



Valuation Solutions

Marshall & Swift® Commercial

Cost Approach Certification Course

Earn Up to 15 Real Estate Appraisal CE Credit Hours*

The Marshall & Swift® Commercial Cost Approach Certification Course from CoreLogic® is a 2-day, 14-hour training program designed to help you achieve greater accuracy in your valuations by teaching you the data-driven method, which is a complement to sales-comparison valuations.

Taught and developed by Marshall & Swift experts, this course will expand your knowledge of the cost approach and provide in-depth training on how to develop replacement costs of commercial buildings and other improvements using the Marshall & Swift building cost service.



2019 Live Courses:

- Sept. 3 – 4 | Milwaukee, WI
- Dec. 10 – 11 | Orlando, FL

This 2-day course takes place from 9 am – 5 pm daily.

* The Marshall & Swift Commercial Cost Approach Certification Course has been approved for Real Estate Appraisal CE in over 40 states. Please check online to see if your state is included.

Expect to Learn

- How to produce an accurate and reliable cost approach valuation
- Why various data is selected and how it's gathered
- How to determine a building's **construction class**
- The ability to find a comparable building type (**occupancy**) for buildings and how to appraise buildings that have multiple uses (occupancies)
- Recognize when **refinements and adjustments** are needed, and how they are applied in the cost approach
- When **interpolation** is necessary and how to perform calculations to interpolate between two costs, and between multiple costs
- How to apply proper cost factors to obtain replacement cost
- The three types of depreciation, how recognize influencing factors and calculate depreciation
- The basics of the segregated cost method

Who Should Attend?

- **Real Estate Appraisers** – Give accurate appraisals in fluctuating markets
- **Assessors** – Ensure proper taxes are levied accurately
- **Risk Management Departments** – Know the value of all building assets in your portfolio
- **Insurance Adjusters** – Provide the right level of insurance each and every time
- **Developers** – Know the cost before you build
- **Real Estate Brokers** – Understand the value for your clients
- **Internal Real Estate Departments** – Keep real estate costs in check for your bottom line

Cost & Cancellation

The Marshall & Swift Commercial Cost Approach Certification Course is offered through The Columbia Institute for only **\$269**— if you register **30 days or more before a course**—or \$299 regularly. Your registration fee includes admission to the course, your student manual, and a certificate of attendance.

Upon completion of the course, students will have 30 days to take a voluntary online exam to earn the Marshall & Swift Commercial Cost Approach Certification. All students will receive the applicable 14-hours of class time CE credits, regardless of whether the student pursues the optional Marshall & Swift Certification.

Should you have to cancel, a refund or credit will be issued using the following schedule:

- 30 days or more prior to the course date: A full refund or credit minus a \$20 cancellation fee
- 14 – 29 days prior to the course date: A full refund or credit minus a 50% cancellation fee
- 13 days or less: No refund or credit

Data-Drive Accuracy

The ever-changing real estate and construction industry landscape is a moving target for building cost estimating and appraisal, so understanding true construction costs can help avoid the market peaks and valleys.

The Marshall & Swift Commercial Cost Approach Certification Course arms you with the knowledge and skills necessary to put Marshall & Swift building cost data to work for your organization—more than 80 years of market research, appraisal experience and cost trend analysis relied upon by real estate professionals, government agencies and corporations. Show your customers that you understand commercial construction costs as well as we do, by attending our live courses, conveniently held in multiple locations throughout the U.S.

For more information, visit corelogic.com/mscertification or call us at 800.544.2678.
To register for a live course, visit columbiainstitute.net.

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