

## Advanced Market Analysis and Highest & Best Use

Date: **July 24 - 28, 2012** Location: **St. Paul, MN**

### Course

|                  |                                       |
|------------------|---------------------------------------|
| Category         | General [Gen]                         |
| Level            | II                                    |
| Attendance Hours | 32.0                                  |
| Exam Hours       | 3.0                                   |
| Current Price    | \$ 675.00 Member<br>\$ 775.00 Regular |

### Location

|         |  |
|---------|--|
| Name    | Continuing Education & Conference Center, University of MN |
| Address | 1890 Buford Ave.   |
| City    | St. Paul   |
| State   | MN   |
| Zip     | 55108  |

### Sponsor

|              |  |
|--------------|--|
| Contact      |  |
| Chapter      | North Star   |
| Website      | <a href="http://www.northstarai.org">www.northstarai.org</a> |
| Contact Name | Maribelle Cushman  |
| Email        | <a href="mailto:maribellec@aol.com">maribellec@aol.com</a>   |
| Phone        | (651) 633-0676   |

### Instructor

|                              |
|------------------------------|
| Vincent M. Dowling, MAI, SRA |
| Instructor Pending           |

[Click Here](#) to check state approvals

### Description

The new 35-hour *Advanced Market Analysis and Highest & Best Use* course implements a blended learning approach, which includes a pre-class, two-hour onlinesession combined with 30 hours of traditional classroom education and wraps up with a three-hour exam on the fifth morning.

**Please review the FAQs for important information regarding registration and cancellation deadlines; mandatory diagnostic test; online session; course equivalencies. [Click here.](#)**

#### COURSE DESCRIPTION

Combining the analytical processes of market analysis, highest and best use, and income valuation, this course is intended for those who have taken and passed the *General Appraiser Market Analysis and Highest & Best Use* course and have a thorough understanding of the mathematical and financial principles necessary to perform appraisals of income-producing properties.

Building on the Level B marketability studies that were applied in *General Appraiser Market Analysis and Highest & Best Use*, you will perform Level C marketability studies using fundamental demand analysis and study several real estate markets in a fictional city.

The economic base of the community is explored, and it is used as the subject and example for both physical and economic forces that affect all communities and consequently all real estate.

The remainder of the course consists of four case studies (apartment and condominium conversion, retail, industrial, and land with potential for mixed-use development) that are intended to demonstrate both the power of fundamental market analysis and its application to highest and best use decisions.

**Note.** Because this course builds on concepts learned in the Appraisal Institute's *General Market Analysis & Highest and Best Use* course, it is **HIGHLY** recommended that you take the Appraisal Institute's *General Market Analysis & Highest and Best Use* course before you take this advanced course.

By taking both courses, you will gain a solid knowledge base of market analysis and highest and best use concepts. If you elect only to take this course, be advised that you'll need to factor in additional study time to learn the general concepts presented in the previous course.

#### Required Text

- [Market Analysis for Real Estate: Concepts and Applications in Valuation Highest and Best Use](#)

#### Downloads

- [Table of Contents and Overview](#) [PDF]
- [Course Schedule](#) [PDF]

## Audience

Associates working on MAI designations,  
MAIs who want to further market analysis/highest & best use knowledge and skill base

## Equipment

- Laptops (recommend external mouse)
- Spreadsheet program: Excel 2007 (participants can use other spreadsheet programs, but those programs won't be supported in class; demonstrations will be done in Excel)
- HP-12C calculator
- You must be familiar with basic Excel and calculator operation when the course begins. Answers to problems in course material are shown using Excel and the HP-12C. Do not come to class expecting to be taught how to use Excel or a financial calculator.
- Free Review--[Using a Financial Calculator; Formulas, Symbols, Math Review, and Sample Problems](#); and [Financial Calculator Practice Exercises](#)
- For additional help with the HP-12C calculator, take our online seminar, [Using Your HP12C Financial Calculator](#).

