

# Schedule

---

## SECTION 1 (Morning)

### Overview

Sign-in  
Introduction, Welcome, Materials, Classroom Guidelines, and  
General Information

### Part 1. Freddie Mac—A Historical Perspective

Introduction and Overview  
Origins of the Secondary Market  
Creation of Freddie Mac  
Securitization Basics and Market Share  
Duty to Serve  
Rural Market Definitions  
USDA 502 Direct Loans  
Freddie Mac Requirements for Rural Properties

### Part 2. Market Analysis & Highest and Best Use

Introduction and Overview  
Identifying the Most Probable Buyer  
Issues Related to Market Size—Discussion Example 2.1  
Price Ceilings—Discussion Example 2.2  
Morning Break  
Real Estate Marketing in Rural Areas—Discussion  
Example 2.3  
Agricultural vs. Residential Land Values  
Introduction to Market Analysis  
Six-Step Process—Discussion Example 2.4  
Introduction to Highest and Best Use and Discussion  
Example 2.5  
Discussion Example 2.6  
Discussion Example 2.7  
Morning Break  
Introduction of Case Study  
Using Regression Analysis in Highest and Best Use—Case  
Study Problems 1–6  
Lunch

## **SECTION 2 (Afternoon)**

### **Part 3. Freddie Mac Guidelines**

Section 5601.2—Eligibility Requirements  
Discussion Examples 3.3, 3.6, 3.7, 3.14  
Discussion Example 3.20  
Section 5601.12—Property Description and Analysis  
Quality and Condition Ratings  
Home Possible® Mortgages and Discussion Example 3.23

### **Part 4. Cost Approach**

Usefulness of the Cost Approach  
Cost Approach Limitations and Drawbacks  
Steps in the Cost Approach  
Cost Approach Methodology—Rural Applications and  
Discussion Example 4.1  
Developing a Site Value—Discussion Example 4.2  
Discussion Example 4.3  
Regression Analysis in Valuation of a Site—  
Discussion Example 4.4  
Afternoon Break  
Atypical Construction Styles and Discussion Example 4.5  
Case Study Problems 7–12

### **Part 5. Sales Comparison Approach**

Introduction to Sales Comparison Approach and Discussion  
Example 5.1  
Location Adjustment—Discussion Example 5.2  
Afternoon Break  
Physical Age vs. Effective Age—Discussion Examples 5.3  
and 5.4  
Case Study Problems 13–15  
Reconciliation—Thought Process, Weighting, and Case Study  
Problem 16