



Invitation for Seminar on:

“Advance Property Appraisal: Problems & Challenges in Valuation of Properties”

Speaker: **Mr. ELMER RIVERA**
Lecturer

Course Description:

This one-day seminar-workshop is designed for appraisers and other real estate service providers whose job is to provide valuation of real estate properties and motor vehicles

This will cover different techniques in valuation from the traditional market data approach to a more sophisticated type of valuation using income approach of different variations such as, capitalization process, property residual process, discounted cash flow method, hypothetical development approach for townhouse, condominium and other subdivision projects.

Appraisers will learn how to properly apply each method of valuation to different kinds of properties may it be a simple residential property to a more specialized types such as commercial properties, hotels, resorts, raw land, properties under long term lease, and other properties which are income generating or has the potential to generate income.

Appraisers will learn how to analyze and correlate each approach to value and come up with a sound and more accurate conclusion of value.

Course Objectives:

- Participants will be able to understand the different valuation principles and how to apply each principle in actual practice of valuation.
- Appraisers will be guided on how to use which type of valuation is applicable to different kinds of properties.
- Illustrate via case analysis the different techniques in valuation and how to validate the value using different approaches.
- Provide appraisers with the necessary tools on how to defend your valuation in case of doubts and clarifications arising from your valuation.

Course Outline:

- Introduction to Price, Cost, and Value
- Market Value Definitions
- Difference between Market Value and Non-Market Value
- Basic Principles of Property Value
- Market Data Approach to Value
 - Grid Analysis
- Cost Approach to Value
 - Reproduction Cost New
 - Theory of Depreciation
- Income Approach to Value
 - Basic Capitalization Process
 - Building Residual Process
 - Land Residual Process
 - Discounted Cash Flow Method
 - Hypothetical Development Cost Approach
- Correlation of the Three Approaches to Value
- Valuation of Motor Vehicles

Schedule:

November 07, 2019 (Thursday) | 8:30 A.M – 5:00 P.M

Venue:

Herald Suites, 2168 Don Chino Roces Ave., (Formerly Pasong Tamo St.) Makati City 1231

REGISTRATION:

Please complete the Registration Form and send it to cmaphil@pltdsl.net or fax to (02)892-9102. Registration form received will serve as notice for reservation.

	FULL NAME	E-MAIL	POSITION
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____

Company: _____ Email: _____
Address: _____ Contact #: _____

Approved by (Signature over printed name): _____

“Over 87 years of Nurturing Excellence in the Credit Management”

Registration Dues / Seminar Fee

- **For CMAP Members:** *PHP4,000.00* for the first (1st) participant, *PHP3,500.00* for every succeeding participant from the same company, more than 1
- **For Non-CMAP Members:** *PHP4,500.00* the first (1st) participant, *PHP4,000.00* for every succeeding participant from the same company (more than 1)
- Inclusive of tax, certificate of attendance/course completion, materials and food
- To be paid before the seminar or onsite

Payment Options:

- For cheque: Payable to CREDIT MANAGEMENT ASSOCIATION OF THE PHILS., INC. Bring cheque payment on the day of seminar.
- For Bank Deposit:

Name of Bank: Bank of the Philippine Islands / Legaspi Gamboa Br.

Acct. # (CA): 1431-0119-95

(Please send copy of deposit slip and indicate the name of your company, and seminar to be attended)

Payment should be made on or before the seminar date.

For Inquiries, please call CMAP at (02)818-2372 / 817-8386 or email: cmaphil@pltdsl.net

Deadline of Submission of Registration is until November 06, 2019 (Wednesday).

Cancellation Guidelines:

CMAP reserves the right to cancel programs due to low turn-out of registration, illness of resource speaker, inclement weather or unforeseen events. As such, participants to the program or their HR representatives will be advised either through e-mail or by phone.

“Over 87 years of Nurturing Excellence in the Credit Management”