

## ACG ARGUS BASIC COURSE CURRICULUM

### OVERVIEW OF ARGUS PROGRAM

With the dynamic and ever changing field of the real estate market, having the required skills and analytical experience is a necessity. ACG's ARGUS training program is an intensive study of the industry leading valuation software created and instructed by ACG Professionals, experts who use ARGUS on a daily basis. This course is a comprehensive study structured for not only first time ARGUS users but also for those who need more than just the basic training. The goal of this course is to provide students with an in-depth understanding of ARGUS so that students enter the marketplace with a proficiency level that will distinguish them competitively for the best industry jobs.

The successful completion of this program will result in students achieving the following desired outcomes:

- Strong working knowledge of the ARGUS program.
- Ability to model complex office and retail assets.
- Understanding of the financial documents necessary to complete an ARGUS model.
- Understanding how ARGUS calculates cash flows.
- Comprehensive vocabulary of industry terms.
- Ability to audit Argus models to locate modeling errors and identify underlying assumptions.
- Interpretation of reports to understand the financial implications of a deal.
- Thorough understanding of expense recoveries.

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<b>SESSION ONE: Conceptual &amp; Data Entry Basics</b>	
<u>Training Activity</u>	<u>Time Est.</u>
1) <u>General Data Entry – Phase I</u> Instruction on entering Property Information, Misc. Revenues, Reimbursable Expenses, Non-Reimbursable Expenses, and Capital Expenditures <b>CASE: Broadway Place</b>	1.50
2) <u>MLA's – Phase II</u> Instruction on building Market Leasing Assumptions	0.50
3) <u>Rent Roll – Phase III</u> Instruction on building Rent Roll	1.50
<b><u>LUNCH</u></b>	
4) <u>Reports Overview</u>	1.00
5) <u>Group-Guided Model Building</u> <b>CASE: Peachtree Place</b>	2.00
6) <u>Present Value and Yield – Phase IV</u> Overview of some advanced calculations and input for ARGUS.	1.00
7) <u>Advanced Topics (time dependent)</u> Overview of some advanced calculations and input for ARGUS.	
<b>TOTAL COURSE HOURS</b>	<b>7.50</b>

### DESIRED OUTCOME:

- 1) Students should be familiar with the basic three phases of model building: General Property Information, MLA's and Rent Roll.
- 2) Students should know how to run basic Argus reports.

### TAKE-AWAYS:

- 1) Southeastern Conference Case.
- 2) Fashion Mall Case.
- 3) Workbook – Additional exercise and information.