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 also the author and instructor of the RE/MAX Accredited Commercial Professional™ (ACP) training program, How to Successfully List and Sell Commercial Real Estate. 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.