

**SUGGESTED SUBJECT MATTER OUTLINE FOR A 3 HOUR
PENNSYLVANIA REQUIRED BROKER PRICE OPINION (BPO)
COURSE**

- I) Valuation definitions
 - A) Broker Price Opinion (BPO)
 - 1) RELRA section 201
 - 2) Rules and Regulations (35.401)
 - B) Comparative Market Analysis (CMA)
 - 1) RELRA section 201
 - 2) Rules and Regulations (35.401)
 - C) Appraisal
 - 1) USPAP
 - D) Automated Valuation Model (AVM)
 - 1) Rules and Regulations (35.401)
- II) Applicability of broker price opinions (BPO's) in Pennsylvania
 - A) Permitted uses : RELRA 608 (E) rules 35.403 (A)
 - B) Not permitted uses: RELRA 608 (F); rules 35.403 (b)
- III) Pennsylvania qualifications/limitations regarding preparation of BPO's
 - A) Qualifications/limitations applicable to licensed salespersons engaging in preparation of broker price opinions: RELRA 608.6 (i) (j)
 - B) Payment of fees: RELRA 608.6 (d); rules 35.402 (c)
 - C) Information required to be included in broker price opinions
 - 1) RELRA 608.6 (c)
 - 2) Rules and Regulations 35.402
- IV) Basics of broker price opinion preparation
 - A) Information needed
 - 1) Sources
 - B) Steps in developing/analyzing information
 - C) Applicability of legal issues regarding comments/opinions
 - D) Legal liability issues arising from opinions