## Prerequisites

Required:

- [Advanced Education Diagnostic Test](#)
- [Advanced Income Capitalization](#) (old 510 or new version)
- [Basic Appraisal Principles](#)
- [Basic Appraisal Procedures](#)
- [15-hour National USPAP](#)
- [General Appraiser Market Analysis and Highest & Best Use](#)
- [General Appraiser Income Approach/ Part 1](#)
- [General Appraiser Income Approach/Part 2](#)
- [General Appraiser Site Valuation and Cost Approach](#)
- [General Appraiser Sales Comparison Approach](#)
- [General Appraiser Report Writing & Case Studies](#)
- [Real Estate Finance, Statistics, and Valuation Modeling](#)

Participants must sign a waiver at the beginning of the course stating that they have the prerequisites. If they do not, they will not hold the Appraisal Institute responsible and will not expect to receive special attention during the course.

## For Further Reading

- [The Dictionary of Real Estate Appraisal, 5th ed.](#)
- [The Appraisal of Real Estate, 13th ed.](#)
- [Shopping Center Appraisal and Analysis](#)
- [Valuation of Apartment Properties](#)

## Disclaimer

### Cancellation Policy

- Up To 15 days prior to program start date, refund in full.
- 2 - 14 days prior to program start date, \$50.00 cancellation fee.
- Less than 2 days prior to program start date, forfeit of payment.

### Program Material Policy

Beginning 4 weeks before the offering start date, program material will be shipped directly to the student. If this material has been shipped and you request a registration cancellation, you will automatically be charged a \$25.00 fee and you may keep the material. Once the fee is charged, your refund will be processed. Material returns are no longer accepted. Contact the offering sponsor for more information.

- Cancel Offering, \$25.00 material fee.

**ENROLLMENT:** Enrollment is on a first-come, first served basis. If the event is filled, a waiting list will be retained. The North Star Chapter reserves the rights to cancel, limit, or reschedule this event if the minimum enrollment level is not reached, and to change faculty assignments and facility locations at any time. Prospective students should confirm their registration with the Chapter office before making any nonrefundable airline reservations.

**ATTENDANCE:** The North Star Chapter and the Appraisal Institute enforce attendance requirements mandated by state licensing and certification regulatory agencies. One hundred percent (100%) attendance is required for all Appraisal Institute education programs. The Appraisal Institute issues certificates for State Certification/Licensing or State Continuing Education credit that verify successful completion and attendance of 100%. Students should not be late or leave early; if they are late or leave early, they will not receive credit. This follows Appraiser Qualification Board minimum criteria requirements.

**PROGRAM MATERIAL POLICY:** Beginning four weeks before the course start date, program materials will be shipped to the student. If you do not receive your materials within five business days of the start date, PLEASE NOTIFY the North Star Chapter office immediately. All students must bring their materials with them to class; there will be NO EXTRA's available.

**ADA POLICY:** If you have a disability and may require some accommodation at any event, please notify us in writing at least 2 weeks in advance and we will arrange for reasonable accommodations.

**CANCELLATION: PLEASE READ CAREFULLY.**

The North Star Chapter charges a \$50 cancellation fee.

If you cancel less than 48 hours before the start of the course or seminar you will receive NO REFUND. All cancellations must be submitted in writing to the Chapter Office in order to receive a refund. Confirmed students should not assume that cancellation has been granted until a confirmation has been received. Direct your e-mail requests to: maribellec@aol.com or fax: 651.633.5956.

If you cancel there is an additional \$25 material charge from the national office. You do not return course materials any longer.

Program materials will be shipped directly to the student. If you do not receive your materials within 5 days before the offering start date, please call the sponsor to inform them.

### Additional Information

**Course Schedule:**

July 24 - 8:00 am – 8:30 am - Registration; 8:30 am – 4:30 pm Lecture

July 25, 26, 27 - Class Lecture: 8:30 a.m. – 5:00 p.m.

July 28 - Exam Time – 9:00 a.m. – 12:00 p.m.

The Fees include Instruction, Course Materials, Coffee Breaks and Lunch.

