Schedule

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Overview	
	Sign-in
	Orientation (Classroom Rules and Procedures)
Part 1. Real Estate Markets and A	nalysis
	overview: Market Analysis in Real Estate Appraisal
	Purposes of Market Analysis
	The Scientific Method—The Recognized Approach
	Where Market Analysis Fits in the Valuation Process
	Review
Part 2. Types and Levels of Market	Analysis
	Characterizing Market Analysis by Depth of Analysis Definitions
	Distinctions between the Two Levels of
	Market Analysis
	Characterizing Market Analysis by the Way Demand Is Measured
	Inferred Analysis
	Break
	Fundamental Demand Analysis
	Levels of Market Analysis
	Level A Marketability Analysis
	Level B Marketability Analysis Level C Marketability Analysis
	Summary: Levels of Market Analysis
	Determining the Level of Marketability Analysis
	Review
	Break
Part 3. The Six-Step Process and U	se of Market Analysis
	Overview of the Six-Step Process Used in Market Analysis
	Step 1. Analyze Property Productivity
	Step 2. Delineate the Market Area/Competitive Market Area
	Step 3. Project/Forecast Demand
	Step 4. Measure and Project/Forecast Supply
	Step 5. Calculate Residual Demand
	Step 6. Project/Forecast Subject Capture

Part 3. The Six-Step Process and Use of Market Analysis, cont.	
	Use of Market Analysis
	How to Determine the Adequacy of Market Analysis
	Review—Practice Test Section 1
	Lunch

Part 4. Basic Trend Analysis	
	Data Analysis in Marketability Analysis Market Analysis and Statistics Measures of Central Tendency: Mean, Median, and Mode Measures of Dispersion: Range and Standard Deviation Graphing Data Simple Linear Regression Short Trends Alternative Market Analysis Tools Review
Part 5. Level B Marketability Analys Steps 1 and 2	sis for Suburban Residential Subdivision Property:
	Introduction: Level B Marketability Analyses for Suburban Residential Subdivisions Step 1. Analyze Property Productivity Break Step 2. Delineate the Market Areas Review
Part 6. Level B Marketability Analys Steps 3–6	sis for Suburban Residential Subdivision Property:
	Suburban Residential Subdivision Demand Analysis Step 3. Measure Current Demand; Project Demand Break Step 4. Measure and Project Competitive Supply Step 5. Calculate Residual Demand Step 6. Project Subject Capture Review—Practice Test Section 2

Part 7. Multiunit Property Concept	s and Definitions
	Multiunit Property Types Multiunit Property Classes Forms of Multiunit Property Ownership Specialty Occupancy of Multiunit Properties Property Analysis Market Segmentation for Multiunit Properties Review
Part 8. Level B Marketability Analy	Break sis for Multiunit Property: Steps 1–3
	Case Study Property The Six-Step Process for a Level B Marketability Analysis for Multiunit Residential Properties Step 1. Analyze Property Productivity Step 2. Delineate the Market Areas Step 3. Measure Current Demand; Project Future Demand Break Review
Part 9. Level B Marketability Analy	sis for Multiunit Property: Steps 4–6
	Step 4. Measure and Project Competitive Supply Step 5. Calculate Residual Demand Step 6. Project Subject Capture Review—Practice Test Section 3 Lunch

Part 10.	Office Market Concepts a	nd Definitions
		Classes of Office Space Office Market Segmentation What Office Tenants Want Key Office Building Terms Review
Part 11.	Level B Marketability Ana	lysis for Office Property: Steps 1–3
		Office Building Case Study Description The Six-Step Process for a Level B Marketability Analysis for Office Properties Step 1. Analyze Property Productivity Step 2. Delineate the Market Areas Step 3. Measure Current Demand; Project Demand Break Review
Part 12.	Part 12. Level B Marketability Analysis for Office Property: Steps 4–6	
		Step 4. Measure and Project Competitive Supply Step 5. Calculate Residual Demand Break Step 6. Project Subject Capture Review—Practice Test Section 4

Part 13. Fundamental Concepts and the Four Tests of Highest and Best Use Analysis		
	Preview Quiz Understanding the Importance of Highest and Best Use to Market Value Definitions and Definitional Issues Testing for Highest and Best Use Further Study of the Four Formal Tests Measuring Financial Feasibility Maximally Productive Use Review	
Part 14. Considerations in High	hest and Best Use Analysis	
	 Two Considerations for the Highest and Best Use of Land and a Site as though Vacant The Ideal Improvement Break The Special Issue of Consistency in Determining the Highest and Best Use of an Improved Site Alternative Use Decisions for Improved Property The Use-Decision Process Considerations Pertaining to Improved Property with Excess or Surplus Land Relationship between Use and Value Review Break 	
Part 15. The Three Conclusion	Part 15. The Three Conclusions of Highest and Best Use Analysis	
	Goal of a Highest and Best Use Analysis Analysis Required If a Use Is Not Currently Feasible Analysis of the Complete Highest and Best Use Flow Chart Interim Use The Most Likely Buyer/User Review—Practice Test Section 5 Lunch	

Part 16. Highest and Best Use Ap	plications
	Land Residual Technique to Derive an Indication of Market Value Application of Land Residual Technique to Highest and Best Use Analysis Multiperiod Highest and Best Use Model Legal Nonconforming Use Break Assemblage and Highest and Best Use Analysis Owner-Occupant Use in a Highest and Best Use Analysis Fluid Markets Review
Part 17. Applications of Market A	
	Sales Comparison Approach Break Income Capitalization Approach Cost Approach Review—Practice Test Section 6

Part 18. Introduction to Level C Marketability Analyses	
	When and Why Level C Analyses May be Required
	Reasons Why Level C Analyses May Show Different
	Indications than Level B Analyses
	How Level C Analyses Differ from Level B Analyses
	Level C Marketability Analysis for Existing Multiunit Residential Property
	Demonstration: Level C Marketability Analysis for an Existing Multiunit Residential Property Using a Commercial Forecasting Source
	Break

SECTION 7, cont.

Part 19. Level C Marketability Analysis for Office Property and Data Sources	
Introduction to Level C Marketability Analyses for Office Properties	
Additional Analysis Required for a Level C Marketability	
Analysis for an Existing Office Property	
Break	
Additional Analysis Required for a Level C Marketability	
Analysis for an Existing Office Property (cont.)	
Data Sources	
Lunch	

Part 20. Exam Content Review	
	Instructor's Course Review—Preparing for the Exam Participants' Course Review—Self-Study—Content Covered in the Course Break Instructions
Exam	
	Exam