

Course Schedule

SECTION 1. Highest and Best Use Fundamentals (Morning Day 1)

Overview	Registration Classroom Rules and Procedures
Introduction	Introduction
Part 1. What Is Highest and Best Use?	Where Does Highest and Best Use Fit in the Valuation Process? Definitions Why Highest and Best Use Is Important to the Valuation Process Standards of Professional Appraisal Practice Review Morning Break
Part 2. How to Test for Highest and Best Use	The Two-Part Analysis of Highest and Best Use The Four Criteria for Testing Highest and Best Use Data Used to Test for Highest and Best Use Morning Break Case Study: A Real-World Look at Maximum Productivity Digging Deeper: Sample Zoning Ordinance Review
Part 3. How to Report Highest and Best Use Analysis	General Considerations Sample Highest and Best Use Statements Part 3 Review—Section 1 Practice Test Lunch

SECTION 2. Market Analysis Fundamentals (Afternoon Day 1)

Part 4. Definitions and Overview of Relationships

Where Does Market Analysis Fit in the Valuation Process?
Why Do Appraisers Perform Market Analysis?
How Do I Begin?
Supply and Demand Analysis—Introductory Comments
How Will I Use Market Analysis in Appraising Residential Properties?
Review
Afternoon Break

Part 5. The Market Analysis Process Applied to Residential Properties: Step 1. Property Productivity Analysis

Steps in the Market Analysis Process
What Is a Property Productivity Analysis?
Description of a Property's Physical Attributes
Description of a Property's Government/Legal/Regulatory Attributes
Description and Analysis of a Property's Location Attributes
Where to Get Information for a Property Productivity Analysis
Digging Deeper: Cool Tools
Review
Afternoon Break

Part 6. The Market Analysis Process: Step 2. Market Delineation

What Is Market Delineation?
Why Is Market Delineation Step 2 in the Market Analysis Process?
Creating Market Areas Activity
Elements of a Market Area Delineation
Delineating the Neighborhood for a Subject Property
Market Delineation Activity
Locating Physical and Land-Use Neighborhood Boundary Data
Digging Deeper: Cool Tools, continued
Review—Section 2 Practice Test

SECTION 3. Market Analysis Applications (Morning Day 2)

Part 7. The Market Analysis Process: Steps 3 and 4. Demand and Supply Analysis	
	What Are the Components of Demand? What Are the Components of Supply? Digging Deeper: Data Sources Review Morning Break
Part 8. Math for Market Analysis	
	Informed Uses of Statistical Data Understanding the Basic Mathematics of Statistical Analysis Review Morning Break
Part 9. Market Analysis in Action	
	For Highest and Best Use Analysis, Market Analysis For the Cost Approach, Market Analysis For the Sales Comparison Approach, Market Analysis For the Income Capitalization Approach, Market Analysis For the Final Value Opinion Discussion and Presentation of Dilemmas 3–8 Lunch Review—Section 3 Practice Test

SECTION 4. Highest and Best Use Applications (Afternoon Day 2)

Part 10. Practical Applications in Highest and Best Use Analysis	
	Highest and Best Use Decision Tree Putting It All Together—Alternative Uses Review Afternoon Break
Part 11. Exam Content Review	
	Instructor’s Course Review—Preparing for the Exam Hints on Taking Exams Participant’s Course Review—Self Study Afternoon Break Instructions
Exam	
	Exam