**Credit:** Appraisal Institute Continuing Education Credit: full attendance at the Course: 35 Hours.

State of Minnesota: 33 Hours of PreLicensing and Continuing Education approved with Exam and full Attendance; 30 Hours of Appraisal CE.

All courses and seminars will be held at the Continuing Education and Conference Center, 1890 Buford Ave., St. Paul, MN 5510

**Hotel Information:** Contact any of the following hotels and indicate you are attending a University of Minnesota course to receive a discounted rate.

- Radisson Hotel – Roseville: 651.636.4567 or toll free: 800.333.3333 [www.radisson.com/rosevillemn](http://www.radisson.com/rosevillemn) (The Radisson has complimentary shuttle service available to the Continuing Education and Conference Center, if you request the shuttle service when you make your reservation.)

<http://marriott.com/property/propertypage/SACFR>

- Holiday Inn Express – 651.636.5800 - Shuttle service is available - please request when you make your reservation.

800-456-4000

- Ramada Plaza, 1330 Industrial Blvd., Mpls., MN 55413, 612-331-1900 – Shuttle service is available - please request when you make your reservation.
- Fairfield Inn – 651.636.7869 (or 1-800-228-2800 telling them you would like reservations at the Roseville, MN Fairfield Inn) <http://marriott.com/property/propertypage/SACFR>
- St. Paul-Days Inn Roseville – 651.636.5966
- Radisson Hotel Metrodome – 612.379.8888

Hotel Information can be found on the website at [www.northstarai.org](http://www.northstarai.org) under the education link, pull down menu, “where can I stay”.

Please contact Maribelle: [maribellec@aol.com](mailto:maribellec@aol.com) 651.633-0676 if you have any questions or need assistance.

North Star Chapter office: 651.633.0676 FX: 651.633.5956

• [Map](#)

• [Directions](#)

**North Star Chapter – Appraisal Institute**

Presents:

**“New” Advanced Market Analysis and Highest and Best Use**

**July 24-28, 2012**

Continuing Education and Conference Center  
University of MN – St. Paul Campus  
1890 Buford Avenue, St. Paul, MN 55108  
612-624-3275

33 CE Hours With Exam - Full attendance at Course  
30 CE Hours without Exam

Please check your Appraisal Institute Membership status, or check Non-Member

\_\_\_\_\_ MAI \_\_\_\_\_ SRPA \_\_\_\_\_ SRA \_\_\_\_\_ Associate \_\_\_\_\_ Affiliate \_\_\_\_\_ Non-Member

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Company Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

City \_\_\_\_\_ State: \_\_\_\_\_ Zip \_\_\_\_\_

Business Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-Mail: \_\_\_\_\_ State Lic. #: \_\_\_\_\_

**Fees: “New” Advanced Market Analysis and Highest and Best Use (fees include- Course materials, Instruction, Lunch and breaks)**

July 24 Registration: 8:00 a.m. – Class Lecture: 8:30 a.m. – 5:00 p.m.  
July 25, 26, 27 Class Lecture: 8:30 a.m. – 5:00 p.m.  
July 28 Exam Time – 9:00 a.m. – 12:00 p.m.

|                            |  |          |
|----------------------------|--|----------|
| Member Appraisal Institute | \$ 675.00                              | \$ _____ |
| Non-Member                 | \$ 775.00                              | \$ _____ |
| Late Fee                   | \$ 50.00 (July 3-Last Day to Register) | \$ _____ |
|                            | Total Due                              | \$ _____ |

Method of Payment: Check payable to Appraisal Institute \_\_\_\_\_ Visa \_\_\_\_\_ MasterCard \_\_\_\_\_

Credit Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_

Billing Address \_\_\_\_\_

Name on Card: \_\_\_\_\_

Signature: \_\_\_\_\_

\*\*\* Register Early as Seating is Limited \*\*\*

Please complete and return with payment to: North Star Chapter – Appraisal Institute  
1265 Josephine Road, Roseville, MN 55113

Credit card payments may be called in to 651.633.0676 or faxed to 651-633-5956 or

**register online: [www.northstarai.org/education](http://www.northstarai.org/education)**