

# Postgraduate Certificate Real Estate Appraisals and Valuations



## Postgraduate Certificate Real Estate Appraisals and Valuations

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online
- » Target Group: University Graduates who have previously completed any of the degrees in the fields of Social and Legal Sciences, Administrative and Business

Website: [www.techtute.com/in/school-of-business/postgraduate-certificate/real-estate-appraisals-valuations](http://www.techtute.com/in/school-of-business/postgraduate-certificate/real-estate-appraisals-valuations)

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# 01 Welcome

The real estate market is one of the most important economic sectors worldwide. For this reason, it is essential for companies to count on professionals trained in Real Estate Appraisal and Valuation. Under this premise, TECH has designed this degree that aims to instruct experts willing to carry out Real Estate Investment procedures in an efficient and effective manner. Thus, students will acquire knowledge in areas such as the real estate market, appraisal and valuation techniques and applicable legislation, among other topics. In addition, the 100% online format allows students to organize themselves according to their schedules and needs. Likewise, the program has been designed based on the Relearning pedagogical methodology, focusing on learning based on problem solving and collaboration and collaboration.



Postgraduate Certificate in Real Estate Appraisals and Valuations.  
TECH Technological University



“

*You have before you a perfect academic option to become a real expert in Real Estate Appraisals and Valuations. All this in just 150 hours”*

02

# Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class center for intensive managerial skills education.



“

*TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"*

## At TECH Technological University



### Innovation

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"*Microsoft Europe Success Story*", for integrating the innovative, interactive multi-video system.



### The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

**95%** | of TECH students successfully complete their studies



### Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

**+100000**

executives prepared each year

**+200**

different nationalities



### Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

**+500**

collaborative agreements with leading companies



### Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



### Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.





TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



### Analysis

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TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



### Academic Excellence

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TECH offers students the best online learning methodology. The university combines the *Relearning* methodology (the most internationally recognized postgraduate learning methodology) with Harvard Business School case studies. A complex balance of traditional and state-of-the-art methods, within the most demanding academic framework.



### Economy of Scale

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TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a groundbreaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



### Learn with the best

---

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



*At TECH, you will have access to the most rigorous and up-to-date case analyses in academia"*

03

# Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

*We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you education of the highest academic level”*

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:

**01**

### A Strong Boost to Your Career

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

*70% of students achieve positive career development in less than 2 years.*

**02**

### Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

*Our global vision of companies will improve your strategic vision.*

**03**

### Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

*You will work on more than 100 real senior management cases.*

**04**

### You will take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

*45% of graduates are promoted internally.*

05

### Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

*You will find a network of contacts that will be instrumental for professional development.*

06

### Thoroughly develop business projects

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different fields in companies.

*20% of our students develop their own business idea.*

07

### Improve *soft skills* and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

*Improve your communication and leadership skills and enhance your career.*

08

### You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Technological University community.

*We give you the opportunity to study with a team of world-renowned teachers.*

# 04 Objectives

With this Postgraduate Certificate, the professional will be able to acquire the theoretical and practical knowledge necessary to effectively carry out real estate appraisal and valuation processes. In addition, you will learn to use advanced technological tools, interpret applicable legal regulations and develop practical skills such as analytical and problem-solving skills, communication and teamwork. In this way, he/she will be qualified to work as a professional in the field of Real Estate Investment.



“

*TECH will give you everything you need to not only reach your goals, but to surpass them”*

**TECH makes the goals of their students their own goals too.  
Working together to achieve them.**

The Postgraduate Certificate in Real Estate Appraisals and Valuations will qualify the student to:

01

Identify the different types of sales contracts and their obligations and implications

02

Delve into the rules governing the different types of leasing contracts

03

Establish the different types of valuation to be able to choose the most convenient at any given time







04

Know the different valuation methodologies and the use of each one of them

05

Master the structure of an appraisal report and the elements of which it is composed

06

Obtain the necessary knowledge to make an initial assessment of the project and see its feasibility at the economic, technical and regulatory levels

05

# Structure and Content

The Postgraduate Certificate in Real Estate Appraisals and Valuations is a highly personalized program offered completely online, allowing the professional to choose the time and place that best suits his or her availability, schedule and interests. This program, which takes place over 6 weeks, aims to provide a unique and stimulating experience that will lay the foundation for your professional success in the field of Real Estate Investment.



