STEP 1:** Purchase the candidacy application, titled: Certified Luxury Home Appraiser Application. Then access, complete, and sign the online application and confidentiality agreement. The application and agreement are a combined form and accessible under your McKissock account, as a course product in "My Courses" on the McKissock Learning website. If you have purchased our Certified Luxury Home Appraiser package or if you are an Unlimited Learning Membership customer, no application fee is required.

**STEP 2:** Successfully complete the three required luxury home appraisal courses (Understanding Luxury Home Features, New Construction Essentials: Luxury Homes, and The Fundamentals of Appraising Luxury Homes)

**Note:** there is a one year time frame to complete the certification program based on the date the first course is started.

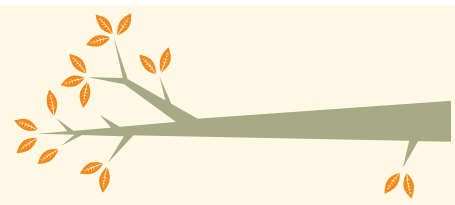
**STEP 3:** Within 2 business days after successful completion of all three required courses **and** acceptance of the online candidacy application, the CLHA Demonstration of Knowledge Exam will be placed in your account.

**STEP 4:** The CLHA Demonstration of Knowledge Exam will be downloaded as a course product in "My Courses" on the McKissock Learning website. **Note:** you will have a **maximum of 30 days** to complete the Demonstration of Knowledge Exam from the time the exam is opened unless the one year certification deadline comes sooner in which case the exam must be complete by that date.

**STEP 5:** Take the Demonstration of Knowledge Exam and submit your exam responses (essay responses) as instructed on the Demonstration of Knowledge Exam before the 30-day exam deadline.

**STEP 6:** After successfully passing the Demonstration of Knowledge Exam, you will receive instructions on how to download your CLHA certificate. This accreditation must be renewed every two years based on the date you are awarded the certification.

Your CLHA certification is valid for two years, and can be renewed by completing a 4-hour recertification course and paying the renewal fee. If you think you want to pursue this certification, make sure to plan ahead to ensure you can complete the three courses and the exam within a one-year time frame. If you know you would like to pursue the CLHA certification, we encourage you to purchase the Certified Luxury Home Appraiser package (or purchase the



three courses and the application if you are an Unlimited Learning Membership customer), complete the application, and then start to take the required courses. Keep in mind the one-year maximum time frame from the start date of the first certification course.

### ***Does the CLHA certificate expire?***

Yes, the CLHA certification expires after two years, but can easily be renewed.

### ***How do I renew my CLHA certification?***

Those who wish to renew their CLHA certificate must be actively licensed as a Certified Residential or Certified General appraiser in good standing and successfully complete a 4-hour recertification course prior to the expiration of the certificate holder's two-year cycle and pay a renewal fee of \$149.00 (all inconclusive fee). The recertification course is eligible for appraisal CE credit.

### ***How much is the renewal fee?***

The renewal fee for recertification is \$149.00 to be paid after successful completion of the luxury home recertification course and prior to the expiration of your current 2-year certification.

***When will the recertification course be available?*** The recertification course will first be available starting April 1, 2021 and will be updated thereafter on a biennial basis. The second generation of the recertification course will be available April 1, 2023. The purpose of the recertification course is to share new technology and features, trend changes, and a refresher on the certification courses' key objectives.

### ***Can I take these luxury home appraisal courses as CE credit without committing to the CLHA certification program?***

Yes, you can enroll and take one, two, or all three of these courses for appraisal CE credit\* and not pursue the CLHA certification. If after completing the three courses, you wish to apply for the CLHA certificate, you certainly may do so—just keep in mind the one-year time frame to complete the courses and the Demonstration of Knowledge Exam. Note: It is more cost advantageous to take advantage of becoming a member and receiving access to these and other benefits for one low fee.

\*If the courses are approved by your licensing state.

### ***Can I substitute a course to meet the mandatory certification course requirements?***

No. Only those courses specifically listed as the three mandatory certificate courses can be accepted toward obtaining this certificate.

### ***What is the Demonstration of Knowledge Exam?***

The Demonstration of Knowledge Exam is a comprehensive test containing case study questions to assess your comprehension of the concepts of appraising luxury homes and your ability to apply this knowledge to real-world appraisal problems. The exam consists of case-study scenarios in which you formulate a solution to the scenario, identify strengths and weaknesses of sections of a mock appraisal report, and/or complete sections of an appraisal report based on video, photos, and descriptions. This is an essay exam intended to assess your problem solving, organizational, and decision making skills, your knowledge, and your ability to effectively communicate in writing.