



# Residential Market Analysis and Highest and Best Use Syllabus

**Course Hours:** 15

## Instructional Mode

Distance Education

## Textbooks / Learning Resources

*Residential Market Analysis and Highest and Best Use*, online text

## Contact Information

**Help Ticket:** [www.alliedschools.com/support.shtml](http://www.alliedschools.com/support.shtml)

**Instructional Support Toll Free:** 888-751-2303

**Student Services Toll Free:** 888-925-4282

**International:** 949-707-5044

**Fax:** 800-898-9188

**Hours:** Monday - Friday, 7:00 a.m. to 6:00 p.m. PST

## Course Description

Residential Market Analysis and Highest and Best Use is a 15-hour course that covers topics established by the Appraiser Qualifications Board of The Appraisal Foundation. This course will prepare the student to identify specific property, recognize factors affecting real estate, and present analyzed facts in a coherent, organized format that is consistent with USPAP standards. The fundamentals of the valuation and appraisal process are addressed. The student will learn about ethics, economic principles of value, and the real estate market, in addition to the process of estimating improvement costs and application of the cost approach.

## Course Objectives

After completing this course, you will be able to:

1. Recall the importance of the valuation process.
2. Recall the importance of the appraisal process.
3. Indicate the elements creating and factors affecting types of value and how the principles of value affect supply and demand.
4. Recall economic cycles, market systems, and real estate specific markets and submarkets.
5. Clarify the importance of market analysis in an appraisal assignment.
6. Recall applying the four tests in a highest and best use analysis.
7. Apply critical thinking to the completion of the case studies presented in the unit.

## Course Timeframe

Students must spend a minimum of 15 classroom\* hours in this course. As such, students will not be permitted to access the Final Exam until student have logged 11.75 real hours (705 minutes) in the course and have successfully passed all required assignments. If a student completes the coursework before the 705-minute mark, he or she can log the appropriate time by reviewing the 7 units of content or by taking the optional practice exam. Students will be logged out of the course after 20 minutes of inactivity.

Students can click on the  **Course Time** icon in the Toolbar to view time accumulated. Once the total equals 705 minutes (and students have completed all of the required assignments), students will be granted access to the Final Exam.

\*Classroom hours are measured using a 50 minute hour. 15 classroom hours equates to 12.5 real hours.



# Residential Market Analysis and Highest and Best Use Syllabus

## Grading/Evaluation Policy

Evaluation is linked directly to the course objectives. Performance is measured by online lesson quizzes, unit exams, and a final exam. To complete this course successfully, students must complete: 7 Units including all reading assignments with quizzes and successfully pass 7 Unit Exams, and a Final Exam. The final exam consists of 30 multiple-choice questions, and you have 60 minutes to complete it. You must answer 70% of the questions correctly to pass the final exam. If you do not pass the final exam, you may retake a different version of the final with no penalty. If you do not pass the exam twice, you must re-enroll in this course and take it over again from the beginning.

## Course Outline and Grading Criteria

<i>Unit Title</i>	<i>Hours</i>	<i>Assignment Title</i>	<i>Points Possible</i>	<i>Required to Pass</i>
1: Introduction to the Basics	1.75	Unit Exam	10	7
2: Ethics and the Appraisal Process	2.00	Unit Exam	10	7
3: Economic Principles of Value	2.25	Unit Exam	10	7
4: Real Estate Market	1.75	Unit Exam	10	7
5: Market Analysis	2.25	Unit Exam	10	7
6: Highest and Best Use	2.75	Unit Exam	10	7
7: Case Studies	1.25	Unit Exam	5	4
Final Exam	1.00	Multiple-Choice	30	21
<b>Total</b>	<b>15.00</b>	<b>Total</b>	<b>95</b>	<b>67</b>

## Student Integrity and Academic Honesty Policy

Allied Schools strives to encourage a spirit of honesty and integrity. This policy was created to foster a climate that promotes the most stringent academic standards. Violations of this policy will be dealt with using fair and consistent methods. Committing one or more of the following actions is considered unacceptable and constitutes a violation of this policy:

- Intentionally using or attempting to use unauthorized materials in any academic exercise;
- Intentionally aiding or attempting to aid another student to commit any act of academic dishonesty;
- Bribing or attempting to bribe, or making threats against any individual, with the intention of affecting a grade or an evaluation of academic performance;
- Falsifying any documents;
- Accessing the institution's computer systems or files without proper authorization.