

CNA211 - Understanding Highest and Best Use

This 6-hour course is designed to give students the tools needed to properly collect and analyze market data. Markets, sub-markets, market segmentation, supply side analysis, demand analysis and the importance of market analysis to the appraisal process are covered in the first half of this course. The second half focuses on the theory of Highest and Best Use. The two-step analysis along with the four tests for Highest and Best Use are covered in detail. Drill problems and a short case study allow students to put into practice the techniques presented in the course.

(6 Hrs.)

CONTENT

- theory of highest and best use
- theory of consistent use
- core highest and best use
- as improved highest and best use
- case studies

Total contact hours: 4

Prerequisite: CNA101 Introduction to Real Estate Appraising

Students must bring a financial calculator to class and be proficient in its use.