New York University
School of Continuing and Professional Studies
Humanities, Art, and Writing Programs
Appraisal Studies
7 East 12th Street, 7th Floor, NYC, NY 10003
Spring Semester 2013

Research Methods for Appraisers - February 15-16, 2013

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For assignments, exams, and class passouts, please check - gaylesteachingresources.weebly.com

COURSE LOCATION: 11 West 42nd Street, NYC Room TBD

COURSE NUMBER: ARTP1-CE 9522 - 002

SYLLABUS

COURSE OBJECTIVE: Students will learn the importance of proper research and methodology ("due diligence") in conducting appraisals. Equipment needed to properly examine items, as well as specific books and price guides to properly research items will be demonstrated. Libraries, museums, reference centers, and galleries will be discussed. Appropriate markets, market levels, regional markets, and valuation approaches will be examined. Students will be taught how to assimilate information to arrive at an appraised value. Examples of narrative analyses will be distributed. Real life appraisal problems will be addressed.

I. CENTRAL ISSUES:
"Due diligence"
- Tools needed to conduct on site appraisal examination
- Reference books
- Reference sources
- Appropriate markets
- Regional markets
- Market levels
- Valuations
- Problems
- Damage appraisals
- Comparable analysis

II. AREAS OF EXAMS/QUIZZES
- Fine Art - painting, drawings, sculpture, prints
- Decorative Art - furniture, ceramics, glass, silver
- Collectibles - baseball cards, Barbie dolls, books, fans, Hummels, etc.
- Jewelry, clocks, and watches
- Photography

III. TEACHING METHOD: Lectures, questions, demos, group discussions/assignments, two quizzes, final research exam

IV. GRADING:
Assignment participation - 2 assignments – 15%
REQUIRED READING:
AAA, *All About Appraising: The Definitive Appraisal Handbook* (call AAA 212-8895404)
or buy during first day of class – copies available from instructor $25.50)
*Elements of a Correctly Prepared Appraisal* ([www.appraisersassoc.org](http://www.appraisersassoc.org))

IF POSSIBLE, PLEASE READ BEFORE THE FIRST CLASS:

SUGGESTED FAMILIARITY WITH:
*Arts*. New York: Abbeville Press, 1997 (Try Amazon, Barnes & Noble or Ebay)
Jones, Lois Swan. *Art Information and the Internet: How to Find It, How to Use It*, Phoenix: Oryx Press, Phoenix, 1999 (Try Amazon, Barnes & Noble or Ebay). Useful only if you are not Internet-savvy.
2012-2013 *Uniform Standards of Professional Appraisal Practice* (copy from Appraisal Foundation 202-347-7722 OR AAA office 212-889-5404)

CLASS 1 - Friday, February 15, 2013 (10:00-5:15ish)
Discuss class format and pass-outs
Auction houses, galleries, private dealers - meet experts
IFAR and Art Loss Register
Research facilities
Book suppliers
Catalogs wholesalers
Bibliography
Fair market value / Retail replacement value
Highest and Best Use

Final exam discussion - groups
Tools/Appraisers Supplies
Format
Types of appraisals - Why?

HOMEWORK ASSIGNMENT - [gaylesteachingresources.weebly.com](http://gaylesteachingresources.weebly.com)
Different values - What?
Valuation Methods “approach” - How?
Review FMV/RRV
Reading assignments
Retail Replacement Value vs Fair Market Value (handout)
IRS Publications
IRS - Outside Counsel article

CLASS 2 - Saturday, February 16, 2013 (10:00-5:00)
Quiz 1 (FMV/RRV)
Why/What/How/Where
Approaches to valuation
Stages of an appraisal
Identification
Description
Research
Approach
Analysis

Value Conclusion
Appraisal Document
Damage and loss appraisals
Comparable analysis
Online Programs for Appraisers

HOMEWORK ASSIGNMENT - DUE IN CLASS 2 - SEE gaylesteachingresources.weebly.com
The narrative

Quiz 2 (APPROPRIATE MARKETS) Take home
Reading assignments: (to be completed by May 15, 2013)
The Art of Buying Art, pp. 1 - 237
AAA, pp 13-23, 29-37, 71-164, 207-212

Disclaimer: Syllabus is subject to change due to current events, schedule changes and/or level and interests of students, and their ability to grasp material.

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FINAL EXAM DUE May 15, 2013
Deliver to Abigail Hartmann Associates, 415 CPW, 5th Floor, NYC 10025, or email before 2/15/13
DO NOT FAX!!!
Exams will graded by June 1, 2013