

	—\$—	
\$250 .....		184
\$500 .....		184, 201
\$5,000 .....		185, 201, 203
\$20,000 .....		196, 199, 203, 599
\$150,000 .....		205
\$50,000 .....		199, 204, 473, 598
IRS Review of donations valued over \$50,000 .....		205
\$500,000 .....		205
	—\$—	
§6695A IRS Penalty.....		190, 202, 487, 601
	—A—	
Accelerated Depreciation .....		239
Vs. straight-line depreciation.....		238
Accepting the Assignment.....		356
Accrued Depreciation.....		145, 146, 148, 237, 240
Caused by obsolescence .....		240
Caused by physical deterioration .....		240
Accumulations, how to describe .....		436
Acquisition Cost .....		228
Acquisition Cost, Date, Source.....		196, 199
Actual Cash Value (ACV).....		26, 93, 107, 165, 237
Actual Cash Value Insurance Policy .....		165
Actual Possession .....		193
Ad Valorem Property Tax Appraisals .....		227, 349
Addenda to the Report.....		458
Adding Items to an Existing Appraisal Report.....		503
Additional Obligations of USPAP .....		371
Adequate Marketing Effort.....		73
Adjusted Basis of Property .....		215
Advertising, misrepresentations in.....		396
Advisory Opinions in USPAP .....		350
African Elephant Conservation Act.....		537
After Death Discounts.....		271
Tax court cases .....		530
Age-Life Depreciation.....		237
Agreed Value Insurance Policy.....		172
Agreement for an Oral Opinion of Value 18, 110, 368, 597		
ALDG (Allowance List Depreciation Guide) .....		96
Allowance List Depreciation Guide (ALDG) .....		96
Alternate Valuation Date.....		210, 247
Ambient Conditions .....		158, 159
American Moving & Storage Association .....		95
Analyzing Market Data .....		409
<u>Anselmo v. Commissioner</u> .....		80, 82, 179, 526
Anticipation, principle of.....		281
<i>Antiquities Act of 1906</i> .....		535
APB .....		<i>See</i> Appraisal Practices Board (ASB)
Appearance Allowance .....		100, 155, 175
Appraisal (Qualified), definition of for noncash charitable contribution appraisals.....		179, 188, 192, 588, 600
Appraisal Business		
Buying or selling.....		534
Who owns it?.....		534
Appraisal Consulting		
USPAP STANDARDS 4 and 5 for, retired.....		11
Appraisal Days Fund Raisers .....		368
Appraisal Foundation, The		
Advisory Councils and Groups .....		310
ECAFS (Education Council of Appraisal Foundation Sponsors) .....		310
IAC (Industry Advisory Council).....		310
IVC (International Valuation Council) .....		311
SRAG (State Regulator Advisory Group).....		311
TAFAC (The Appraisal Foundation Advisory Council).....		310
Appraisal Practices Board (APB) .....		309
Appraisal Standards Board (AOB) .....		309
Appraiser Qualifications Board (AOB).....		308
Board of Trustees (BOT) .....		308
Education Council of Appraisal Foundation Sponsors (ECAFS) .....		310
Has no legal authority .....		308
Industry Advisory Council (IAC) .....		310
International Valuation Council (IVC) .....		311
Introduction.....		307
Sponsors of .....		309, 325, 364, 375
The Appraisal Foundation Advisory Council (TAFAC) .....		310
Appraisal Management Company .....		30
Appraisal Practice .....		21, 42, 366, 372
Definition of.....		21
Appraisal Practices Board (ASB) .....		309
Appraisal Problem Identification.....		113, 336, 355
Appraisal Process .....		47, 313, 353
As related to USPAP .....		353
Definition of.....		47
Step 1. Define the appraisal problem.....		48, 355
Step 2. Determine the scope of work .....		49, 356
Step 3. Analyze the property's use, define most appropriate market, analyze economic conditions .....		49, 356
Step 4. Collect and analyze data, apply approach to value .....		50, 357
Step 5. Analyze subject property listings, offers to sell, prior sales .....		51, 357
Step 6. Reconcile value indicators, develop final opinion of value .....		51, 358
Step 7. Communicate assignment results to client .....		52, 358
Appraisal Profession, appraiser's ethical obligations to .....		389
Appraisal Report Option .....		361
Appraisal Report Options.....		343, <i>See also</i> Reports, writing of
Appraisal Report .....		343
Content of report when using .....		446
Differences between .....		444
Restricted Appraisal Report .....		343
The use of which is required by USPAP .....		359
Two types		
Appraisal Report .....		361
Restricted Appraisal Report .....		362
Appraisal Report Structure.....		<i>See</i> Reports, writing of
Appraisal Reports.....		<i>See also</i> Reports, writing of

Oral..... See Oral Reports  
 Shelf-life of ..... 499  
 Updating..... See Updating Appraisal Reports  
 Writing of..... See Reports, writing of

Appraisal Review  
 Definition of ..... 13, 314, 344  
 Forensic..... 344  
 Purpose of ..... 42, 346  
 USPAP STANDARDS for ..... 344

Appraisal Standards Board (ASB) ..... 309  
 Appraisal Subcommittee (ASC)..... 306, 311  
 Appraisal Summary ..... 186, 201  
 Appraisal Updates..... 502

Appraisals..... 11, *See also* Reports, writing of  
 Copyrighting of ..... 387  
 Definition of ..... 11, 314  
 Development phase..... 354, 358  
 Disclosing past appraisals as examples ..... 387  
 Discussing with intended users..... 32, 386, 387  
 Expressing value as a relationship..... 12, 504  
 Fees paid for ..... 207  
 More than one appraiser involved..... 319, 418  
 Not a legal document ..... 13, 442  
 Purpose of ..... 42  
 Sample form-style report format..... 596  
 Sample insurance appraisal..... 562  
 Sample wording for..... 464  
 USPAP STANDARDS for  
     Personal property..... 339, 342  
     Real property ..... 348

Appraisal-Specific Information, in the report ..... 459

Appraiser..... 19  
 Definition of ..... 19, 365  
 Develops opinions of value ..... 20  
 Estimates costs..... 20  
 Expectations of ..... 19  
 Impartial..... 12  
 Interest in the property  
     Conducting the estate sale ..... 329  
     Qualified ..... 12  
 Tasks of..... 19

Appraiser (Qualified), definition of for noncash  
 charitable contribution appraisals..... 179, 188, 189,  
 588, 600

Appraiser Qualifications Board (AQB) ..... 308

Appraiser-Client Relationship . 30, 114, 153, 331, 373,  
 381, 382, 385, 498, 506

Appreciable Property ..... 25  
 Definition of ..... 25  
 Describing ..... 428  
 Valuing of ..... 140

Approaches to Value..... 50, 133, 136, 138, 357  
 Cost Approach..... 144  
 Income Approach..... 148  
 Sales Comparison Approach..... 139

Appropriate Market..... See Most Appropriate Market

AQB..... See Appraiser Qualifications Board (AQB)

*Archaeological Resources Protection Act of 1979*. 535

Arm's-Length Transaction ..... 67

Art Advisory Panel of the IRS ..... 208, 495

Art Appraisal Services, of the IRS ..... 136, 205

Art Loss Register ..... 514

Art Title Insurance..... 176

Art, IRS definition of..... 196

Artist-Created Property, donation of..... See Donor-Created Artistic Property, donation of

Artist's Resale Rights..... See Droit de Suite

ASB ..... See Appraisal Standards Board (ASB)

*Ashkar v. Commissioner* ..... 528

Asset-Based Loan Appraisals.. See Collateralized Loan Appraisals

Assignment Conditions. 38, 49, 50, 116, 124, 254, 259  
 As related to Scope of Work ..... 116  
 Definition of..... 38

Assignment Elements 48, 113, 118, 119, 126, 234, 353, 355

Assignment Procurement Fees ..... 394

Assignment Results ..... 14

Assignment-Specific Information, in the report..... See Appraisal-Specific Information, in the report

