Topic List

**Topic 1: Methods of Collecting Data**
- The Appraisal Process
- The Appraisal Process Diagram
- Major Classes of Data
- Sources of Data
- Neighborhood Data Form
- Sales Data
- Sales Data Form
- Quiz

**Topic 2: Principles Influencing Value**
- Terms
- Basic Value Principles
- Review of Principles
- Quiz

**Topic 3: Neighborhood Analysis: Residential Case Problem**
- Introduction
- Data Needs
- Neighborhood Data Form
- Subdivision Map
- Boundary Solution
- Neighborhood Stages
- Trends
- Complete Neighborhood Data Form

**Topic 4: Site Analysis: Residential Case Problem**
- Introduction
- Highest and Best Use Review
- Site Data Form
- Completed Form

**Topic 5: Site Valuation: Residential Case Problem**
- Introduction
- Comparable Sales Data
- Sales Data Form
- Sources of Sales Data
- Verifying Sales Data
- Application
- Sales Data
- The Adjustment Process
- Units of Comparison
- The Location Factor
- The Physical Factor
- Depth Tables
- Depth Table
- Using Depth Tables
- Completed Adjustment Sheet
- Value Estimate
- Abstraction and Allocation
- Abstraction Chart

**Topic 6: Commercial Site Analysis: The Land Residual Technique**
- Introduction
- Basic Terms
- The Model
- Case Study
- Converting Income into Value
- Explanation
- Applying the Land Residual Technique
- Income Left Over to the Land
- Estimate the Land Value

Final Examination