

First Time Offered on Guam!

Appraisal Institute® Course

Residential Market Analysis and Highest & Best Use (15 Hours)

http://www.appraisalinstitute.org/education/course_descrb/default.asp?prgrm_nbr=200R

This two-day course provides a fresh look at the relationship between market analysis and highest and best use. Discover where to find the information you need to make a highest and best use decision and how to interpret the information you find. Learn how to read and map a market area for a subject property and discover the essential links between market analysis, highest and best use analysis, and the three approaches to value (cost, sales comparison, and income capitalization). Gain practical experience by solving highest and best use problems similar to problems you might encounter in the real world. Theory is translated into practice through extensive and varied classroom activities encouraging you to become actively involved in applying concepts to real-world situations.

Date/Time	June 22 and 23, 2007. 8:00AM to 4:30PM
Location	Guam (venue to be announced)
Course Fee	\$ 300 PAPREA or Appraisal Institute Members \$ 350 All Others
Credits	Qualifying Education: Guam, CNMI Continuing Education: Guam, CNMI Appraisal Institute
Instructor	Mark Gruber, MAI, SRA
Registration Deadline	June 8, 2007.
Sponsors	Micronesian Appraisal Associates, Inc. and Pacific Association of Professional Real Estate Appraisers

Fax to 671 646 0233 or 670 233 8606

Name _____ Organization _____
Telephone _____ Email _____

Payment due by June 15 2007. Seating limited; registration subject to availability.