

TOPIC	HOURS	MATERIAL CROSS - REFERENCE	EXAM CROSS-REF
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TOPIC MATRIX

<i>TI: BASIC APPRAISAL PRINCIPLES, 30 HOURS</i>			
<u>Real property concepts and characteristics</u> Basic Real Property Concepts Real Property Characteristics Legal Descriptions			
<u>Legal considerations</u> Forms of Ownership Public and Private Controls Real Estate Contracts Leases			
<u>Influences on real estate values</u> Governmental Economic Social Environmental, Geographic and Physical			
<u>Types of value</u> Market Value Other Value Types			
<u>Economic principles</u> Classical Economic Principles Application and Illustrations of the Economic Principles			
<u>Overview of real estate markets and analysis</u> Market Fundamentals, Characteristics, and Definitions Supply Side Analysis Demand Analysis Use of Market Analysis			
<u>Ethics and how they apply in appraisal theory and practice</u>			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			

TOPIC	HOURS	MATERIAL CROSS - REFERENCE	EXAM CROSS- REF
<i>T2: BASIC APPRAISAL PROCEDURES, 30 HOURS</i>			
<u>Overview of approaches to value</u>			
<u>Valuation procedures</u> Defining the Problem Collecting and Selecting Data Analyzing Reconciling and Final Value Opinions Communicating the Appraisal			
<u>Property description</u> Geographic Characteristics of the Land/Site Geologic Characteristics of the Land/Site Location and Neighborhood Characteristics			
<u>Residential applications</u>			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			
<i>T3: NATIONAL USPAP COURSE, 15 HOURS</i>			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			
<i>L1: RESIDENTIAL MARKET ANALYSIS AND HIGHEST AND BEST USE, 15 HOURS</i>			
<u>Residential Market Analysis</u> Market Fundamentals, Characteristics and Definitions Supply Analysis Demand Analysis Use of market Analysis			
<u>Highest and Best Use</u> Test Constraints Application of Highest and Best Use Special Considerations Market Analysis Case Studies			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			

TOPIC	HOURS	MATERIAL CROSS - REFERENCE	EXAM CROSS- REF
<i>L2: RESIDENTIAL APPRAISER SITE VALUATION AND COST APPROACH, 15 HOURS</i>			
<u>Site Valuation Methods Case Studies</u>			
<u>Cost Approach</u> Concepts and Definitions Replacement/Reproduction Cost New Accrued Depreciation Methods of Estimating Accrued Depreciation Case Studies			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			
<i>L3: RESIDENTIAL SALES COMPARISON AND INCOME APPROACH, 30 HOURS</i>			
<u>Valuation Principles & Procedures – Sales Comparison Approach</u>			
<u>Valuation Principles & Procedures – Income Approach</u>			
<u>Finance and Cash Equivalency</u>			
<u>Financial Calculator Introduction</u>			
<u>Identification, Derivation and Measurement of Adjustments</u>			
<u>Gross Rent Multipliers</u>			
<u>Partial Interests</u>			
<u>Reconciliation</u>			
<u>Case Studies and Applications</u>			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			

TOPIC	HOURS	MATERIAL CROSS - REFERENCE	EXAM CROSS- REF
<i>L4: RESIDENTIAL REPORT WRITING AND CASE STUDIES, 15 HOURS</i>			
<u>Writing and Reasoning Skills</u>			
<u>Common Writing Problems</u>			
<u>Form Reports</u>			
<u>Report Options and USPAP Compliance</u>			
<u>Case Studies</u>			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			
<i>R1: STATISTICS, MODELING AND FINANCE, 15 HOURS</i>			
<u>Statistics</u>			
<u>Valuation Models (AVM's and Mass Appraisal)</u>			
<u>Real Estate Finance</u>			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			
<i>R2: ADVANCED RESIDENTIAL APPLICATIONS AND CASE STUDIES, 15 HOURS</i>			
<u>Complex Property, Ownership and Market Conditions</u>			
<u>Deriving and Supporting Adjustments</u>			
<u>Residential Market Analysis</u>			
<u>Advanced Case Studies</u>			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			
<i>G1: GENERAL APPRAISER MARKET ANALYSIS AND HIGHEST AND BEST USE, 30 HRS</i>			
<u>Real Estate Market Analysis</u> Market Fundamentals, Characteristics and Definitions Supply Analysis Demand Analysis Use of Market Analysis			

TOPIC	HOURS	MATERIAL CROSS - REFERENCE	EXAM CROSS- REF
<u>Highest and Best Use</u> Test Constraints Application of Highest and Best Use Special Considerations Market Analysis Case Studies			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			
<i>G2: GENERAL APPRAISER SALES COMPARISON APPROACH, 30 HOURS</i>			
<u>Value principles</u> Procedures Identification and Measurement of Adjustments Reconciliation Case Studies			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			
<i>G3: GENERAL APPRAISER SITE VALUATION AND COST APPROACH, 30 HOURS</i>			
<u>Site Valuation</u> Methods Case Studies			
<u>Cost Approach</u> Concepts and Definitions Replacement/ Reproduction Cost New Accrued Depreciation Methods of Estimating Accrued Depreciation Case Studies			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			

TOPIC	HOURS	MATERIAL CROSS - REFERENCE	EXAM CROSS- REF
<i>G4: GENERAL APPRAISER INCOME APPROACH, 60 HOURS</i>			
<u>Overview</u> <u>Compound Interest</u> <u>Lease Analysis</u> <u>Income Analysis</u> <u>Vacancy and Collection Loss</u> <u>Estimating Operating Expenses and Reserves</u> <u>Reconstructed Income and Expense Statement</u> <u>Stabilized Net Operating Income Estimate</u> <u>Direct Capitalization</u> <u>Discounted Cash Flow</u> <u>Yield Capitalization</u> <u>Partial Interest</u> <u>Case Studies</u>			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			
<i>G5: GENERAL APPRAISER REPORT WRITING AND CASE STUDIES, 30 HOURS</i>			
<u>Writing and Reasoning Skills</u> <u>Common Writing Problems</u> <u>Report options and USPAP Compliance</u> <u>Case Studies</u>			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			

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<i>Course Title</i>			
<u>Topics</u> Subtopics			
EXAMINATION (ENTER HOURS ALLOTTED ONLY)			
TOTAL CLASSROOM HOURS			