Assistance Provided by Other Appraisers ..... See Significant Personal Property Appraisal Assistance, provided by others

Assistance Provided by Others..... 319, 418

Assisting Appraiser's USPAP Obligations..... 320

Assumptions, non-extraordinary..... 40, *See also* Extraordinary Assumptions

Attributes of Property (Value-Relevant) .. See Property Characteristics

Auction Houses, as research resources ..... 416

Authentication..... 293  
 Basis for..... 295  
 Extrinsic characteristics of property ..... 293  
 Levels of attribution ..... 293  
 Not always conclusive, subject to change ..... 293  
 Readily Apparent Identity..... 297  
 Sources for ..... 298  
 When to perform ..... 296

Authors, as research resources ..... 416

*Autocephalous Greek-Orthodox Church v. Goldberg* ..... 514, 515

Averaging Values..... 409

—B—

Bailment ..... 512

*Bald and Golden Eagle Protection Act* ..... 536

Bandwagon Effect ..... 232

Bankruptcy Appraisals..... 217  
 Chapter 7 ..... 218  
 Chapter 11 ..... 218  
 Chapter 13 ..... 218  
 Exempt and nonexempt property..... 219  
 Value types for ..... 219

Basis of Property..... 181, 215  
 Adjusted..... 215  
 Stepped-up..... 209

Best Practices ..... 455

Betterment ..... 155

*Biagiotti v. Commissioner* ..... 527

Bibliography  
 As resource evidence ..... 420

Binder or Cover, for appraisal report..... 456

Black Market..... 135, 278, 527

- Blockage Discounts .....272, 527  
 Tax court cases ..... 529
- Board of Trustees (BOT), of The Appraisal Foundation ..... 308
- Body of the Appraisal Report *See* Valuation Section of the Appraisal Report
- Boilerplate, avoid using..... 464
- Book Value.....89, 103, 127, 236
- Books and Periodicals, as research resources ..... 410
- Broad Evidence Rule ..... 169
- Bundle of Rights .....83, 130, *See also* Property Rights  
 Definition of ..... 28
- Business Appraisals  
 USPAP STANDARDS for ..... 349
- Business Development, for the appraiser..... 476
- Business Letter Template, sample of..... 604
- Business Personal Property..... 24, 54, 220, 228, 230
- Business Structure..... 484
- Buyer's Premium..... 83  
 Tax court cases ..... 529
- Buying or Selling an Appraisal Business..... 534
- C—
- Capital Assets..... 182
- Capital Gain Property..... 183
- Car Donation Appraisals *See* Motor Vehicles Donation Appraisals
- Casualty Loss Appraisals, insurance and transit-related ..... 153
- Casualty, Disaster & Theft Loss Tax Deduction Appraisals..... 214
- Catalogs, as resource evidence..... 421
- Catalogue Raisonné ..... 421
- Catastrophic Events (an economic characteristic to consider)..... 122, 231
- Certification (USPAP) ..... *See* USPAP, Certification
- Changes to Reports .. *See* Reports, writing of; Changes to
- Chapter 1  
 Appraisal Terminology ..... 10
- Chapter 2  
 Appraisal Principles Part I— Value and Cost .... 53
- Chapter 3  
 Appraisal Principles Part II..... 112
- Chapter 4  
 Appraisal Principles Part III - Intended Uses of Appraisals..... 152
- Chapter 5  
 Appraisal Principles Part IV ..... 231
- Chapter 6  
 Appraisal Principles Part V ..... 276
- Chapter 7  
 Uniform Standards of Professional Appraisal Practice (USPAP) ..... 303
- Chapter 8  
 Ethical Standards of Professional Conduct..... 377
- Chapter 9  
 Research..... 400
- Chapter 10  
 Describing Property ..... 424
- Chapter 11  
 Writing an Appraisal Report ..... 441
- Chapter 12  
 The Professional Appraisal Practice ..... 476
- Chapter 13  
 Legal Issues Affecting the Appraiser..... 512
- Characteristics of Property..... *See* Property Characteristics
- Charitable Contribution Appraisals (Noncash)..... *See* Noncash Charitable Contribution Appraisals
- Charity Auctions ..... 181
- Chronologies, as resource evidence ..... 421
- CITES (Convention on International Trade in Endangered Species of Wild Fauna and Flora ).537
- Client..... 29, 114  
 Appraiser's ethical obligations to..... 383  
 As related to Scope of Work ..... 114  
 Definition of..... 29  
 Identifying in the report ..... 32, 467
- Client Contact, initial ..... 484
- Client Data Form & Assignment Activity Log 48, 488,  
*See also* Log Sheet Continuation Page  
 Example of..... 117, 541
- Client-Appraiser Relationship..... *See* Appraiser-Client Relationship
- Climatic Exclusion ..... 159
- Code of Ethics ..... 378  
 Conflict of interest..... 390  
 Ethical obligations to clients ..... 383  
 Ethical obligations to colleagues and the appraisal profession ..... 389  
 Ethical obligations to intended users ..... 387  
 Ethical obligations when giving testimony..... 390  
 Example of..... 378  
 Fee structures ..... 392  
 Misrepresentation in advertisements..... 396  
 Unconsidered opinions of value ..... 398
- Collateral, definition of..... 228
- Collateralized Loan Appraisals ..... 228
- Colleagues, appraiser's ethical obligations to..... 389
- Collectibles Insurance Policies..... 172
- Collections, how to describe ..... 435
- Collector Clubs, as research resources..... 416
- Combining Items, when describing ..... 434
- Comments, as used in USPAP..... 350
- Commercial Property.. *See* Business Personal Property
- Comparable Market Data...*See* Comparable Properties
- Comparable Properties..... 27, 142, 186  
 Definition of..... 27  
 Identification of for donation appraisals ..... 598  
 When to include in appraisal report ..... 28
- Comparable Sales  
 Occurring after effective date..... 249
- Competency ..... 22  
 Geographic..... 22
- COMPETENCY RULE of USPAP ..... 334
- Competition, principle of ..... 282
- Compliance with USPAP..... 19, 117, 317, 364  
 Factual information vs. opinion of value... 110, 369
- Illustration of..... 372
- Confidential Information  
 Disclosing..... 385  
 Handling of ..... 331, 385, 455

Confidentiality of Emailed Appraisal Reports ..... 497  
 Confidentiality, statement of..... 455  
 Conflict of Interest, appraiser to avoid ..... 390  
 Conformity, principle of..... 282  
 Constructive Possession ..... 193  
 Consulting Expert ..... 226, 509  
 Contaminated Spaces ..... 492  
 Content of an Appraisal Report ..... See also Appraisal Report Options; Reports, writing of  
     Optional but recommended content..... 455  
     Optional design features..... 456  
     Report structure  
         Appraisal-specific information ..... 459  
         Item-specific information ..... 460  
         Supporting documentaion..... 462  
     Required content..... 443  
 Contingency Fees, unethical..... 330, 393  
 Contingent Appraisals..... 256, 449, 453, *See also* Significant Personal Property Appraisal Assistance, provided by others  
 Contraband Property ..... 133, 135  
     Laws affecting ..... 535  
     Tax court cases ..... 531  
 Contract for Appraisal Services ..... 486  
     Example of ..... 543, 544  
 Contract with an Attorney  
     Engagement as an appraiser, example of..... 544  
     Engagement as an expert witness, example of.. 546  
 Contribution, principle of..... 286  
*Convention on International Trade in Endangered Species of Wild Fauna and Flora*..... 537  
 Copies of originals, definition of..... 288  
 Copyrighting Appraisal Reports ..... 387  
 Corporate Financial Reporting Appraisals..... 230  
 Cost..... 35, 37  
     Definition of ..... 35, 37, *See also* Replacement Cost Include donor's cost in donation appraisal ..... 196  
 Cost Approach to Value ..... 20, 137, 144  
     As viewed by the International Valuation Standards Council..... 145  
     Mentioned in USPAP..... 148  
     Most useful with depreciable property that is replaceable with new ..... 145  
 Cost, types of..... 104  
     Acquisition ..... 228  
     Actual Cash Value (ACV)..... 107  
     Depreciated replacement cost ..... 145, 146  
     Repair cost..... 109  
     Replacement cost ..... 104  
     Replacement cost (comparable) ..... 108  
     Replacement cost (new –production) ..... 107  
     Replacement cost (new –reproduction) ..... 107  
     Replacement cost (new) ..... 106  
     Replacement cost (new) less depreciation ..... 107  
 Counterfeits, definition of..... 288  
 Cover Document..... 462  
 Cover Letter ..... 462  
 Credibility ..... 34  
 Cultural Property ..... 133, 514  
     Protected ..... 535  
 Current Appraisal..... 246, 248  
 Current Form of Property ..... 45

