



BESPOKE IN-HOUSE REAL ESTATE TRAINING **REAL ESTATE VALUATION**

The aim of this 5-Module course is to provide participants with an in-depth understanding of how to value an income-producing property.

(5-Modules)

(35+ HOURS OF INSTRUCTION & LEARNING)

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BESPOKE IN-HOUSE REAL ESTATE TRAINING - REAL ESTATE VALUATION

ABOUT THE REAL ESTATE VALUATION ONLINE COURSE (5-Modules)

The aim of this 5-Module course is to provide participants with an in-depth understanding of how to value an income-producing property.

COURSE OUTCOMES

- Understand the fundamentals of Real Estate Valuation
- Explore Valuation Techniques
- Understand the impact of the current environment on property valuations
- Learn best practices in Valuation from an African and international expert valuers
- As a decision maker, you would be able to value property guided by international valuation standards
- Ability to write a valuation report of an income producing property, which meets international valuation standards

COURSE CONVENER:



PROF (DR.) KOLA AKINSOMI

Chief Economist - RealQuant Analytics, South-Africa
 Advisory member of the South African Council of Property Valuers Profession (SACPVP)
 Prof. Dr. Kola Akinsomi is an Associate Professor in Real Estate Finance & Investments at the University of Witwatersrand (WITS), South Africa and Chief Economist of RealQuant Analytics. Prof. Dr. Akinsomi is the Vice-President of the African Real Estate Society, Director of the International Real Estate Society and Chair of the Future Leaders of the American Real Estate Society.

COURSE MODULES

Module 1: Fundamentals of Real Estate Valuation

Module 2: Sales Comparison Method

Module 3: Income Method of Valuation

Module 4: Investment Method of Valuation (DCF)

Module 5: Valuation Report Writing

COURSE CONTENT

This course aims to equip participants with the knowledge and application involved in undertaking property valuation in uncertain times.

Participants would be introduced to the real estate valuation process including sourcing for information and methods employed in valuing income-producing properties. Participants after the course would understand how real estate valuations are undertaken and would also learn the principles and techniques employed in valuation.

The course will present appraisal theories, valuation analytical techniques and practical solutions by international and African experts on the valuation of income producing properties.



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MODULE 1: FUNDAMENTALS OF REAL ESTATE VALUATION

MODULE 2 : SALES COMPARISON METHOD

MODULE 1 AIMS & OUTCOMES:

The goal of this module 1 is to provide participants with an understanding of the concepts and fundamentals of real estate valuation.

Learning outcomes

After this module, participants will be able to

- Understand the fundamentals of real estate valuation
 - Ability to understand how real estate markets are formed
 - Understand the valuation process
- Understand the impact of the current environment on property valuations

MODULE CONTENT:

The first module on the fundamentals of real estate valuation introduces participants to how real estate markets are formed specifically the space and asset markets. Participants are introduced to the appraisal / valuation processes. Participants would be taught how to collect data and describe property employing micro-neighborhood analysis. Participants would learn how to undertake a market analysis as well as the highest best use analysis which are fundamental in determining the value of income-producing properties.

Teaching and Learning Activities: 7 Hours

Learning Resources: PowerPoint Slides to be provided

MODULE 2 AIMS & OUTCOMES:

The goal of this module 2 is to provide participants with the ability to carry out a residential valuation using the sales comparison method.

Learning outcomes

After this module, participants will be able to

- Understand the procedures involved in the sale comparison method
- Ability to be familiar and use the adjustment grids
- Reconcile Value
- Applications of the Sales comparison approach

MODULE CONTENT:

The second module on the sales comparison approach of real estate valuation introduces participants to how property values are derived using comparative analysis. Participants are introduced to the steps in the sales comparison method. Participants would be taught how to utilize the adjustment grids to reconcile value. Participants would learn how to undertake a residential valuation whilst employing the sale comparison approach.

Teaching and Learning Activities: 7 Hours

Learning Resources: PowerPoint Slides to be provided



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MODULE 3: INCOME METHOD OF VALUATION

MODULE 4 : INVESTMENT METHOD OF VALUATION

MODULE 3 AIMS & OUTCOMES:

The goal of this module 3 is to provide participants with the ability to carry out a commercial valuation using the income method of Valuation.

Learning outcomes

After this module, participants will be able to

- Understand the procedures involved in the income method of Valuation
- Ability to be familiar and use the Income Capitalization Approach
- Derive Net Operating Income using the Income and Expense Analysis
- Applications of the Income approach to Valuation

MODULE CONTENT:

The third module on the income method of valuation introduces participants to how commercial property values are derived using the income method of valuation. Participants are introduced to the methodology and steps involved in the income method of valuation to derive value. Participants would be taught how to analyze the income and expense of an income producing property to reconcile value. Participants would learn how to undertake a commercial valuation whilst employing the income method of valuation.

Teaching and Learning Activities: 7 Hours

Learning Resources: PowerPoint Slides to be provided

MODULE 4 AIMS & OUTCOMES:

The goal of this module 4 is to provide participants with the ability to carry out a commercial valuation using the investment method of Valuation.

Learning outcomes

After this module, participants will be able to

- Understand the procedures involved in the investment method of Valuation
- Ability to be familiar and use the discounted cash flow analysis Approach
- Derive Net Present Value using investment Analysis
- Applications of the Discounted Cash Flow Analysis

MODULE CONTENT:

The fourth module on the investment method of valuation introduces participants to how commercial property values are derived using the investment method of valuation. Participants are introduced to the methodology and steps involved in the investment method of valuation to derive value. Participants would be taught how to reconcile the value of a commercial property using the discount cash flow analysis method (DCF). Participants would learn how to undertake a commercial valuation whilst employing the investment method of valuation.

Teaching and Learning Activities: 7 Hours

Learning Resources: PowerPoint Slides to be provided



MODULE 5: VALUATION REPORT WRITING

MODULE 5 AIMS & OUTCOMES:

The goal of this module 5 is to provide participants with the skills required to write a valuation report.

Learning outcomes

After this module, participants will be able to

- Understand the professional standard of appraisal reports
- Ability to be familiar with different types of valuation reports
- Format of an Appraisal Report
- Sample of Appraisal Reports from Professional Valuers

MODULE CONTENT:

The fifth module on the investment method of valuation introduces participants to professional standards of valuation reports by professional valuation organizations such as the International Valuation Standards Council (IVSC) and Royal Institute of Chartered Surveyors (RICS). Participants are introduced to the different types of valuations reports. Participants would be taught how to write a valuation report which meets international standards and best practices. Participants would learn how to undertake a commercial valuation from registered professional valuers

Teaching and Learning Activities: 7 Hours

Learning Resources: PowerPoint Slides to be provided

WHY THIS COURSE MATTERS TO YOUR CAREER

Our students come from three broad professional groups: Property Professionals, Built Environment Professionals and the Professional Services that work for clients' within the sector. Due to the rigorous nature of the platform, our candidates normally possess a minimum of three to five years of experience.



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