

Course Schedule

SECTION 1. (Day 1 Morning)

Introduction	
	Registration Classroom Rules and Regulations 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 Qualitative 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)

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)

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)

Part 17. Case Study—Quantitative and Qualitative Analysis
Quantitative and Qualitative Analysis Points to Remember about 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 Re-evaluation 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)

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