

Program Schedule

WEBINAR 1. (Completed before on-site session begins)

Introduction, Front-End Reporting	
1 to 1.5 hours	<p>Overview of Grading Sheets, Rating System</p> <p>Overview of Case Study</p> <p>Key Components of Front-End Reporting</p> <p>Market Analysis and Highest & Best Use</p> <p>Overview of the Six-Step Fundamental Marketability Study Process</p> <p>Case Study: Defining Market Area, Supply and Demand Analysis</p> <p>Assignment: Write the Level C marketability study section of the appraisal report and consider its relation to the highest and best use of the site as though vacant and the property as improved. This assignment is due one week before Webinar 2.</p>

WEBINAR 2. (Completed before on-site session begins)

Fundamental Market Analysis	
1 to 1.5 hours	<p>Review of the Level C Marketability Study</p> <p>Review of Highest and Best Use</p> <p>Valuation Process and the Sample Fundamental Market Analysis</p> <p>Tips and FAQs for Successful Completion of the <i>General Demonstration Report: Capstone Program</i></p> <p>Q&A: Fundamental Market Analysis</p> <p>Strong recommendation: Complete the valuation analysis of the appraisal report prior to the beginning of the on-site session. This includes writing the front end of the appraisal report, completely revising the Level C marketability study, determining the highest and best use of the site as though vacant and the property as improved, and drafting that section of the report. Participants should also draft the report sections on the valuation approaches. If these tasks are not accomplished, it will be difficult to complete the demonstration appraisal report on time.</p>

ON-SITE SESSION

Day 1.	Registration Group lecture; access to facilitators all day Assignment: Complete front-end and fundamental market analysis
Day 2.	Group lecture; access to facilitators all day Assignment: Complete highest and best use and site valuation
Day 3.	Group lecture; access to facilitators all day Assignment: Complete cost approach and begin improved sales comparison approach
Day 4.	Access to facilitators all day Assignment: Complete improved sales comparison approach and begin income approach
Day 5.	Access to facilitators all day Assignment: Complete income approach
Day 6.	Access to facilitators through noon Assignment: Reconciliation and final review for common thread issues
Day 7.	Access to facilitators through noon Assignment: Final changes and submission of general demonstration report