



## Workshop 163 – Marshall & Swift: Commercial

### Course Description

This workshop is designed to teach participants how to use the Marshall & Swift Commercial Valuation Guide. Participants will spend more time working several case study problems to assist them in learning how to apply this service. This workshop includes an exam.

### Objectives

On completion of this workshop, the student should learn:

- Calculator Method (Sections 11-18) -Provide square foot costs for various typical buildings, together with modifiers for common deviations from these typical buildings. Instructions and examples are in Section 10.
- Segregated Method (Sections 41-48) -Provide costs for each of the major building components found at the property. e.g., foundation, floors, etc. Instructions and examples are in Section 40.
- Unit-In-Place Costs (Sections 51-58) -Provide costs for adjusting or building up component costs and for pricing miscellaneous items. These costs are used primarily to modify square foot or segregated estimates.
- Supplemental Costs (Sections 61-70) -Provide costs for miscellaneous items such as tanks, miscellaneous industrial items, manufactured housing, prefabricated buildings, equipment, subdivision and yard costs, and recreational facilities
- Useful Information (Sections 81, 85, 87, 90) -Provide information on income valuation, miscellaneous general information and a glossary of terms-
- Fire Insurance Exclusions (Section 96) -Provides instructions and data for computing fire insurance exclusions.
- Depreciation (Section 97) -Provides instructions, typical building and component lives, and data for computing depreciation.
- Comparative Cost Indexing (Section 98) -Provides instructions and data used to bring previously established costs for buildings and equipment up to date, and to compare typical costs established at different times.
- Current Cost and Local Multipliers (Section 99) -Provides instructions and data to bring the costs published in the manual to current levels and adjust these national average costs to local areas.

# Timetable

Topic	Time Requirement	Day Covered
Introduction, Workshop Goals, Agenda	15 Minutes	Day One
General Introduction	45 Minutes	Day One
Section Overview	20 Minutes	Day One
Occupancies	25 Minutes	Day One
Construction Class	20 Minutes	Day One
Quality	20 Minutes	Day One
Calculator Method – Base Square Foot Cost	20 Minutes	Day One
Square Foot Refinements: Heating/Cooling	30 Minutes	Day One
Square Foot Refinements: Elevators	20 Minutes	Day One
Number of Stories Multiplier	20 Minutes	Day One
Story Height Multiplier	20 Minutes	Day One
Floor Area-Perimeter Multiplier	20 Minutes	Day One
Current Cost Multiplier/Local Multiplier	20 Minutes	Day One
Lump Sum Adjustments/Depreciation	20 Minutes	Day One
Case Study #1	65 Minutes	Day One
Segregated Cost Introduction	20 Minutes	Day One
Excavation and Site Preparation	20 Minutes	Day One
Foundation	30 Minutes	Day One
Review Problem	Homework	
Review of Day One/Review Problem Questions/Answers	20 Minutes	Day Two
Frame	20 Minutes	Day Two
Floor Structure	20 Minutes	Day Two
Floor Cover	20 Minutes	Day Two
Ceiling	20 Minutes	Day Two
Interior Construction	20 Minutes	Day Two
Plumbing	15 Minutes	Day Two
Sprinklers	20 Minutes	Day Two

Topic	Time Requirement	Day Covered
Heating, Cooling and Ventilating	20 Minutes	Day Two
Electrical and Lighting	20 Minutes	Day Two
Wall Costs	20 Minutes	Day Two
Roof Costs	20 Minutes	Day Two
Architects' Fees	20 Minutes	Day Two
Case Problem #2	60 Minutes	Day Two
Comparative Cost Multipliers	30 Minutes	Day Two
Review Problem and General Review	45 Minutes	Day Two
Exam	60 Minutes	Day Two