



### **Workshop on Real Estate Valuation**

March 17 – 21, 2025, 1<sup>st</sup> Run: Lagos & Abuja

September 8 – 12, 2025, 2<sup>nd</sup> Run: Lagos & Port Harcourt

**For Tutor -Led Class:** 9am – 4:30pm

**Workshop fee:** N300, 000 per Participant

**For online:** Delivery via Zoom

**Online course fee:** N250,000 per Participant

**Available for In-plant Training**

**700 U\$D for foreign  
Participants**

### **Program overview:**

Real estate valuation is a process that determines the economic value of a real estate investment. This course covers the methods and concepts of real estate valuation. You will learn to value most typical forms of real estate using a variety of techniques and methods.

The focus is on real estate and market conditions including land, properties with development potential, and different classes of property as well as residential property valuation.

### **For Whom:**

This course designed for professionals who want to develop, finance, manage, buy or sell real estate, and especially: Real Estate Investors and Analysts, Real Estate Developers, Real Estate Managers, Planning and development professionals in real estate businesses, Bankers and Lenders, Mortgage Brokers Property Owners and Finance Managers and Analysts

### **Learning objectives:**

At the end of the program, participants will be able to;

- critically analyze a real estate investment proposal;
- identify the cost of capital for real estate;
- confidently implement discounted cash flow valuation frameworks;
- be equipped to successfully negotiate terms of a real estate transaction;
- explain the steps involved in the real estate valuation process;
- analyze critically the real estate opportunities;
- better evaluate real estate investment decisions;
- gain significant insight into the most widely-practiced property income valuation techniques; and
- write technical report on real estate evaluation exercise.

### **Course Outline:**

#### **Day 1: Real Estate Valuation: Overview**

- History of real estate valuation
- Valuation concept and principles

Human Capital Associates Global Consult Ltd is Accredited by Nigeria Council for Management Development (NCMD)

Lagos: Human Capital Associates Global Consult Ltd: Acme House 2nd Floor, Ogba Industrial Scheme, Ogba, Ikeja – Lagos

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- Identification of real estate- method, technique, legislation, field identification
- Main valuation risks

### Day 2: Influencing factors on real estate values

- Indicators of real Estate valuation
- Factor effecting/ obstacles of real estate valuation
- Minimum valuation and comparison with other countries
- Valuation methods and standards (set out methods and approaches)

### Day 3: Quantity Surveying

- Concept on building engineering & estimation
- Map reading/ Introduction to GIS
- Use of cadastral data in land valuation
- Bankers' Practice in real property valuation
- Applied Practice in banking loan procedure

### Day 4: GIS and software for real estate valuation

- Determination of property value of:
  - Agricultural land and Standing crops,
    - Forest land and Trees,
    - Water bodies, d) Urban and residential land,
    - Barren and public land,
    - Un-surveyed and un-registered land,
    - Trust and tenant owned land,
    - Encumbrances and condominium,
    - Infrastructures and utilities,
    - Buildings and fences,
    - Archeological & Ancient Assets.
- Legislation on property valuation
- Statue concerning Real Estate Valuation

### Day 5: Real estate / Property taxation

- Effect on property valuation of:
  - Environmental situation and,
  - Planning and land development programmes,
  - Land use zoning.
- Best practices in Real Estate Valuation
- Preparation of Technical Proposal and Report writing

#### LOCATIONS

1 - HCA Learning Centre. Acme House 2nd Floor, 23, Acme Road, Ogba, Industrial Scheme, Ikeja, Lagos, Nigeria

2 - Pearls Learning Hub, Plot 756, Opposite Divine Hand of God Ministry, Area 1, Garki, Abuja.

3 – Pakiri hotel Ltd., 4 Okwuruola Street, off Stadium Road, Rumuola, Port Harcourt, Rivers State.

**Open Course Fee: N300, 000**

In-plant Fee Negotiable

#### WORKSHOP FEE:

**N300, 000 per participant, VAT –N22, 500**

Note: this covers Workshop Fee, Tea/coffee break, Lunch, course materials and certificate of attendance.

Payment should be made into our Accounts:

Account Name: Human Capital Associates Global Consult Ltd.

Union Bank of Nig. PLC: Account No: 0097961537

First Bank of Nig. PLC: Account No: 2033683960

Keystone Bank Ltd.: Account No: 1007150325

**For Booking / Enquiry, Call: 234-8051365946, 234-7087578814  
24/7 Lines: 234-8068933608, 234-8029170491, 234-8145745664,  
& 234-9112830607**

## Training Methodology

**Methodology:** Lectures, discussions, exercises, case studies, audio-visual aids will be used to reinforce these teachings/learning methods.

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