

Schedule

SECTION 1. (Day 1 Morning)

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| Introduction | Registration Classroom Rules and Procedures Diagnostic Quiz |
| Part 1. Steps for Applying the Sales Comparison Approach | Overview of the Valuation Process That Affects the Sales Comparison Approach Relationship of the Sales Comparison Approach to Appraisal Principles Techniques for Estimating Adjustments Review Quiz MORNING BREAK |
| Part 2. Units of Comparison | Units of Comparison Statistical Analysis—Measures of Central Tendency Statistical Analysis—Measures of Dispersion Discussion Topics and Problem MORNING BREAK Review Quiz |
| Part 3. Elements of Comparison | Elements of Comparison Sequence of Adjustments Transactional Adjustments Property Adjustments LUNCH |

SECTION 2. (Day 1 Afternoon)

Part 4. Data Collection and Comparable Selection

PRACTICE TEST—Section 1
Types of Data
Geographic Considerations
Data Sources
AFTERNOON BREAK
Market Analysis Issues and the Sales Comparison Approach
Highest and Best Use Analysis and the Sales Comparison Approach
Review Quiz

Part 5. Verification

Introduction
Applications
AFTERNOON BREAK
Review Quiz

Part 6. Data Selection—Industrial Property Case Study

Assignment of Case Study
Group Work—Completing a Market Data Grid
Review Market Data Grid

SECTION 3. (Day 2 Morning)

Part 7. Adjustments and Analytical Techniques

PRACTICE TEST—Section 2
Comparative Analysis—Definitions and Overview
Quantitative Analysis
Qualitative Analysis
Review Quiz
MORNING BREAK

Part 8. Introduction to Qualitative Analysis

Qualitative Analysis—Overview
Qualitative Analysis Techniques
MORNING BREAK
Overcoming Objections to the Use of Qualitative Analysis
Review Quiz

Part 9. Case Study—Industrial Property

Introduction of Case Study
Group Work—Analyze Data and Value Subject Property
Review Group Work
PRACTICE TEST—Section 3
LUNCH

SECTION 4. (Day 2 Afternoon)

Part 10. Introduction to Quantitative Analysis and Adjustment Derivation Techniques

Definitions
Sequence of Adjustments
Paired Data Analysis—Overview
Paired Data Analysis—Applications
AFTERNOON BREAK
Review Quiz

Part 11. Special Considerations for Quantitative Analysis

Considerations When Using Quantitative Analysis
Limitations of Paired Data Analysis
Review Quiz

Part 12. Adjustment Derivation Techniques (cont.)

Graphic Analysis
AFTERNOON BREAK
Linear Regression
PRACTICE TEST—Section 4

SECTION 5. (Day 3 Morning)

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| Part 13. Adjustment Derivation Techniques (cont.) |
| Review PRACTICE TEST Cost-Related Adjustments Capitalization of Rent Differences MORNING BREAK Review Quiz |
| Part 14. Supportive Quantitative Analysis Techniques |
| Grouped Data Analysis Sensitivity Analysis Scenario Analysis Trend Analysis Review Quiz MORNING BREAK |
| Part 15. Practice Problems in Applying Quantitative Analysis Techniques |
| Practice Problems LUNCH |

SECTION 6. (Day 3 Afternoon)

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| Part 16. Case Study—Apartment Property |
| PRACTICE TEST—Section 5 Introduction of Case Study AFTERNOON BREAK Group Work on Case Study AFTERNOON BREAK Group Work on Case Study Group Presentations & Case Study Wrap Up PRACTICE TEST—Section 6 |

SECTION 7. (Day 4 Morning)

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| Part 17. Case Study—Quantitative and Qualitative Analysis | |
| | Quantitative and Qualitative Analysis Strengths and Weaknesses of Quantitative and Qualitative Analysis Group Work on Case Study MORNING BREAK Group Presentations & Case Study Wrap Up |
| Part 18. Reconciliation and Consistency Issues | |
| | Reconciliation Questions to Ask MORNING BREAK Reevaluation Reconciliation Criteria Final Opinion of Value What Reconciliation Is Not Summary—Conclusion of Value PRACTICE TEST—Section 7 |
| Part 19. Exam Content Review | |
| | Course Review & Q&A LUNCH |

SECTION 8. (Day 4 Afternoon)

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| Self-Study and Exam | |
| | Course Evaluations Self-Study & AFTERNOON BREAK Exam Preparation EXAM |