

Course Schedule

SECTION 1

Registration and Orientation

Sign-in
Introductions/Orientation (Classroom rules and procedures)

Part 1. Real Estate Market Cycles

I. Market/Marketability Analysis
II. & III. Two Real Estate Markets and Reasons for Analyzing Cycles
IV. Four Stages of the Fundamental (Space-User) Real Estate Cycle
V. Characteristics of a Market at Equilibrium
VI. Identifying the Current Stage of the Real Estate Cycle
MORNING BREAK

Part 2. The Six-Step Process

I. & II. Six Steps; Inferred Analysis vs. Fundamental Analysis
III. Step 1—Property Productivity Analysis
IV. Step 2—Market Area Delineation
V. Step 3—Measure Current Demand and Forecast Future Demand
VI. Step 4—Measure Current Supply and Forecast Future Supply
VII. Residual Demand Analysis
MORNING BREAK
VIII. Length of the Forecast/Projection Period
IX. Subject Capture

SECTION 2

Part 3. Case Study

Case Overview and Problem Description
Individual Completion of the Case Using the Excel Template
LUNCH
Presentation of Example Solution and Questions

Part 4. Fundamental Analysis for Land Developments

I. Fundamental Analysis for Land Developments
Case Overview and Problem Description
Individual or Group Completion of the Case Using the
Excel Template
AFTERNOON BREAK
Group Presentations (optional), Example Solution,
and Questions

Part 5. Rental Apartments Case Study

Case Overview and Problem Description
Group Completion of the Case Using the Excel Template
AFTERNOON BREAK
Group Completion of the Case Using the Excel Template
Group Presentations, Example Solution, and Questions
Course Recap