

Seminar Schedule

Today's schedule will vary depending on the starting time assigned by the sponsoring Appraisal Institute chapter. Some chapters may prefer to offer the seminar during the afternoon. You can use the timeline below as a gauge to estimate when certain topics will be covered.

Overview	
	Registration Introduction, Classroom Rules and Procedures
Part 1. What is Effective Rent?	
	Effective Rent and Concessions 1.1 Discussion Question Definitions 1.2 Discussion Question Market Rent Result of Concessions 1.3 Example Relationship of Contract Rent and Market Rent Do Concessions Mean That Something Was Given Away for Free? 1.4 Example Level of Concessions Is a Function of Market Conditions Incorporation of Concessions May Be a Marketing Device 1.5 Examples Concessions Can Be Difficult to Recognize 1.6 Discussion Question
Part 2. Why Effective Rent Is Important in the Valuation Process	
	2.1 Discussion Question Forecasting Rollover Rent at the Subject Property 2.2 Discussion Question Adjusting Rent Comparables 2.3 Example Consultation Services 2.4 Problem Generally Accepted Accounting Principles (GAAP) Determining the Impact of Effective Rent on the Valuation Methods BREAK

Part 3. Measuring Effective Rent

Three Methods of Estimating Effective Rent

Straight-Line Method

3.1 Example

3.2 Problem

Modified Straight-Line Method

3.3 Example

Level Equivalent Method

3.4 Example

3.5 Example

3.6 Problem

Selecting the Appropriate Discount Rate

BREAK

Part 4. Impact of Effective Rent on the Valuation Approaches

Direct Capitalization

4.1 Example

Yield Capitalization

Sales Comparison Approach

4.2 Problem

Cost Approach

Part 5. Case Study. Demonstrating the Impact of Effective Rent

Case Study Property Overview

Exercise 1. Rent Roll

Exercise 2. Direct Capitalization

Exercise 3. Sales Comparison Approach

Exercise 4. Cost Approach

Questions and Answers