

Seminar Schedule

Section 1

Registration and Orientation	
	Registration Introductions/Orientation (Classroom Rules and Procedures)
Part 1. Introduction	
	Preface/The Effect of Inconsistency/1.1 Discussion Question
Part 2. Definition of Market Value	
	Definition of Market Value/The Market Other Types of Value/Use Value Break The Principle of Contribution Cash Equivalency/Buyer Motivations Break
Part 3. Market Analysis and Highest and Best Use	
	HBU Definition/Market Area Delineation Market Analysis HBU Analysis/Comparable Sales Analysis Lunch Buyer Motivation/Interim Use/Consistent Use

Section 2

Part 4. The Three Approaches	
	The Sales Comparison Approach
	Break
	The Income Approach
	The Cost Approach
	Consistency Between the Approaches
	Break
Part 5. Functional and External Obsolescence	
	Functional Obsolescence
	External Obsolescence
Part 6. Reconciliation	
	It's a Procedure
	Averaging/Rounding
	Final Reconciliation
	Adjourn