Curriculum Vitae (Professional Profile)..... 480, 486  
     Identifying past clients in..... 481  
 Customary customers, same as the "public" ..... 79

—D—

Damage Claims Appraisals ..... 153, *See also* Excluded Damages in Transit Damage Claims  
     Claims settlement options ..... 155  
     Gathering information while on site ..... 156  
     Identify the client ..... 153  
     Preparing the report ..... 157  
     Purpose of..... 154  
 Date of Appraisal, a misleading term, avoid using .247  
 Date of Inspection ..... 246  
 Date of the Report ..... 247  
 Dates..... 245  
     Date of inspection..... 246  
     Date of the report..... 247  
     Effective date of the appraisal ..... 13, 115, 246  
 Dealers (Specialist), as research resources ..... 416  
 Declaration of Appraiser  
     As per IRS Form 8283..... 186, 191, 202  
     As per Pension Protection Act 2006 .196, 451, 472, 560  
 Decorator Market ..... 404  
 Decreasing Returns, principle of ..... 282  
 Define the Appraisal Problem..... 48, 355  
 DEFINITIONS as Used by USPAP ..... 322  
 Definitions Used in this Book ..... 10  
 Delivering the Appraisal Report  
     And Getting Paid..... 496  
     By email ..... 496, 500  
 Depreciable Property  
     Definition of..... 25  
     Describing..... 428  
     Valuing of..... 140, 145  
 Depreciated Replacement Cost..... 145, 146  
 Depreciated Value ..... 93  
 Depreciation..... 236  
     Accelerated ..... 239  
     Accrued ..... 145, 146, 148, 237, 240  
     Age-Life ..... 237  
     Caused by obsolescence..... 240  
     Caused by physical deterioration..... 240  
     Straight-line ..... 236, 238  
 Describing Property..... 13, 424, 427  
     Accumulations, how to describe..... 436  
     Collections, how to describe ..... 435  
     Examples ..... 430  
     Groupings, collections, and accumulations ..... 434  
     Groupings, how to describe..... 434  
     How to describe dimensions ..... 438  
     Learning how to ..... 430  
     Reasons for ..... 424  
     Three goals ..... 425  
     Tips for ..... 437  
 Desktop Appraisals..... 125  
 Determining Fair Market Value for Federal Purposes ..... 187  
 Development Phase for Appraisals..... 354, 358  
 Digital Images, use of..... *See* Photographs

Digital Signatures .....	500
Dimensions, how to describe .....	438
Diminution of Value .....	99
Disclaimers, in the appraisal report.....	299, 471
Discrete Market .....	<i>See</i> Black Market
Disposal of Workfiles .....	506
Disputes, insurance settlement.....	175
Divorce Appraisals.....	161
Documenting Resource Evidence .....	420
<u>Doherty v. Commissioner</u> .....	528
Donating Art Obtained from the Creator .....	184
Donations .....	<i>See</i> Noncash Charitable Contribution Appraisals
Donee Acknowledgment of Noncash Charitable Contribution .....	203
Donor-Created Artistic Property, donation of.....	205
Draft Reports .....	255
ASB concerned with .....	255
Droit de Suite.....	133
Due Date for Donation Appraisals .....	193
Due Diligence.....	290

## —E—

ECAFS (Education Council of Appraisal Foundation Sponsors).....	310
Economic Attributes .....	122, 131, 231, 291, 425, 461
Economic Characteristics .....	<i>See</i> Economic Attributes
Economic Obsolescence.....	242
Editors, as research resources .....	416
Effective Date of the Appraisal.....	13, 115, 246
As related to Scope of Work.....	115
Current.....	248
Prospective .....	250
Retrospective .....	249
Electronic Signatures .....	500
Electronically Transmitted Appraisal Reports .....	500
Elements of an Assignment . <i>See</i> Assignment Elements	
Email Marketing Services .....	477
Emailing the Appraisal Report.....	496, 500
Enclosures to the Report.....	458, 460, 462, 463, 466
Encumbrances .....	341
Examples of.....	131
Endangered Species Act.....	537
Endowment effect .....	233, 618
<u>Engel v. Commissioner</u> .....	526
Equitable Distribution Appraisals .....	161
<u>Estate of Robert G. Hall</u>	
Who owns an appraisal?.....	534
Estate Tax Appraisals.....	209, 224
Estates and Trusts .....	224
Estimate of Value (EOV) .....	16
Ethical Obligations of Reporting.....	363
Ethical Standards of Professional Conduct.....	377
Ethics .....	326, 363
Code of Ethics .....	378
Conflict of interest .....	390
Ethical obligations to clients.....	383
Ethical obligations to colleagues and the appraisal profession .....	389
Ethical obligations to intended users.....	387
Ethical obligations when giving testimony ..	390

Example of.....	378
Fee structures .....	392
Misrepresentations in advertisements .....	396
Unconsidered opinions of value .....	398
Ethical obligations of reporting .....	363
USPAP ethics.....	379
ETHICS RULE of USPAP.....	326, 380
Evaluation, of property .....	111
Examples of Property Descriptions .....	430
Excluded Damages in Transit Damage Claims.....	159
Climatic exclusion.....	159
Inherent vice exclusion .....	159
Mechanical/electrical exclusion .....	160
Other exclusions.....	160
Preexisting damages exclusion.....	160
Excluded Individuals May not do Donation Appraisals .....	191
Executive Summary, use of in a report .....	464, 467
Expectations of the Public Regarding Appraisers... 365	
Expert Witness Testimony .....	226, 390, 506
Being hired and trial preparation .....	508
Presentation of testimony .....	510
Exposure Time .....	73
Developing an opinion of.....	74
Disclosing in the report.....	75
Examples of .....	77
Limited .....	222
Reasonable.. 37, 45, 67, 69, 73, 153, 186, 356, 402, 403, 460	
External Forces that Affect Value .....	231
Economic factors.....	231
Natural disasters.....	231
Other.....	233
Perceptions.....	231
Interaction effects .....	232
Bandwagon effect.....	232
Endowment effect .....	233
Snob effect.....	232
Veblen effect.....	232
Regulations .....	231
Extraordinary Assumptions 39, 217, 257, 262, <i>See also</i> Assumptions	
Definition of.....	39
No label required.....	40

## —F—

Facebook .....	479
Factual Information vs. Opinion of Value.....	110, 369
Fair Market Value .....	78, 187, 618
A hypothetical value.....	79
Case study of.....	83
Amount obtained not retained .....	83
As a type of market value .....	72
Assumes most common market.....	82
Buyer and seller have reasonable knowledge .....	81
Defined by regulation .....	79
Defined by the IRS .....	79, 178
Neither buyer nor seller under compulsion .....	81
Sale in lieu of appraisal to determine FMV for estates .....	211
Sale is "to the public" .....	81

