

## **GENERAL APPRAISER SALES COMPARISON APPROACH**

### Online Syllabus

- Module 1: Steps for Applying the Sales Comparison Approach
- Module 2: Units of Comparison
- Module 3: Elements of Comparison
- Module 4: Data Collection and Comparable Selection
- Module 5: Verification
- Module 6: Case Study - Data Selection Exercise on an Industrial Property
- Module 7: Adjustments and Analytical Techniques
- Module 8: Introduction to Qualitative Analysis
- Module 9: Case Study - Industrial Property
- Module 10: Introduction to Quantitative Analysis and Adjustment Derivation Techniques
- Module 11: Special Considerations for Quantitative Analysis
- Module 12: Adjustment Derivation Techniques – Part 1
- Module 13: Adjustment Derivation Techniques – Part 2
- Module 14: Supportive Quantitative Analysis Techniques
- Module 15: Practice Problems in Applying Quantitative Analysis Techniques
- Module 16: Case Study - Apartment Property
- Module 17: Case Study - Quantitative and Qualitative Analysis
- Module 18: Reconciliation and Consistency Issues