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# Overview

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## Course Description

*Residential Market Analysis and Highest & Best Use* provides a fresh look at the relationship between market analysis and highest and best use. The course begins with a presentation of the information needed to make a reliable highest and best use decision; the second and third sections show where this information is found and how to interpret it. Procedures for mapping the market area for a subject property and ways of reading that market are presented in these sections. Participants learn essential links between market analysis, highest and best use analysis, application of the three approaches to value (cost, sales comparison, and income capitalization), and the final opinion of value. In the final section of the course, participants gain practical experience in solving highest and best use problems similar to those they will encounter in practice.

In this course, theory is translated into practice through extensive and varied classroom activities. Participants become actively involved in applying concepts to real-world situations and discover new ways to use their knowledge and analytical skills.

## Learning Enhancements

The course has been designed with a variety of elements to enhance your learning experience.

- **Preview.** To give you a taste of what is to come, you will find a *Preview* page that begins each part. Included on the *Preview* page are a brief overview of the content, learning objectives to consider as you move through the part, and learning tips that will assist you in understanding the information you're about to learn.
- **Learning Objectives.** Each learning objective covers essential information you need to know to fully understand the concepts in the course. Look them over before the part begins so that you have a frame of reference as you move through the material. At the end of each part, reread the objectives. Are you able to do what is stated? If not, this is the time to ask your instructor for help. Or, review the concepts that you do not understand.
- **Examples & Problems.** Supplementing the discussions, we've included examples and problems to help you visualize and practice what you are learning.
- **Fill-in-the-Blanks.** It is a proven fact that when you write something down, you are more apt to remember it. The Course Handbook has "missing" content in the outline that you will need to add in the space provided in your handbook as the instructor goes over the content.

- **Review.** Each part concludes with a review. Included in the review are the learning objectives and key terms and concepts that have been covered. Also, we've provided recommended readings from textbooks that will reinforce what you have learned in class.
- **Review Quizzes and Practice Tests.** Short quizzes are included at the end of each part in the Review, and Practice Tests conclude Sections 1–3. The questions are similar to the types of questions you might find on the exam. By answering the true/false questions, fill-in-the-blanks, or multiple-choice questions, etc., you will find out whether or not you really know the information that was covered in that part or section.

## Classroom Guidelines

To make the classroom environment a positive experience for everyone attending, we have some guidelines for your consideration:

- 100% attendance is required. No exceptions.
- Refrain from using short-range wireless technology.
- Limit use of computers to classroom projects.
- Communicate with business associates during break time instead of class time.
- Put away reading materials such as newspapers and books that are not used in class.
- Please silence cell phones.
- Use recording devices only if prior permission has been granted.
- Refrain from ongoing conversations with those seated near you and other distracting behavior.

## General Information

- **Calculators.** A financial calculator is required. The accepted model used in the course is the HP 12C.
- **Breaks.** There will be two 10-minute breaks during the morning session and two 10-minute breaks during the afternoon session unless noted otherwise by the course sponsor. The lunch break is one hour.
- **Attendance sheets** will be distributed during class to verify your attendance during the morning and afternoon sessions.

- **Certificates of completion** will be mailed after completion of the course, and attendance at the entire course is required.

## **Recommended Texts**

- *The Appraisal of Real Estate*, 13<sup>th</sup> ed.
- *The Dictionary of Real Estate Appraisal*, 5<sup>th</sup> ed.

Other useful texts

- *Appraising Residential Properties*, 4<sup>th</sup> ed.
- Uniform Standards of Professional Appraisal Practice, current ed.