Tax court cases ..... 528  
 Willing buyer and willing seller..... 80  
 Fair Value..... 65, 85, 230  
     As a type of market value..... 72  
 Fantasy Items, definition of ..... 289  
 Federal Land Policy and Management Act..... 535  
 Fees..... 392  
     Bankruptcy appraisals ..... 220  
     Finder's fee paid by an appraiser to a non-appraiser  
         as a "Thank You"..... 395  
     Finder's fees (a.k.a. Referral fees)..... 394  
     Paid by appraiser to procure an appraisal  
         assignment..... 393, 394  
     Referral ..... 525  
     USPAP compliance required even if no fee..... 394  
     Volume discount..... 393  
 Fees Paid for Appraisals, deducting ..... 207  
Ferrari v. Commissioner..... 527  
 Fiduciary, is an appraiser a? ..... 382  
 Field Appraisals ..... 125  
 Field Work, for research..... 415  
 Financial Reporting Appraisals..... 230  
 Finder's Fees..... 394  
 FIRREA (Financial Institutions Reform, Recovery and  
     Enforcement Act of 1989)..... 306, 311  
 First Person, writing in the ..... 443  
 Fixture, definition of ..... 24  
 Flat Web Design ..... 478  
 Forced Liquidation Market ..... 46  
 Forced Liquidation Value..... 89, 222  
     Business assets..... 89  
     Personal property, individual's..... 89  
 Forces that Affect Value..... 231  
 Forensic Appraisal Review..... 344  
 Forgeries, definition of ..... 288  
 Form-Style Appraisal Report..... 456, 458  
 Fractional Appraisals ..... 251, 341  
     Effect of fractionalization..... 252  
 Fractional Donation ..... 206  
 Fractional Giving ..... 206  
 Fractional Interest ..... 130, 131, 132, 206, 251  
     Donation of..... 206  
     Valuation discounts for ..... 271  
         Tax court cases ..... 530  
 Fraud..... 516  
 Frequently Asked Questions in USPAP ..... 350  
 Full Replacement Value Act..... 94  
 Functional Obsolescence ..... 242  
 Functional Value, a.k.a. value to owner..... 170  
 Fundamental Conditions for Market Value..... 68

—G—

General Obligations of USPAP..... 317, 370  
 Geographic Competency ..... 22  
 Gift Tax  
     Annual Exclusion..... 213  
     IRS Form 709..... 213  
     Taxpayer reporting of..... 213  
 Gift Tax Appraisals..... 212  
 Gifts from the Artist, basis of ..... 184  
 Glamour Market ..... 528

Going Concern Value ..... 88  
     Market value-in-place..... 88  
     Orderly liquidation value-in-place..... 88  
Goldman v. Barnett ..... 516, 517  
Goldman v. Commissioner..... 528  
 Goodwill Allowance..... 100, 155, 175  
 Grading Scales ..... 410  
 Groupings, how to describe..... 434

—H—

Highest and Best Use.. 54, 243, 283, *See also* Principle  
     of Highest and Best Use  
 Historical Cost ..... 86  
 Holdback ..... 171  
*Holocaust Related Art Loss*..... 514  
Hunter v. Commissioner..... 528  
 Hypothetical Appraisals..... 259  
 Hypothetical Condition..... 41, 259  
     Definition of..... 41  
     No label required..... 41

—I—

IAC (Industry Advisory Council)..... 310  
 Identification ..... 291  
     Principle of ..... 286  
 Identification & Authentication..... 287  
     Readily apparent identity ..... 297  
 Identifying Suspect Client to Authorities ..... 418  
 Identity of the Client, disclosing..... 386  
 Images, use of ..... *See* Photographs  
 Income Approach to Value ..... 136, 148  
     Calculation of..... 149  
     Mentioned in USPAP ..... 151  
 Inherent Vice..... 158, 159, 236  
 Inspection ..... 123  
     Reporting requirements for ..... 125  
 Inspection vs. Non-Inspection..... 121, 264, 406  
     IRS perspective ..... 179  
 Insurable Value ..... 103  
 Insurance Appraisals, for acquiring coverage. 164, 173  
     Actual cash value policies..... 165  
     Agreed value insurance policies ..... 172  
     Replacement cost insurance policies..... 171  
     Settlement options ..... 174, 175  
         Appearance allowance ..... 175  
         Cash out..... 174  
         Receive only wholesale value ..... 174  
         Deny claim..... 175  
         Goodwill allowance..... 175  
         Repair item ..... 174  
         Replace item ..... 174  
         When disputes arise..... 175  
 Insurance Casualty Loss Appraisals ..... 153  
 Insurance Policies..... 93, 164  
 Insurance, for your business..... 483  
 Intangible Property, definition of ..... 25  
 Intended Use of an Appraisal ..... 33, 115  
     Ad valorem property tax ..... 227  
     Art title insurance ..... 176  
     As related to Scope of Work ..... 115

Buying and selling .....	152, <i>See also</i> Liquidation
Appraisals .....	
Collateralized loans .....	228
Corporate Financial Reporting .....	230
Damage claims .....	153
Definition of .....	33, 126
Equitable distribution .....	161
Estates and trusts .....	224
Federal bankruptcy .....	217
Federal casualty, disaster & theft loss tax deduction .....	214
Federal estate tax .....	209
Federal gift tax .....	212
Federal noncash charitable contribution .....	180
Federal tax liability .....	176
Impacts final appraisal report .....	443
Insurance, acquiring of .....	164
Liquidation .....	221
Litigation .....	226
Multiple intended uses .....	34
Multiple values .....	35
Sales advisory .....	152
State estate tax .....	224
State inheritance tax .....	224
Transit-related damage claims .....	153
Values associated with .....	62
Intended Users .....	31, 34, 114, 343, 361, 362
Appraiser's ethical obligations to .....	387
As related to Scope of Work .....	114
Definition of .....	31
Identifying in the report .....	32
Requirements for Value Type .....	57
Satisfying the needs of .....	31
Interaction Effects .....	232
Bandwagon effect .....	232
Endowment effect .....	233, 618
Snob effect .....	232
Veblen effect .....	232
Interest in the Property	
Appraiser conducting estate sale after performing appraisal .....	329
Interest Owned, valuing of .....	131, 206
Interim Reports .....	<i>See</i> Draft Reports
Internal Forces that Affect Value	
Property Characteristics .....	233
Internal Revenue Bulletin 2006-96 .....	198, 209
Internal Revenue Bulletin 2008-40 .....	198
International Foundation for Art Research .....	514
International Valuation Council .....	311
<i>International Valuation Standards</i> .....	13, 65, 621
International Valuation Standards Council (IVSC) .....	13, 65, 139, 311
Internet Appraisals .....	<i>See</i> Online Appraisals
Internet, as a research resource .....	412
Inventory Form	
Example of .....	551, 552
Inventory, donation of .....	184
Investment Property .....	97, 134, 136, 148
vs. Non-Investment Property .....	134
Investment Value .....	97, 148
IRS Art Advisory Panel .....	208, 495
IRS Art Appraisal Services .....	136, 205
IRS Form 4684 <i>Casualties and Thefts</i> .....	217
IRS Form 706 <i>United States Estate Tax Return</i> .....	209, 212, 572
IRS Form 709 <i>United States Gift Tax Return</i> .....	213
IRS Form 8282 Donee Information Return .....	207
IRS Form 8283 <i>Noncash Charitable Contributions</i> .....	185, 191, 198, 201, 208, 570, 587
IRS Guidance for Donation Appraisals of Art Valued Over \$20,000	
Photographs .....	599
IRS Guidance for Donation Appraisals of Art Valued Over \$50,000	
Object Identification .....	598
IRS Penalty for Over- of Under-Valuations (IRC §6695A) .....	190, 202, 601
IRS Pub. 547 <i>Casualties, Disasters and Thefts (Business and Nonbusiness)</i> .....	217
IRS Pub. 551 <i>Basis of Assets</i> .....	217
IRS Pub. 559 <i>Survivors, Executors, and Administrators</i> .....	212
IRS Pub. 561 <i>Determining the Value of Donated Property</i> .....	198, 201, 203, 208
IRS Pub. 584 <i>Nonbusiness Disaster, Casualty, and Theft Loss Workbook</i> .....	217
IRS Pub. 950 <i>Introduction to Estate and Gift Taxes</i> .....	212, 213
IRS Revenue Procedure 65-19 <i>Retail Sales Prices of Items in Decedent's Estate</i> .....	212, 583
IRS Revenue Procedure 66-49 <i>Appraisal Guidelines &amp; Formats</i> .....	177, 187, 212, 584
IRS Revenue Procedure 96-15 <i>Post Contribution Pre Filing Procedure</i> .....	177, 204, 209, 587
IRS Review of Donated Property Valued at Over \$50,000 .....	205
Item-Specific Information, in the report .....	460
IVC (International Valuation Council) .....	311
IVSC (International Valuation Standards Council) .....	13, 65, 139, 311
—J—	
<i>Joint Military/Industry Table of Weights and Depreciation Guide</i> .....	95, 97, 145, 166, 238
Cited in Code of Federal Regulations .....	96
Used by all branches of the military .....	96
Jurisdictional Exception .....	42
Definition of .....	42
JURISDICTIONAL EXCEPTION RULE of USPAP .....	338
Jury Instructions .....	113, 485
—K—	
<i>Kohler v. Commissioner</i> .....	533
—L—	
Legal Issues Affecting the Appraiser .....	512
Legal Mandates for Value Type .....	58
Letter of Introduction .....	486
Example of .....	553, 555
Letters	

