

## Residential Income Analysis- REAA

This class is designed to review the USPAP and appraisal methodology techniques used in 1-4 unit residential income analysis and provide examples of practical and USPAP-compliant application of these techniques in our day to day practices. The presentation is divided into two broad components:

45 minutes

A review of...

- What are the principals behind the income approach
- Fee Simple vs. Leased Fee
- GRM
- GIM
- Market Rent
- Operating Expenses
- Applying the multipliers to obtain an indicated value by income approach\

1 hour 15 minutes

Practical application includes...

- Where to get rental data
- How to match the rental data to the subject
- Form filling; what goes where and why
- Actual rents vs. market rents
- What to do when rental data is scarce
- Example statements for H&BU and Reconciliation
- Reviewing the Operating Income Statement
- How to complete a stand-alone USPAP-compliant rental survey (estimate of market rent)
- Reviewing common errors and omissions