



# SALES COMPARISON APPROACH

## (Residential Sales Comparison and Income Approach – Part 1)

The Sales Comparison Approach is one of the three classic approaches to estimating the value of real property. This appraisal course reviews the sales comparison approach and covers the valuation principles and procedures, finance and cash equivalency, derivation and measurement of adjustments, partial interests, and reconciliation. In-class case study exercises allow students to demonstrate mastery of the sales comparison approach. Course includes overview of income approach discussing formula and general applicability.

This advanced course is now required by the state to elevate your appraisal classification and satisfies the core appraisal curriculum required by the AQB. Course satisfies core appraisal curriculum required by the AQB.

### Course qualifies for:

- 14 hours of appraisal and/or real estate continuing education credit for license renewal, no exam required
- 15 hours of appraisal classification credit for license advancement (L/CR/CG), exam required.  
*Exam issued last hour of Session 4.*

**Price:** \$230.00

**\*Early Registration Price:** \$205.00

Date	Day	Start Time	End Time	Session	Location
<b>Jan 28</b>	Fri	8:00 am	4:00 pm	Sessions 1-2	<a href="#">Woodstock</a>
Jan 31	Mon	8:00 am	4:00 pm	Sessions 3-4	
<b>Jun 25</b>	Sat	8:00 am	4:00 pm	Sessions 1-2	<a href="#">Woodstock</a>
Jun 26	Sun	8:00 am	4:00 pm	Sessions 3-4	
<b>Nov 29</b>	Tue	8:00 am	4:00 pm	Sessions 1-2	<a href="#">Woodstock</a>
Nov 30	Wed	8:00 am	4:00 pm	Sessions 3-4	

*\*Register at least 1 week in advance to receive discount. Contact office for further details.*

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