

General Matrix Model																		
Revised AQB Real Property Appraiser Criteria		Qualification Criteria Hours												EDUCATION PROVIDER COURSE HOURS				
Core Curriculum		Appraiser Trainee			Licensed Residential			Certified Residential			Certified General			Provider Name				
Guide Note 1 Curriculum Content		Req.	Comp.	Bal.	Req.	Comp.	Bal.	Req.	Comp.	Bal.	Req.	Comp.	Bal.	Course Title	Course Title	Course Title	Course Title	Course Title
GN-1 Subtopics																		
General Appraiser Market Analysis and Highest and Best Use (30 HOURS)																		
A.	Real Estate Markets and Analysis																	
	1 Market Fundamentals, Characteristics and Definitions																	
	2 Supply Analysis																	
	3 Demand Analysis																	
	4 Use of Market Analysis																	
B.	Highest and Best Use																	
	1 Test Constraints																	
	2 Application of Highest and Best Use																	
	3 Special Considerations																	
	4 Market Analysis																	
	5 Case Studies																	
	Exam Hours																	
General Appraiser Sales Comparison Approach (30 HOURS)																		
A.	Value Principles																	
B.	Procedures																	
C.	Identification and Measurement of Adjustments																	
D.	Reconciliation																	
E.	Case Studies																	
	Exam Hours																	
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GN-1 Subtopics																		
General Appraiser Site Valuation and Cost Approach (30 HOURS)																		
A.	Site Valuation																	
	1 Methods																	
	2 Case Studies																	
B.	Cost Approach																	
	1 Concepts and Definitions																	
	2 Replacement/Reproduction Cost New																	
	3 Accrued Depreciation																	
	4 Methods of Estimating Accrued Depreciation																	
	5 Case Studies																	
	Exam Hours																	
General Appraiser Income Approach (60 HOURS)																		
A.	Overview																	
B.	Compound Interest																	
C.	Lease Analysis																	
D.	Income Analysis																	
E.	Vacancy and Collection Loss																	
F.	Estimating Operating Expenses and Reserves																	
G.	Reconstructed Income and Expense Statement																	
H.	Stabilized Net Operating Income Estimate																	
I.	Direct Capitalization																	
J.	Discounted Cash Flow																	
K.	Yield Capitalization																	
L.	Partial Interests																	
M.	Case Studies																	
	Exam Hours																	
General Appraiser Report Writing and Case Studies (30 HOURS)																		
A.	Writing and Reasoning Skills																	
B.	Common Writing Problems																	
C.	Report Options and USPAP Compliance																	
D.	Case Studies																	
	Exam Hours																	
Appraisal Subject Matter Electives (20 HOURS Cert. Res.) (30 HOURS Cert. Gen.)																		
Exam																		
TOTAL HOURS																		
		75			150			200			300							