

## **COURSE SCHEDULE**

### **Day 1, Session 1, a.m.**

Introduction and Orientation  
Lecture 1. Overview of the Sales Comparison Approach  
Lecture 2. Comparable Data

### **Day 1, Session 2, p.m.**

Conclude Lecture 2  
Lecture 3. Adjustments

### **Day 2, Session 3, a.m.**

Review of Homework  
Case Study Applications  
Group Problem-Solving Session

### **Day 2, Session 4, p.m.**

Group Discussion of Case Study Question  
Group Presentations  
Lecture 4. Reconciliation in the Sales Comparison Approach  
Course Summary  
Examination

## HOMWORK ASSIGNMENT SCHEDULE

### Evening of Day 1— Homework to be prepared for Sessions 3 and 4

#### Required reading

Read the Case Study: Mixed-Use Property .....	3-4
Read “The Small Group Process” .....	2-39
Review Session 2 Practice Problems 2.1-2.14.....	2-4—2-38

#### Required writing

Practice Problems 2.15, 2.16, 2.17, 2.18, 2.19, 2.20 .....	2-44—2-52
Lectures 1-3 Review Exercise—Appraisal Principles and Concepts .....	2-45
Lectures 1-3 Discussion Questions—Review .....	2-46
Lecture 3 Discussion Questions—Cash-Equivalence Adjustments.....	2-49