

## Course 112 – Income Approach to Valuation

### Timetable

Topic	Time Requirement	Day Covered
<b>Chapter 1</b>		
Introduction	15 Minutes	Monday AM
Review of the Appraisal Process	75 Minutes	Monday AM
Types of Value	15 Minutes	Monday AM
Review of the Income Approach	45 Minutes	Monday AM
Review Questions	30 Minutes	Monday AM
<b>Chapter 2</b>		
Investment Criteria & Investors Motivations	60 Minutes	Monday AM/PM
Financing and Investment Leverage	60 Minutes	Monday PM
Compound Interest and Discounting	240 Minutes	Monday PM/Tuesday AM
Review Questions	30 Minutes	Tuesday AM

Topic	Time Requirement	Day Covered
<b>Chapter 3</b>		
Adjusting Prices for Variances & Concessions	120 Minutes	Tuesday AM/PM
Specifying the Investment Period	30 Minutes	Tuesday PM
Gross Income Development	120 Minutes	Tuesday PM
Net Income Development	150 Minutes	Tuesday PM/Wednesday AM
Review Questions	30 Minutes	Wednesday AM
Quiz #1	30 Minutes	Wednesday AM
<b>Chapter 4</b>		
Characteristics of Yield Capitalization	30 Minutes	Wednesday AM
Property Taxes and Income Capitalization	120 Minutes	Wednesday AM/PM
Yield Capitalization Formulas	360 Minutes	Wednesday PM/Thursday AM
Review Questions	30 Minutes	Thursday AM/PM
<b>Chapter 5</b>		
Extracting Yield Rates from the Market	60 Minutes	Thursday PM
Hoskold Split Rate Premise	30 Minutes	Thursday PM
Mortgage Equity Analysis	45 Minutes	Thursday PM
DCF – Land Development Technique	15 Minutes	Thursday PM
Traditional Discounted Cash Flow Analysis	15 Minutes	Thursday PM
Review Questions	15 Minutes	Thursday PM
Quiz #2	30 Minutes	Thursday PM