

DESCRIPTION

This course provides comprehensive lessons on the three principal areas of real estate valuation including the comparable, income, and cost approaches to real estate valuations.

COURSE CERTIFICATE



**CERTIFIED
PROPERTY VALUATION
SPECIALIST**

COURSE DOWNLOADS & TOOLS INCLUDED

- Valuation Manual
- Stockworth Property Assessment Base Model
- Cost Approach Worksheet
- Land Adjustment Sheet
- Income Approach Worksheet

COURSE OUTLINES

COURSE INTRO
↳ INCLUDES COURSE DOWNLOADS

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MODULE 1:
VALUATION METHOD 1:
COMPARABLES SALES APPROACH

◦ **SOURCING & CONFIRMING COMPARABLE SALES DATA**

1. SOURCING & CONFIRMING DATA
2. CATEGORY 1: MARKET & PROPERTY SPECIFICS
3. CATEGORY 2: PROPERTY CONDITION & CHARACTERISTICS
4. CATEGORY 3: MARKET CONDITION & MARKET TYPE

◦ **ANATOMY OF THE STOCKWORTH PROPERTY ASSESSMENT WORKSHEET**

1. ANATOMY & FUNCTION

◦ **MANAGING THE OUTPUT OF THE STOCKWORTH PROPERTY ASSESSMENT WORKSHEET**

1. IMPORTANT STATISTICS TO UNDERSTAND
2. MANAGING AND UNDERSTANDING THE OUTPUT

◦ **ADDITIONAL VALUE FACTORS & ADJUSTMENTS**

1. COMMUNITY ADJUSTMENT
2. LOCATION ADJUSTMENT
3. VIEW ADJUSTMENT
4. EFFECTIVE YEAR BUILT ADJUSTMENT
5. PROPERTY CONDITION ADJUSTMENT
6. PROPERTY QUALITY ADJUSTMENT
7. LOT SIZE ADJUSTMENT
8. MARKET TIME APPRECIATION ADJUSTMENT
9. FINANCIAL CONDITION ADJUSTMENT

◦ **ESTABLISHING THE RIGHT LISTING PRICE**

1. THE RIGHT PRICE & DEVELOPING THE LISTING STRATEGY

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