



ARGUS Software Certification (ASC) Preparation

Thank you for participating in the ARGUS certification program! The ARGUS Software Certification (ASC) designation is respected by commercial real estate companies worldwide and helps students become more marketable when they begin their job search.

Preparing for the Exam

The ASC validates experts in the market. This is a challenging exam and will thoroughly test students' understanding of ARGUS Valuation - DCF in theory and application. You'll need to study and prepare for it.

You will need a thorough understanding of these items and how they are calculated:

- Market Leasing Assumptions (MLA's)
- Fixed vs. Variable Expenses
- Gross-Up Expenses
- Rent Abatements
- Leasing Commissions
- General Vacancy
- Sales Price
- Retail Sales
- Debt Financing
- Upon Expiration
- Reference Accounts
- Detailed Reimbursement Methods

Please note that items not included in this list will appear on the exam. It is important to thoroughly review and understand all ARGUS training material. The Pre-ASC will give you the ability to gauge your knowledge level for the exam.

ARGUS Certification Exam: What to Expect

- The exam is comprised of two sections. You have 90 minutes to complete each section.
 - The first section contains 75 questions and accounts for 50% of your overall grade.
 - Once section 1 is complete, a 10-minute break will be given before beginning section 2.
 - The second section asks you to create an ARGUS file and answer 15 questions about that file. This accounts for 50% of your overall grade.
- To receive certification, students are required to pass the exam by a score of 70% or higher.
- A calculator may be used for the first portion of the exam.
- This is not an open book exam. Only test materials and a calculator may be used to complete the exam.
- Should you need to retake the exam, there is a retake fee of \$149 per exam.
- If you have technical difficulties with the exam, please contact Kari Mayfield at kmayfield@argussoftware.com or Jill Newton at jnewton@argussoftware.com

Kindest regards,
ARGUS Software