Agreement for an Oral Opinion of Value, example of .....	597	Level of trade .....	45, <i>See</i> Level of Trade
Business letter template, sample of .....	604	Most appropriate .....	49, 140, 277, 356, 400, 406
Contract for Appraisal Services with a private party, example of .....	543	Most common .....	82, 404, 407
Contract for appraisal services with an attorney, example of .....	544	Orderly liquidation .....	45, 403, 406
Curriculum Vitae, example of .....	549	Perfect vs. imperfect .....	279
Expert witness engagement letter, example of ..	546	Primary .....	46
Letter of introduction to client .....	489	Retail .....	45, 403, 406
Example of .....	553, 555	Current form of property .....	45
Pre-appraisal preparation checklist, example of	548	Secondary .....	47
Letter-Style Appraisal Report .....	458	Wholesale .....	45, 403, 407
Level of Trade .....	45, 276, 402	Market & Value Research .....	<i>See</i> Research
Levels of Attribution .....	293	Market Data .....	407
Regarding authorship .....	294	Analysis of .....	409
Regarding date of execution .....	295	Market Level .....	46, 222, 244, 276, 278, 401, 402
Regarding signature of artist .....	294	Market Perspective on Value .....	36, 57
Liability		Market Value .....	72
Limiting appraiser's .....	388	As used for ACV .....	169
Tax-related .....	487	Concept of .....	66
Third-party .....	523	Definition of .....	67
<u>Lightman v. Commissioner</u> .....	528	Defined in Advisory Opinion 22 .....	67
Limiting Conditions .....	39, 217, 260	Fundamental conditions for .....	68
Definition of .....	39	Types of .....	71
LinkedIn .....	479	USPAP does not define .....	67
<u>Lio v. Commissioner</u> .....	528	Market Value-in-Place .....	88
Liquidation Appraisals .....	221	Marketable Cash Value .....	102
Liquidation Market		As a type of market value .....	72
Forced .....	46	Marketable Non-Investment Property .....	134, 136
Orderly .....	45	Marketable vs. Non-Marketable Property .....	134
Liquidation Value .....	73, 87, 221	Marketing Effort, adequate .....	73
Forced liquidation value .....	89, 222	Marketing Time .....	73, 78, 223
Orderly liquidation value .....	87, 222	Marketplace Participant Expectations of Value Type .....	57
Litigation Appraisals and Related Services ..	226, 506	Marketplace Principles .....	<i>See</i> Valuation Principles
Log Sheet .....	<i>See</i> Client Data Form & Assignment	Mass Appraisals .....	227
Activity Log		Definition of .....	14
Log Sheet Continuation Page .....	489	USPAP STANDARDS for .....	348
Example of .....	542	<u>Mast v. Commissioner</u> .....	529
Loss-of-Value .....	99, 154, 155, 158	<u>McAnarney v. Newark Fire Insurance Co.</u> .....	170
Considerations when Determining .....	100	Measure of Damages .....	59, 90, 238, 485
		Measurements, how to describe .....	438
		Mechanical/Electrical Exclusion .....	160
		Migratory Bird Treaty Act .....	537
		Military Members and DOD Civilian Employees .....	94
		Minority Interest Discounts .....	<i>See</i> Fractional Interest Discounts
		Misrepresentations .....	396
		Misuse of these Terms	
		USPAP Certified Appraisal .....	397
		USPAP Certified Appraiser .....	397
		Mold .....	160, 492
		Monetary Opinions .....	128
		More Than One Appraiser Involved with an	
		Assignment .....	351, 385, 418, 505, 578, <i>See also</i>
		Significant Personal Property Appraisal	
		Assistance, provided by others	
		Most Appropriate Market. 49, 140, 277, 356, 400, 406,	
		407	
		Tax court cases .....	526
		Most Common Market .....	82, 128, 404, 407
		For individuals .....	60, 82
		For manufacturers or producers .....	82

—M—

Machinery and Equipment	
Valuing of .....	142, 147, 150
Maloney's ACV Calculator, an Excel spreadsheet ..	97, 145, 166
Malpractice .....	519
Mandated Market Choice .....	404
Manipulated Market .....	232
Marginal Utility, principle of .....	282
Marine Mammal Protection Act of 1972 .....	536
Market .....	44, 276
Characteristics of .....	278
Choice of .....	59, 404
Concept of .....	276
Conditions of .....	59, 410
Atypical .....	73
Cross-over .....	407
Definition of .....	44
Forced liquidation .....	46, 403, 406



Most Relevant Market in Which to Obtain	
Replacement.....	108
Motor Vehicles Donation Appraisals .....	200
Multi-Market, Multi-Value Appraisals.....	34, 78, 223
Multiple Use Appraisals.....	34
Multi-Value Appraisals.....	35, 223
Museum Volunteers, may not appraise.....	191
—N—	
NACAO (North American Conference of Appraisal Organizations) .....	12
NAGPRA (Native American Graves Protection and Repatriation Act) .....	515, 536
Negligence .....	519
Negligent Referral.....	524
Net Value .....	102
Networking With Colleagues.....	416
Noncash Charitable Contribution Appraisals.....	180
Amount of deduction .....	181
Donee Acknowledgement of Contribution .....	203
Due date of .....	193
Required information for.....	194
Required information for (Works of Art) .....	196
Non-Marketable Non-Investment Property.....	134, 136
Non-Market-Value Types.....	73
Non-Monetary Opinions.....	43, 110, 129
No-Research Appraisal Assignments .....	422
Numerical Expression of Value .....	12
—O—	
<u>O’Keeffe v. Commissioner</u> .....	530
Object ID.....	425, 474
Objective of an Appraisal. <i>See</i> Purpose of an Appraisal	
Objective of an Appraisal Review.... <i>See</i> Purpose of an Appraisal Review	
Obsolescence.....	145, 240, 242
Economic .....	242
Functional.....	242
Technological .....	242
Office Furnishings and Equipment.....	482
<u>O’Keeffe v. Commissioner</u> .....	273, 274
Online Appraisals .....	23, 266
Definition of .....	23
Intended uses for the online appraisals.....	268, 269
Qualifying property for the online appraisal .....	267
Useful for any stolen or lost item .....	269
Online Presence, your .....	479
Facebook .....	479
LinkedIn.....	479
YouTube .....	479
Opinion Type.....	42, 115, 127
Optional but Recommended Content for all Appraisal Reports.....	455
Options	
Appraisal report options .....	359
Oral Appraisal Reports..... <i>See</i> Oral Reports	
Oral Opinion of Value	
Agreement for.....	597
Oral Report Summary .....	18, 110, 368, 597
Oral Reports ....	333, 342, 343, 359, 398, 442, <i>See also</i> Walk-Throughs, Oral Opinion of Value
Contents of workfile for.....	504
Definition of.....	15
Imposters .....	18
Non-researched opinions of value .....	422
Signature required on USPAP certification.....	502
USPAP compliance for.....	15, 18
Orderly Liquidation Market .....	45
Orderly Liquidation Value .....	87, 222
As a type of market value .....	72
Businesses, for a defunct.....	88
Businesses, for a going concern .....	88
Individuals, for .....	87
Orderly Liquidation Value-in-Place.....	88
Ordinary Income Property .....	182
Original Cost.....	103
Ownership Interest 28, 131, 271, 340, <i>See also</i> Bundle of Rights	
Ownership Interest, rule regarding charitable contributions .....	181
Ownership Rights..... <i>See</i> Bundle of Rights, Property Rights	
—P—	
Pagination.....	457
Partial Interest.....	206, 251, 272, 502
Payment for Reports, getting.....	496
Penalty (IRS) for Over- or Under-Valuations (IRC §6695A).....	190, 202, 601
Pension Protection Act of 2006.....	178, 179, 188, 192, 199, 588, 600
Section 1216 .....	185, 595
<u>Perdue v. Commissioner</u> .....	528
Perfect vs. Imperfect Market .....	279
Personal Interest in Subject Property by Appraiser 351, 390, 521	
Disclosure of.....	392
Possible conflict of interest .....	390
Personal Observations .....	110, 116, 422, 423
Personal Property .....	24
Appreciable.....	25
Definition of.....	24
Depreciable .....	25
For businesses .....	24, 220, 228, 230
Parts of a whole.....	25
Personal Property Appraisal Assistance <i>See</i> Significant Personal Property Appraisal Assistance, provided by others	
Personal Property Appraiser Minimum Qualification Criteria (PPAMQC).....	374, 480
Photographs	
Using with appraisals.....	124, 264, 482, 494, 599
IRS’ view.....	180
Physical Attributes .....	122, 131, 233, 291, 425, 461
Physical Deterioration .....	240, 241
Post-Effective Date Information in a Retrospective Appraisal .....	249
Post-Value Date Information in Retrospective Appraisals.....	249
Pre-Agreement Consulting Services, avoid.....	489
Pre-Appraisal Preparation Checklist.....	485, 486
Example of.....	548

