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**SOLUTIONS**

# 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 procedures for mapping the market area for a subject property and techniques for interpreting the market trends to develop a market analysis study. The information gained from the market analysis study is then applied to the highest and best use. 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, each part begins with a preview page that includes 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 material you're about to learn.
- **Learning Objectives.** Each learning objective covers essential information you need 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 and Problems.** Supplementing the discussions are examples and problems to help you visualize and practice what you are learning.
- **Fill-in-the-Blanks.** 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 as the instructor goes over the content.

- **Review.** Each part concludes with a review that includes the learning objectives and key terms and concepts covered. Where appropriate, the material includes recommended readings from textbooks to reinforce what you have learned in class.
- **Review Quizzes and Practice Tests.** A short quiz concludes most parts, and practice tests conclude Sections 1–3. The questions are similar to those that might be on the exam. By answering the true/false, fill-in-the-blank, or multiple-choice questions, you will find out whether or not you know the information covered in the part or section.
- **Digging Deeper.** **Digging Deeper information goes beyond the scope of the course and is not intended to be covered in class. It is not tested on the course exam; however, appraisers preparing for the comprehensive exam should be familiar with it, as well as all other material contained in the course handbook, whether or not it is presented in class.**
- **Solutions Tab.** Answers are provided behind the solutions tab at the back of the course handbook.

## 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.
- 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.
- 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. **Important Note.** Laptops, cellular phones, tablets, iPads, wearable technology (smart watch, Apple Watch, Google Glass, etc.), and other devices that can store data or connect to the Internet are **NOT** permitted during the exam. In addition, all watches, wallets, bags, and purses must be removed and stored out of reach prior to taking the exam.
- **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** may be downloaded after completion of the course, and attendance at the entire course is required.

## Recommended Texts

- *The Appraisal of Real Estate*, 15<sup>th</sup> ed., Appraisal Institute, 2020
- *The Dictionary of Real Estate Appraisal*, 7<sup>th</sup> ed., Appraisal Institute, 2022

Other useful texts

- *Appraising Residential Properties*, 4<sup>th</sup> ed., Appraisal Institute, 2014
- *Uniform Standards of Professional Appraisal Practice*, The Appraisal Foundation, current ed.