

CSI - Overview of Appraisal Concepts- timed outline		
2 Hours		
First Hour		
Sales Approach	mins	
Define market value and market price and the importance of performing a CMA before listing or selling a property	10	
Understand the definition and distinctions between of value, price and cost	6	
The four elements that create value (DUST)	3	
Forces that can affect value (PEGS)	4	
Walk-through the process of the sales comparison (CMA) approach to value and how to make adjustments.	4	
Understand when and how to use the Appraisal Addendum	4	
Overview of the Third-Party Addendum regarding the buyer and property approval	4	
Income Approach		
Know when to use the income approach	5	
Understand the process of the income approach to value	10	
Total- first hour	50	
Break	10	
Second Hour		
Perform all direct capitalization using IRV	8	
Define potential gross income, effective gross income, and net operation income.	5	
Cost Approach		
Identify the characteristics of land; and define a neighborhood.	7	
Understand the six land or site valuation techniques	8	
value land or site using all six valuation techniques	7	
Know the difference between percentage adjustments and lump sum adjustments.	5	
Know the steps involved with the cost approach	5	
Perform all calculations within the cost approach.	5	
Total for the second hour	50	