

Syllabus

Module I-1 – Welcome and Introduction Preview

- Explain the program requirements on the Home page.
- Identify your instructor and fellow students.
- Describe the program content and structure.

Module 1 – The Psychology of the Sales Comparison Approach

- Understand why the sales “back stories” may exclude a sale as a comparable.
- Illustrate that not all sales are indications of value.
- Evaluate the appraisal of other goods and services.
- Identify alternatives for buyers and sellers in a market.

Module 2 – The Logic Behind the Sales Comparison Approach

- Explain why an appraisal valuation does not always equal sale price.
- Analyze the subject’s market activity including prior sales of the subject and comparable sales.
- Examine what a prior sale or listing tells the appraiser about the subject.
- Illustrate what can be learned from comparable listings

Module 3 – Sales Comparison Grid Analysis

- Illustrate the psychology behind the Adjustment Grid; what is the logic and reasoning behind it.
- Justify the type and selection of comparable sales
- Identify Buyer – Appraiser Search Priorities
- Determine what should be adjusted
- Illustrate the use of the cost and income approaches, paired sales and buyer interviews to support the adjustment amounts.

Module 4 – Review of Sales Comparison Adjustment Procedures

- Illustrate the methods of supporting the adjustments made in the sales comparison analysis for residential properties.
- Demonstrate examples of these methods of extracting and supporting adjustments made in the sales comparison approach for market value appraisals of residential properties.
- Illustrate how the use of a standardized methodology of extracting and applying adjustments will produce a more convincing report and how easy it is to use these methods.

Conclusion

- Reflect on some concluding thoughts about the program content.
- Submit the required Program Quality Evaluation.
- Access a PDF containing the program content.
- Receive next steps related to completion certificates and (if applicable) offline proctored exams.