



AGRICULTURAL
BUSINESS

Certified Appraiser

A Certified Appraiser evaluates and places a monetary value on items such as division of properties, conservation easements, agribusinesses, establishing value for potential sale of various items in relation to agriculture, and estate planning.



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Inspiring Minds to Grow


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career profile

Name: Jefferson Miller
Job Title: Certified Appraiser


Employer: Farm Credit Services

Education: BS in Agriculture Economics,
University of Illinois: Champaign-Urbana

 I am a certified appraiser with agricultural properties as my primary focus. I grew up on a farm and have always been interested in the market for farmland. In addition to my college degree, I have been licensed by the state of Illinois as a Certified General Real Estate Appraiser. This title requires additional course work, work experience, and successfully passing an exam.

 One of my responsibilities is to complete appraisals of agricultural properties for lenders who are taking land as collateral for loans or for individuals who are considering selling their farm. I collect information about the land and/or farm and compare with similar properties that have recently sold. I use the

information from the comparison to form an opinion and set a value. One common request is for me to appraise agricultural properties for estate purposes. My career requires travel to site inspections and a need for analytical skills.

 The greatest part of my career has been matching my interest in agriculture and my desire to analyze data and develop strategies and solutions. It is always interesting to observe the land market and the motivating factors of both the buyers and the sellers.



Certified Appraiser

overview



A **certified appraiser** evaluates and places monetary value on properties for estate planning, lending, or for a potential sale.

suggested high school courses



[Introduction to the Agricultural Industry](#), Agricultural Business Management, Economics, Soil Science, Geography, and Mathematics

experience needed



Seek an internship while in school and/or job shadowing to gain practical experience. Participate in agriculture business management career development events. Plan and implement a related Supervised Agricultural Experience (SAE) Program.

degree(s) required



A bachelor's degree with emphasis in agriculture business, economics, and marketing is required. Other possible majors are agronomy, crop science, or animal science. Certification is required.

potential employers



Farm Credit Services, United States Forest Service, Farmers National Company, farm bureaus

salary range



\$53,600 to \$57,270

employment outlook and trends



The future outlook for certified appraisers is projected to be **good**.

professional organizations



American Society of Farm Managers and Rural Appraisers www.asfmra.org/
American Society of Appraisers www.appraisers.org/ASAHome.aspx



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