



ACCOUNTING AND FINANCE | AF-049

Property Valuation and Appraisal Techniques

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Course content

Why Attend

Reliable valuations sit behind almost every real estate decision: buying and selling, lending, financial reporting, insurance and dispute resolution. A valuation that is poorly supported can expose an organisation to financial loss and reputational risk.

This course gives participants a practical understanding of the main valuation approaches, the information they rely on and the judgement involved in applying them. Participants practise the comparison, income and cost approaches and learn how to read, question and commission valuation reports.

Course Methodology

- Expert briefings with worked valuation examples
- Hands-on exercises for each valuation approach
- Analysis and critique of sample valuation reports
- Group case studies on different property types
- Discussion of practical challenges in participants' markets

Course Objectives

- Explain the purposes of property valuation and the bases of value
- Apply the sales comparison approach and adjust comparable evidence
- Value income-producing property using direct capitalisation and discounted cash flow
- Use the cost approach and residual method where appropriate
- Review and challenge valuation reports and their assumptions
- Understand recognised valuation standards and professional practice

Target Audience

- Valuation and appraisal staff

Course content

- Real estate investment and asset managers
- Bank, credit and mortgage officers
- Finance and accounting staff responsible for property assets

Course outline

Detailed course outline

Day-by-day outline for Property Valuation and Appraisal Techniques.

Day 1 - Foundations of Property Valuation

- 09:00-09:45 | Why valuations are needed: purposes and users
- 09:45-10:30 | Market value and other bases of value
- 10:30-11:00 | Property rights, tenure and their effect on value
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Property rights, tenure and their effect on value (continued)
- 11:45-13:15 | Recognised valuation standards and professional practice
- 13:15-14:00 | Data sources and market evidence

Day 2 - The Sales Comparison Approach

- 09:00-09:45 | Selecting appropriate comparable transactions
- 09:45-10:30 | Units of comparison and adjustment grids
- 10:30-11:00 | Adjusting for location, size, condition and timing
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Adjusting for location, size, condition and timing (continued)
- 11:45-12:30 | Reconciling the adjusted evidence
- 12:30-14:00 | Exercise: valuing a residential property

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Day 3 - The Income Approach

- 09:00-09:45 | Rental value, leases and income streams
- 09:45-10:30 | Net operating income and outgoings
- 10:30-11:00 | Direct capitalisation and yield selection
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Direct capitalisation and yield selection (continued)
- 11:45-12:30 | Discounted cash flow valuation
- 12:30-14:00 | Exercise: valuing an office or retail investment

Day 4 - Cost, Residual and Specialist Methods

- 09:00-09:45 | The cost approach and depreciation
- 09:45-10:30 | The residual method for development land
- 10:30-11:00 | Valuing specialised and owner-occupied property
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Valuing specialised and owner-occupied property (continued)
- 11:45-12:30 | Hope value, marriage value and special purchasers
- 12:30-14:00 | Exercise: residual valuation of a development site

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Day 5 - Reviewing and Managing Valuations

- 09:00-09:45 | Structure and content of a valuation report
- 09:45-10:30 | Key assumptions and how to challenge them
- 10:30-11:00 | Valuation uncertainty and market volatility
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Valuation uncertainty and market volatility (continued)
- 11:45-12:30 | Commissioning and managing external valuers
- 12:30-14:00 | Case study and personal action plan

Seminar dates

Available seminar dates

Live dates and pricing for Property Valuation and Appraisal Techniques generated from the course details page.

Date	Location	Format	Fee
16 - 20 November 2026	Paris	Classroom	€3,825
7 - 11 December 2026	Istanbul	Classroom	€1,978
11 - 15 January 2027	Amsterdam	Classroom	€2,830
8 - 12 February 2027	London	Classroom	€2,315
8 - 12 March 2027	Istanbul	Classroom	€1,978
12 - 16 April 2027	Cape Town	Classroom	€1,625
10 - 14 May 2027	Barcelona	Classroom	€2,815
14 - 18 June 2027	Paris	Classroom	€3,825
12 - 16 July 2027	Istanbul	Classroom	€1,978
9 - 13 August 2027	Amsterdam	Classroom	€2,830

Seminar dates

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Live dates and pricing for Property Valuation and Appraisal Techniques generated from the course details page.

Date	Location	Format	Fee
13 - 17 September 2027	London	Classroom	€2,315
11 - 15 October 2027	Istanbul	Classroom	€1,978
8 - 12 November 2027	Vienna	Classroom	€3,225
13 - 17 December 2027	Barcelona	Classroom	€2,815
16 - 20 November 2026	Online / Live	Online / Live	€1,815
7 - 11 December 2026	Online / Live	Online / Live	€1,815
11 - 15 January 2027	Online / Live	Online / Live	€1,815
8 - 12 February 2027	Online / Live	Online / Live	€1,815
8 - 12 March 2027	Online / Live	Online / Live	€1,815
12 - 16 April 2027	Online / Live	Online / Live	€1,815

Seminar dates

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Date	Location	Format	Fee
10 - 14 May 2027	Online / Live	Online / Live	€1,815
14 - 18 June 2027	Online / Live	Online / Live	€1,815
12 - 16 July 2027	Online / Live	Online / Live	€1,815
9 - 13 August 2027	Online / Live	Online / Live	€1,815
13 - 17 September 2027	Online / Live	Online / Live	€1,815
11 - 15 October 2027	Online / Live	Online / Live	€1,815
8 - 12 November 2027	Online / Live	Online / Live	€1,815
13 - 17 December 2027	Online / Live	Online / Live	€1,815