Preexisting Damage ..... 101, 159, 160  
 Preliminary Appraisals.....254, See also Draft Reports  
 Present Value..... See Present Worth  
 Present Worth..... 149  
     Definition of..... 98  
     How to calculate..... 150  
 Pressure by Third-Parties ..... 389  
 Price..... 35, 37  
     Definition of..... 35, 38  
 Price Guides, as research resources..... 411  
 Primary Market.....46, 528  
 Principle of Anticipation ..... 149, 281  
 Principle of Competition ..... 282  
 Principle of Conformity..... 282  
 Principle of Contribution..... 286  
 Principle of Decreasing Returns..... 282  
 Principle of Highest and Best Use..... 283, *See also*  
     Highest and Best Use  
 Principle of Identification..... 286  
 Principle of Marginal Utility..... 282  
 Principle of Progression ..... 282  
 Principle of Qualitative Ranking..... 287  
 Principle of Regression ..... 281  
 Principle of Sampling..... 286  
 Principle of Substitution..... 144, 281  
 Principle of Supply and Demand ..... 280  
 Principles of Valuation..... *See* Valuation Principles  
Prior Services Performed by the Appraiser..... 328  
     Disclosing of not a breach of confidence..... 330  
 Pro Bono Appraisals, USPAP applies ..... 368  
 Problem Identification (Appraisal)..... 113, 336  
     Assignment elements ..... 113  
 Production Cost ..... 107  
 Professional Appraisal Practice, the..... 476  
 Professional Development..... 479  
 Professional Opinion of Value (POV)..... 16  
 Professional Profile..... *See* Curriculum Vitae  
     (Professional Profile)  
 Professional, is the appraiser a?..... 381  
 Progression, principle of..... 282  
 Property Characteristics ..... 27, 233, 424  
     As related to Scope of Work..... 116  
     As they effect value ..... 234  
     Economic attributes ... 122, 131, 231, 291, 425, 461  
     Identification of ..... 121  
     Physical attributes..... 122, 131, 233, 291, 425, 461  
     Quality characteristics..... 122  
     Step #1 of appraisal process, identified in ..... 406  
     Used in value ranking..... 245  
     Value-relevant attributes ..... 122  
 Property Interests..... 131  
     Fractional interest ..... 130, 131, 271  
     Of artists..... 133  
     Undivided interest..... 131  
 Property Rights..... 131, 132  
     Reproduction Rights ..... 132  
     Visual Artists Rights Act (VARA)..... 133  
 Property Types  
     Approaches to value for ..... 136  
     Investment property ..... 97, 136, 148  
     Marketable non-investment property..... 136  
     Non-marketable non-investment property ..... 136

Prospective Appraisal ..... 246, 250  
 Provenance..... 295  
 Public Law 109-280 (Pension Protection Act of 2006)  
     ..... 179, 188  
 Public, same as "customary purchasers" ..... 79  
Publicker v. Commissioner..... 83  
 Public's Expectations of Appraisers..... 365  
 Purpose of an Appraisal..... 42, 43, 127, 485  
 Purpose of an Appraisal Review..... 42, 44, 345

—Q—

Qualification Criteria for Appraisers ..... 374, 480  
 Qualified Appraisal, for IRS  
     Contents of..... 194  
     Definition of for noncash charitable contribution  
         appraisals..... 179, 188, 192, 211, 588, 600  
     When required..... 184  
         Between \$500 and \$5000 FMV..... 185  
         Over \$5000 FMV ..... 185  
         Under \$500 FMV ..... 184  
 Qualified Appraiser, for IRS  
     Definition of for noncash charitable contribution  
         appraisals..... 179, 188, 189, 211, 588, 600  
 Qualifying Organization, rule regarding charitable  
     contributions ..... 181  
 Qualitative Ranking, principle of ..... 287  
 Quality Characteristics of Property..... *See* Property  
     Characteristics  
Quedlinburg Treasures..... 527  
Querbach v. A & B Appraisal Serv..... 520, 521

—R—

Readily Apparent Identity..... 297  
 Reasonable Exposure Time..... 37, 45, 67, 69, 73, 153,  
     186, 222, 224, 340, 402, 403, 460  
 Reasonable Time to Purchase Replacement ..... 108  
 Reconcile Value Indicators ..... 51, 358  
 Record Keeping..... 504  
 RECORD KEEPING RULE of USPAP ..... 332  
 Redacting Confidential Information and Assignment  
     Results..... 387  
 Redaction, before releasing assignment results ..... 332  
 Referral Fees..... 394  
 Regression, principle of..... 281  
 Related Use, rule regarding charitable contributions  
     ..... 181  
 Relevant Property Characteristics..... 27, 122, *See also*  
     Property Characteristics  
 Repair Cost ..... 109  
 Replacement Cost..... 20, 104, *See also* Cost  
     Estimation of..... 20  
     Not an appraisal ..... 93  
 Replacement Cost (Comparable)..... 108  
 Replacement Cost (New – Production)..... 107  
 Replacement Cost (New – Reproduction)..... 107  
 Replacement Cost (New) ..... 106  
 Replacement Cost (New) Less Depreciation.. 107, 165  
     To determine ACV ..... 169  
 Replacement Cost Insurance Policy..... 171  
 Replacement Value..... 73, 90, 105, 173  
     Comparable..... 92

