# Course Schedule

## Section 1 (Morning)

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### Overview and Introduction

Course Description, Classroom Rules and Procedures, Introduction

### Part 1. Estimating Land Value Using a Land Residual Technique Based on Discounted Cash Flow Analysis

- Land Residual Technique
- Case Study 1. Introduction
- Case Study 1. Exercise 1. Property Description
- Case Study 1. Exercise 2: Market Analysis and Marketability Analysis.

MORNING BREAK

- Case Study 1. Exercise 3. Discounted Cash Flow Analysis
- Case Study 1. Exercise 4: Conclusions and Questions

MORNING BREAK

### Part 2. Determining Highest and Best Use of Land in an Uncertain Environment

- Case Study 2. Introduction
- Case Study 2. Exercise 1. Property Description
- Case Study 2. Exercise 2: Highest and Best Use

LUNCH
### Section 2 (Afternoon)

#### Part 3. Use and Application of Curvilinear Regression Analysis to Value Land

- Curvilinear Relationships Between Independent and Dependent Variables
- Different Forms of Curvilinear Relationships
- Case Study 3. Introduction
- Case Study 3. Exercise 1: Property Description
- Case Study 3. Exercise 2: Adjustment for Density
- Case Study 3. Exercise 3: Graphical Analysis
- AFTERNOON BREAK

#### Part 4. Incorporating Nontraditional Units of Comparison in Land Valuation of Land Rent Valuation Analysis

- Case Study 4. Introduction
- Case Study 4. Exercise 1: Property Description
- Case Study 4. Exercise 2: Rental Valuation Analysis
- Case Study 4. Exercise 3. Market Land Rent
- AFTERNOON BREAK

#### Part 5. Valuation of a Leased Fee Interest Under a Long-Term Ground Lease

- Real Estate Under a Ground Lease
- Valuation of the Landlord’s Interest Under a Long-Term Ground Lease
- It’s All About the Quantity, Quality, and Duration of the Financial Benefits
- Yield Rate Applicable to the Income Stream
- Calculating the Implied Yield Rate to the Reversion
- Case Study 5. Introduction
- Case Study 5. Exercise 1: Overview/Property Description
- Case Study 5. Exercise 2: PV of Total Consideration

### Wrap-up and Evaluations

- Review and Questions
- Evaluations