

**RESIDENTIAL MARKET ANALYSIS AND HIGHEST & BEST USE  
Online Syllabus**

Introduction

Module 1: Definitions and Overview of Relationships

Module 2: The Market Analysis Process Applied to Residential Properties: Step 1 -  
Property Productivity Analysis

Module 3: The Market Analysis Process: Step 2. Delineate the Market  
Areas/Competitive Market Areas

Module 4: The Market Analysis Process: Steps 3 and 4. Project-Forecast Demand and  
Supply

Module 5: Math for Market Analysis

Module 6: Market Analysis Methodologies, Research Techniques, and Flaws

Module 7: What Is Highest and Best Use?

Module 8: How to Test for Highest and Best Use

Module 9: How to Report Highest and Best Use Analysis

Module 10: Practical Applications in Highest and Best Use Analysis

Conclusion