- New ..... 91
- New-reproduction ..... 91
  - Based on production cost..... 92
- Reports.... 14, See also Oral Reports; Appraisal Report Options; Appraisal Reports; Reports, writing of
  - Definition of..... 14
  - Delivering..... 496
  - Ethical obligations when preparing..... 363
  - Getting Paid..... 496
  - Oral..... 15
  - True copies of..... 504
- Reports, writing of 358, 441, See also Appraisal Report Options; Oral Reports; Reports
  - Boilerplate..... 464
  - Changes to..... 502
    - Adding items to a completed report ..... 503
    - Client-requested revisions ..... 504
    - Has value gone up or down?..... 504
    - Updating an appraisal..... 502
  - Optional but recommended content for all appraisal reports ..... 455
  - Optional report design features ..... 456
  - Required content depends on report option used 443
    - Appraisal Report..... 446
    - Restricted Appraisal Report..... 451
  - Sample appraisal report wording..... 464
  - Sample appraisal reports ..... 562
  - Sample form-style report format..... 596
  - Structure of report..... 458
    - Addenda to the report..... 458
    - Appraisal-specific information ..... 459
    - Form-style appraisal report..... 458
    - Item-specific information ..... 460
    - Letter-style appraisal report..... 458
    - Supporting documentation..... 462
    - Valuation section ..... 458
  - Templates ..... 464
- Reproduction Cost ..... 107
- Reproductions, definition of ..... 288
- Research..... 400
  - Items of nominal value..... 120, 121, 421, 422
  - Not always required ..... 421, 422
- Research Process ..... 405
- Research Resources ..... 410
  - Auction houses ..... 416
  - Authors, editors, and collector clubs ..... 416
  - Books and periodicals ..... 410
  - Field work ..... 415
  - Internet search tools ..... 412
  - Miscellaneous resources..... 417
  - Networking with colleagues ..... 416
  - Price guides ..... 411
  - Specialist Dealers..... 416
- Resource Evidence
  - Auction catalogs ..... 421
  - Bibliography..... 420
  - Catalogue Raisonne ..... 421
  - Chronologies ..... 421
  - Citations in literature..... 421
  - Documenting ..... 420
  - Exhibition catalogs ..... 421
- Responsible Parties Present at Inspection..... 455

- Responsive Web Design ..... 478
- Restricted Appraisal Report Option..... 343, 362
  - Content of report when using ..... 451
- Results of an Assignment..... See Assignment Results
- Retail Market ..... 45
  - Current form of property..... 45
- Retainers..... 498
- Retrospective Appraisal..... 246, 249
  - Post effective date information (use of) ..... 249
  - Use of clear and concise language..... 250
- Reversionary Value ..... 137, 149
- Reviewing an Appraisal..... See Appraisal Reviews
- Rights of Ownership..... 130, 131
  - Definition of..... 28
- Robert Grove Stone v. United States ..... 271

—S—

- Sale in Lieu of an Appraisal
  - In determining FMV for estates..... 211
- Sales Advisory Appraisals ..... 152, 221
- Sales Comparison Approach to Value ..... 20, 136, 139
  - Applicable to Depreciable or Appreciable Property ..... 140
  - Mentioned in USPAP ..... 144
- Salvage Value ..... 89, 99
  - As a type of market value ..... 72
- Sammons v. Commissioner..... 531
- Sample Appraisal Report ..... 464
  - For insuring scheduled property ..... 562
  - Form-style report format..... 596
  - Wording for ..... 464
- Sample Business Letter Template..... 604
- Sample Form-Style Report Format ..... 596
- Sampling Technique..... 40
- Sampling, principle of ..... 286
- Scope of Work ..... 33, 112, 265, 427
  - Acceptability of..... 118
  - Applies to appraisals and appraisal reviews ..... 112
  - Definition of..... 33
  - Degree of inspection..... 123
  - Determination of ..... 49, 112, 356
  - Disclosure of ..... 119
    - Separate section required? ..... 120
  - Examples of ..... 120
  - Identify the problem before determining..... 113
  - Impacts final appraisal report ..... 443
- SCOPE OF WORK RULE of USPAP..... 336
- Scrap Value..... 90
  - As a type of market value ..... 72
- Scull v. Commissioner..... 529, 530
- Secondary Market ..... 46, 528
- Self-Employed Working from Home..... 483
- Selling or Buying an Appraisal Business ..... 534
- Sentimentality ..... 54, 97, 147, 200, 232
- Service Property See Non-Marketable Non-Investment Property
- Shelf-Life of Appraisal Reports ..... 499
- Signature..... 499
  - Electronic..... 500
  - Of USPAP certification ..... 499

Significant Personal Property Appraisal Assistance, provided by others ....256, 319, 320, 352, 384, 417, 418, 449, 453, <i>See also</i> Contingent Appraisals	Taxable Value .....228
Similar Items, donating collections of ..... 185	Taxidermy Property, donation of..... 207, 526
Simulants, definition of .....288	Tax-Related Liability Claims .....487
<u>Skripak v. Commissioner</u> ..... 527	Team Appraisals.....258
<u>Smith v. Commissioner</u> .....273, 529	Technological Obsolescence .....242
Snob Effect..... 232	Templates, edit if using.....464
<u>Soderberg v. McKinney</u> .....520, 523	Terminating an Appraisal Assignment.....384
Software Programs for the Appraiser ..... 474	Terminology ..... 10
Special Value.....65	Terms of Use, in the appraisal.....299, 302, 471
Specialist Appraisers and Other Colleagues, use of .....257, 319, 418, <i>See also</i> Team Appraisals	Testimony, the appraiser giving .....390
Sponsoring Organizations of The Appraisal Foundation .....309, 325, 364, 375	The Appraisal Foundation.. <i>See</i> Appraisal Foundation, The
SRAG (State Regulator Advisory Group) ..... 311	Third Person, writing in the .....443
STANDARDS 1 and 2 of USPAP . 348STANDARD 3 of USPAP ..... 344	Title Insurance, for art ..... 176
STANDARDS 4 & 5 of USPAP, retired ..... 11	Title Page, of appraisal report .....456
STANDARD 6 of USPAP ..... 348	Title XI, of FIRREA..... 306, 311
STANDARD 7 of USPAP..... 339	Title, having good ..... 513
STANDARD 8 of USPAP..... 342, 441	Tools of the Appraiser, commonly used .....491
Standard of Care ..... 382	Toxic Spaces .....492
STANDARDS 9 and 10 of USPAP..... 349	Transferability of Title.....135
State Estate Tax Appraisals ..... 224	Transit-Related Damage Appraisals ..... 153
State Inheritance Tax Appraisals.....224	Transmittal Letter .....462
Statement of Confidentiality..... 455	Treasury Regulation §1.170A-1(c)(2) <i>Definition of FMV for noncash charitable contribution purposes</i> ..... 178, 195
Statements on Appraisal Standards, retired..... 316	Treasury Regulation §1.170A-13 <i>Recordkeeping and Return Requirements for Deductions for Charitable Contributions</i> ..... 177, 188
Steps in the Appraisal Process ... <i>See</i> Appraisal Process	Treasury Regulation §1.170A-13(c)(3) <i>Definition of a qualified appraisal</i> ..... 198, 209, 576
Stolen Art.....417, 513	Treasury Regulation §1.170A-13(c)(4) <i>Appraisal Summary</i> .....580
Identifying suspect client to authorities ..... 418	Treasury Regulation §1.170A-13(c)(5) <i>Definition of a qualified appraiser</i> ..... 209, 578
<u>Stone v. Commissioner</u> ..... 530	Treasury Regulation §1.170A-17(a) (Proposed) <i>Definition of Qualified Appraisal</i> ..... 178, 188, 193, 198, 209, 307, 584, 588
Straight-Line Depreciation .....236, 238	Treasury Regulation §1.170A-17(b) (Proposed) <i>Definition of Qualified Appraiser</i> ..... 178, 188, 189, 198, 209, 584, 588
Disadvantage of .....238	Treasury Regulation §1.170A-18 (Proposed) <i>Contributions of Clothing and Household Items</i> ..... 185, 189, 588
Vs. accelerated depreciation ..... 238	Treasury Regulation §20.2031-1 <i>Definition of FMV for estate tax purposes</i> ..... 61, 79, 81, 82, 212, 468, 557, 574
Subjective Phraseology, avoid using..... 437	Treasury Regulation §20.2031-6 <i>Valuation of Household and Personal Effects</i> ..... 212, 435
Substance and Principles of USPAP Rule ..... 193	True Copies of Appraisal Reports .....504
Substantial Evidence..... 290	Trusts.....224
Substitution, principle of ..... 144, 281	Types of Appraisals.....245
Supply and Demand.....280	Current appraisal ..... 246, 248
Supporting Documentation, in the report.....462	Prospective appraisal ..... 246, 250
Synergistic Value..... 65	Retrospective appraisal ..... 246, 249
Synthetics, definition of ..... 288	Types of Property ..... <i>See</i> Property
	Types of Value..... <i>See</i> Value Type and Definition
—T—	
Table of Contents Page, of appraisal report ..... 456	
TAFAC (The Appraisal Foundation Advisory Council) ..... 310	—U—
Tax Court Cases	Unconsidered Opinions of Value..... 109, 398
After death discounts ..... 530	Undivided Interest ..... 131, 206, 251, 502
Blockage discounts ..... 529	Donation of .....206
Buyer's premium..... 529	
Contraband property donations..... 531	
Fair market value ..... 528	
Fractional interest discounts ..... 530	
Most appropriate market ..... 526	
USPAP compliance determinant? ..... 532	
Tax Court, what is it?..... 79	
Tax Work	
Appraiser Liability..... 176	

