

# Course Schedule

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## Section 1

<b>Registration</b>
Registration
<b>Overview and Introduction</b>
Course Description, Classroom Rules and Procedures, Introduction
<b>Part 1. Estimating Land Value Using a Land Residual Technique Based on Discounted Cash Flow Analysis</b>
Land Residual Technique Case Study 1. Introduction Case Study 1. Exercise 1. Property Description Case Study 1. Exercise 2: Market Analysis and Marketability Analysis. Break Case Study 1. Exercise 3. Discounted Cash Flow Analysis Case Study 1. Exercise 4: Conclusions and Questions Break
<b>Part 2. Determining Highest and Best Use of Land in an Uncertain Environment</b>
Case Study 2. Introduction Case Study 2. Exercise 1. Property Description Case Study 2. Exercise 2: Highest and Best Use LUNCH

## Section 2

<b>Part 3. Use and Application of Curvilinear Regression Analysis to Value Land</b>	
	Curvilinear Relationships Between Independent and Dependent Variables
	Different Forms of Curvilinear Relationships
	Case Study 3. Introduction
	Case Study 3. Exercise 1: Property Description
	Case Study 3. Exercise 2: Adjustment for Density
	Case Study 3. Exercise 3: Graphical Analysis
	Break
<b>Part 4. Incorporating Nontraditional Units of Comparison in Land Valuation of Land Rent Valuation Analysis</b>	
	Case Study 4. Introduction
	Case Study 4. Exercise 1: Property Description
	Case Study 4. Exercise 2: Rental Valuation Analysis
	Case Study 4. Exercise 3. Market Land Rent
	Break
<b>Part 5. Valuation of a Leased Fee Interest Under a Long-Term Ground Lease</b>	
	Real Estate Under a Ground Lease
	Valuation of the Landlord's Interest Under a Long-Term Ground Lease
	It's All About the Quantity, Quality, and Duration of the Financial Benefits
	Yield Rate Applicable to the Income Stream
	Calculating the Implied Yield Rate to the Reversion
	Case Study 5. Introduction
	Case Study 5. Exercise 1: Overview/Property Description
	Case Study 5. Exercise 2: PV of Total Consideration
<b>Wrap-up</b>	
	Review
	Questions