# Schedule

## SESSION 1

<table>
<thead>
<tr>
<th>Overview</th>
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<tr>
<td>Sign in</td>
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<td>Introduction</td>
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- Cost Approach Basics
- Limitations of the Cost Approach in Valuing Residential Properties
- Strengths of the Cost Approach in Valuing Residential Properties
- Applying the Cost Approach
- Exercise 1
- Client Guidance on the Cost Approach
- USPAP Guidance on the Cost Approach
- Standards Rule 1-4
- Definition
- Client Guidance on the Cost Approach
- *Fannie Mae Selling Guide*
- *Freddie Mac Single-Family Seller/Servicer Guide*
- FHA's *Single Family Housing Policy Handbook 4000.1*
- Lenders Handbook – VA Pamphlet 26-7
- 8 Steps in the Application of the Cost Approach – Overview
- Estimate Site Value
- Estimate Cost of Improvements
- Estimate Entrepreneurial Incentive
- Estimate Total Cost of Improvements
- Estimate Depreciation in the Structure
- Estimate Depreciated Cost
- Estimate Contribution of Site Improvements
- Derive Indicated Value of the Property
## SESSION 1, cont.

### Part 2. Land and Site Valuation

- Estimate Site Value
- Site Valuation Methods
- Sales Comparison Approach
- Market Extraction
- Allocation
- Land Residual Method
- Ground Rent Capitalization
- Morning Break
- Exercises 2–3
- Exercise 4 and Its Dataset
- Exercise 5 and Its Dataset
- Excess Land vs. Surplus Land
- Excess Land
- Surplus Land
- Exercise 6
- Review Exercise A

### Part 3. Cost-Estimating Methods

- Cost Estimating Methods
- Estimate Cost of Improvements
- Reproduction Cost
- Replacement Cost
- Direct Costs
- Indirect Costs
- Cost Estimating Methods
- Comparative Unit Method
- Unit-In-Place Method
- Quantity Survey Method
- Morning Break
- Methods to Support Current Construction Cost
- Cost Comparables
- Exercise 7
- Cost Estimating Services
- 1007 Form
- Exercise 8
- Lunch
- Cost Estimating Services
- 1007 Form
- Exercise 9
## Session 2

### Part 4. Entrepreneurial Incentive and Entrepreneurial Profit

- Entrepreneurial Incentive
- Entrepreneurial Profit
- Additional Observations
- Exercise 10

### Part 5. Depreciation Estimates and Practical Applications

- Estimate Depreciation in the Structure
- Three Major Factors That Cause Depreciation
- Physical Deterioration
- Functional Obsolescence
- External Obsolescence
- Three Primary Methods of Estimating Depreciation
- Physical Age-Life Method
- Economic Age-Life Method
- Exercise 11
- Afternoon Break
- Review Exercise B
- Market Extraction Method
- Exercise 12
- Exercise 13
- Exercise 14
- Exercise 15
- Exercise 16
- Breakdown Method
- Afternoon Break

### Part 6. Supporting Adjustments in the Sales Comparison Approach

- Paired Data Analysis
- Regression Analysis
- Rental Capitalization
- Cost and Depreciated Cost Data
- Exercise 17
- Exercise 18
- Depreciation Rates
- Surveys of Market Participants
- Ranking Analysis
### Session 2, cont.

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<th>Final Q &amp; A and Evaluations</th>
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