Unified Credits, tax.....	213
Uniform Standards of Professional Appraisal Practice (USPAP) .....	<i>See</i> USPAP
Updating Appraisal Reports .....	502
User Perspective on Value.....	36, 57, 138
USPAP .....	10, 303
Additional obligations of.....	371
Advisory Opinions.....	350
And the Appraisal Process.....	353
Appraisal practice .....	21, 366, 372
Appraisal report options .....	343, 359
Client is NOT the only intended user .....	361
Client is the ONLY intended user .....	360
Differences between.....	444
Two types	
Appraisal Report.....	343, 361
Restricted Appraisal Report.....	343, 362
Appraisal Subcommittee (ASC).....	306, 311
Assignment types governed by .....	314
Certification.....	351
Modification of.....	353
Compliance with.....	19, 117, 317, 364
Factual information vs. opinion of value ....	110, 369
Illustration of.....	372
Is compliance determinant?.....	532
Must vs. should comply.....	364
When no assignment fee charged.....	394
Ethical obligations of reporting.....	363
Federally Related Transactions.....	306
FIRREA (Financial Institutions Reform, Recovery and Enforcement Act of 1989).....	306, 311
Frequently Asked Questions.....	350
General obligations of.....	317, 368, 370
General requirements of .....	316
History of .....	304
Introduction .....	303
Misuse of the Acronym After One's Name.....	398
Obligations to comply .....	367
Additional obligations.....	371
General obligations .....	370
Other communications .....	350
Advisory Opinions.....	350
Frequently Asked Questions.....	350
Performance requirements of.....	316
Personal property version.....	303
Pro bono appraisals, applies to.....	368
Property types governed by .....	315
Purpose of .....	313
Regulated by.....	312
Signature .....	500
STANDARDS 1 to 10 (less 4 and 5).....	339
STANDARD 3 .....	344
STANDARD 4 & 5, retired.....	11
STANDARD 7 .....	339
STANDARD 8 .....	342
Tax court cases .....	532
Title XI.....	306, 311
USPAP document .....	309, 350
Valuation services.....	21, 365, 372
Website for.....	304
When must an appraiser comply with USPAP?.....	364, 367
USPAP and the Cost Approach.....	148
USPAP and the Income Approach.....	151
USPAP and the Sales Comparison Approach.....	144
USPAP Certified Appraisal	
Misuse of the term.....	397
USPAP Certified Appraiser	
Misuse of the term.....	397
USPAP Structure.....	315
Comments.....	350
COMPETENCY RULE.....	334
DEFINITIONS .....	322
Eight STANDARDS .....	339
STANDARDS 1 and 2.....	348
STANDARD 3.....	344
STANDARDS 4 & 5, retired .....	11
STANDARD 6.....	348
STANDARD 7.....	339
Governs personal property appraisal report development.....	339
STANDARD 8.....	342
Governs personal property appraisal report content.....	342, 441
STANDARDS 9 and 10.....	349
ETHICS RULE .....	326
Conduct section.....	327
Confidentiality section.....	331
Management section.....	330
JURISDICTIONAL EXCEPTION RULE .....	338
RECORD KEEPING RULE .....	332
SCOPE OF WORK RULE.....	336
	—V—
Valuation Discounts .....	270
After death discounts.....	271
Blockage Discounts.....	272
Fractional interest discounts.....	271
Valuation Principles .....	276
Item related	
Principle of contribution .....	286
Principle of identification.....	286
Principle of sampling.....	286
Qualitative ranking.....	287
Market related .....	276
Highest and Best Use <i>See also</i> Highest and Best Use	
Market characteristics .....	278
Market, perfect vs. imperfect .....	279
Market, The.....	276
Most appropriate market related.....	277
Principle of anticipation.....	281
Principle of competition.....	282
Principle of conformity.....	282
Principle of decreasing returns .....	282
Principle of marginal utility .....	282
Principle of progression.....	282
Principle of regression .....	281
Principle of substitution.....	144, 281
Principle of supply and demand .....	280
Valuation Section of the Appraisal Report.....	458

Valuation Services ..... 21, 365, 372  
 Definition of ..... 21  
 Valuation, synonymous with "appraisal" ..... 13  
 Value..... 13, 35, 53  
     Always justified..... 36  
     Averaging data points to determine..... 409  
     Definition of ..... 35, 53, 55, 64  
     Definition source ..... 56  
     Determination of..... 19  
     Expressing as a relationship..... 12, 504  
     Market Perspective..... 36  
     Measuring of ..... 65  
     Objective vs. subjective schools of thought ..... 35  
     Types of  
         Point values ..... 43  
         Range of values ..... 43  
         Relational values..... 43  
     User Perspective ..... 36  
 Value (Taxable) ..... 228  
 Value Creators ..... 121, 231, 406  
 Value Opinion Supported..... 13  
 Value Ranking ..... 245, 406, 410, 424  
 Value Research..... See Research  
 Value Summary Page, of appraisal report ..... 457  
 Value to Owner, a.k.a. functional value..... 169  
 Value Type and Definition ..... 55, 115  
     As related to Scope of Work..... 115  
     As used by the appraiser..... 64  
     Associated with various intended uses ..... 62  
     Determines most appropriate market..... 401  
     Dictated by intended user requirements..... 57  
     Dictated by legal or regulatory mandates ..... 58  
     Dictated by market expectations ..... 57  
     Examples of..... 61  
 Value-in-Exchange ..... 54  
 Value-in-Place ..... 54, 164  
     Market value-in-place ..... 88  
     Orderly liquidation value-in-place ..... 88  
 Value-in-Use ..... 53, 161  
 Value-Relevant Attributes of Property ..... See Property Characteristics

Valuing Rights of Ownership..... 28, 130  
 VARA (Visual Artists Rights Act) ..... 133  
 Veblen Effect ..... 232  
 Vehicle Donation Appraisals..... See Motor Vehicles Donation Appraisals  
 Verbal Approximation of Value (VAV) ..... 16  
 Visual Artists Rights Act (VARA) ..... 133

—W—

Walk-Throughs ..... 109, See also Reports  
 Web Design  
     Flat ..... 478  
     Responsive..... 478  
 Web Search Tools as Research Resources ..... 412  
 Website, benefits of having..... 477  
 When Must an Appraiser Comply with USPAP? .. 364, 367  
 While On Site, issues to consider ..... 489  
     Recording data ..... 492  
     Use caution when inspecting property ..... 493  
Whitehouse Hotel v. Commissioner ..... 532  
 Who Owns an Appraisal? ..... 534  
 Wholesale Market ..... 45  
Williford v. Commissioner..... 529  
 Workfiles  
     Contents of..... 504  
     Custody of ..... 505  
     Disposal of..... 506  
     Electronic versions of ..... 506  
     Purging at client's request ..... 506  
     Required by RECORD KEEPING RULE..... 332  
     Retention of ..... 505  
     When more than one appraiser ..... 505  
 Working from Home ..... 483  
 Writing an Appraisal Report .... See Reports, writing of  
 Writing in the First or Third Person..... 443

—Y—

YouTube..... 479