

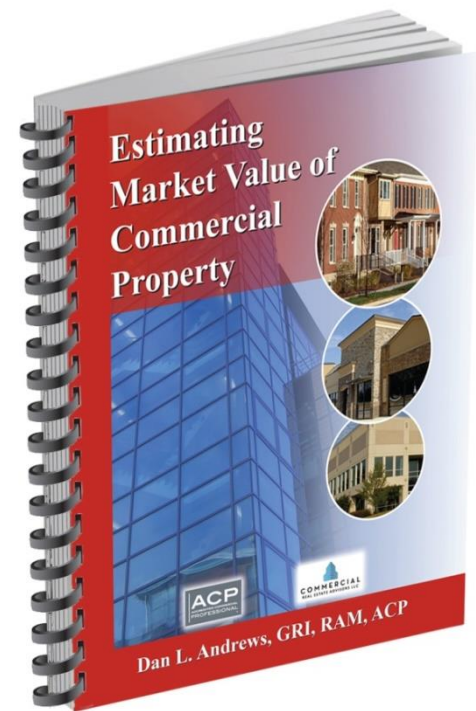
# Estimating Market Value of Commercial Property

**COURSE TITLE:** Estimating Market Value of Commercial Property

**PRESENTATION TIME:** 90 minutes

## **COURSE INCLUDES:**

- Professionally produced Resource and Reference Guide
- Professionally produced PP slide presentation
- High interaction/Q&A with experienced instructor
- Fast moving, high energy presentation style
- Real-life CASE STUDIES



## COURSE OUTLINE

### **SECTION 1: Basics of Market Value Estimation**

#### **Introduction**

**How to Estimate Market Value**

**Understanding the Market Area**

**Diverse Determinants of Property Value**

**Zoning Data and Usage**

**Different Types of Real Estate Zoning**

**Vacancy Rate**

**Absorption Rate**

### **SECTION 2: Approaches to Value**

**Determining Highest and Best Use**

**Three Approaches to Value**

### **SECTION 3: Estimating Market Value by Commercial Category**

**How to Estimate the Value of Multifamily Property**

**How to Estimate the Value of Office / Retail Property**

**How to Estimate the Value of Hotels / Motels**

**How to Estimate the Value of Industrial Property**

**How to Estimate the Value of Vacant Land**

**Summary of Estimating Market Value**

## **ABOUT YOUR INSTRUCTOR**



**Dan Andrews, GRI, RAM, ACP** is President of Commercial Real Estate Advisors, LLC and is certified by the Florida, Georgia, Michigan and Indiana and Real Estate Commissions to instruct commercial real estate courses for CE credits. He is an approved Signature Series Speaker for the National Association of Realtors® (NAR). Andrews developed and authored the publication called *Guide to Leasing Commercial Property*. He is the author and instructor of the RE/MAX Accredited Commercial Professional™ (ACP) training program, *How to Successfully List and Sell Commercial Real Estate* and published. Awarded a Bachelor of Science degree from Virginia Tech, Andrews is a former adjunct faculty member and past director of the University of Michigan Extension Service Real Estate Education Program. With over 25 years of diversified real estate and management experience, he has leased, listed and sold millions of dollars in real estate.