“

*You will be able to access the Online Campus through any device with internet connection, whether it is a tablet, PC or cell phone. All this thanks to its 100% online format”*

## Syllabus

This Postgraduate Certificate in Real Estate Appraisals and Valuations aims to update the knowledge of students in the area of Real Estate Investments in order to improve their ability to make financial decisions.

The contents of the program are focused on the development of managerial competencies that allow a rigorous professional performance in uncertain environments. During 6 weeks, students will have the opportunity to analyze several case studies through individual and team work, obtaining an immersion in real business situations. Thus, this program covers the real estate sector in depth, including real estate appraisal and valuation methods, operations management and the use of new technologies in this field.

In addition, the curriculum is designed to broaden the competencies of professionals in this field, from a strategic, technological and innovative perspective. In addition, this Postgraduate Certificate will foster the student's leadership skills to lead high-performance work teams in the sector.

The program's didactic materials are available in various multimedia and textual formats to adapt to the academic requirements of each student and optimize the teaching process.

This Postgraduate Certificate takes place over 6 weeks and is divided into 1 module:

### Module 1

### Real Estate Appraisals and Valuations



### Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Certificate in Real Estate Appraisals and Valuations completely online. During the 6 weeks of the specialization, the student will be able to access all the contents of this program at any time, allowing him/her to self-manage his/her study time.

*A unique educational experience, key and decisive to boost your professional development and make the definitive leap.*

**Module 1. Real Estate Appraisals and Valuations**

**1.1. Introduction to real estate valuation**

- 1.1.1. General Concepts
- 1.1.2. Definition of Concepts
- 1.1.3. Purpose of real estate appraisals
- 1.1.4. Objectives and function of real estate valuations

**1.2. Urban construction concepts**

- 1.2.1. Building use
- 1.2.2. Building elements
- 1.2.3. Concept of buildability
- 1.2.4. Types of surfaces for valuation purposes

**1.3. Value**

- 1.3.1. Definition and General Aspects
- 1.3.2. Use value, exchange value
- 1.3.3. Market value, price, cost
- 1.3.4. Other value concepts

**1.4. International valuation standards**

- 1.4.1. Assessment Criteria
- 1.4.2. IFRS (International Financial Reporting Standards)
- 1.4.3. US GAAP (US Generally Accepted Accounting Principles)
- 1.4.4. ASBJ (Accounting Standards Board of Japan)
- 1.4.5. Difference between international regulatory frameworks

**1.5. Valuation fundamentals and structure**

- 1.5.1. Valuation fundamentals
- 1.5.2. Valuation typologies
- 1.5.3. Valuation Methods
- 1.5.4. Valuation structure

**1.6. Comparative method**

- 1.6.1. Definition and General Aspects
- 1.6.2. Market Research
- 1.6.3. Information analysis and value determination
- 1.6.4. Homogenization of samples

**1.7. Cost method**

- 1.7.1. Definition and General Aspects
- 1.7.2. Purpose and scope of application
- 1.7.3. Replacement value
- 1.7.4. Depreciation

**1.8. Residual and capitalization method**

- 1.8.1. Definition and General Aspects
- 1.8.2. Unit value and impact value
- 1.8.3. Capitalization techniques
- 1.8.4. Components of a rental property valuation

**1.9. The valuation report**

- 1.9.1. Definition and Characteristics
- 1.9.2. Formal aspects of the report
- 1.9.3. Structure of the valuation report
- 1.9.4. Appraiser's liability

**1.10. Judicial expert**

- 1.10.1. Definition and fields of application
- 1.10.2. Expert recognition
- 1.10.3. Types of expert reports
- 1.10.4. Structure and preparation of the expert report



# 06

# Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.







“

*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

## TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

*At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world”*



*This program prepares you to face business challenges in uncertain environments and achieve business success.*



*Our program prepares you to face new challenges in uncertain environments and achieve success in your career.*

## A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

“

*You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”*

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

## Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

*Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.*

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

*Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.*

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



### Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



### Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



### Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



### Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





### Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



### Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



### Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



07

# Our Students' Profiles

The Postgraduate Certificate is aimed at University Graduates, Graduates and Graduates who have previously completed any of the following degrees in the field of Social and Legal Sciences, Administrative and Economic Sciences.

The diversity of participants with different academic profiles and from multiple nationalities makes up the multidisciplinary approach of this program.

The Postgraduate Certificate may also be taken by professionals who, being university graduates in any area, have two years of work experience in the field of Real Estate Investment.





“

*TECH aims to offer you the most advanced contents so that you can stand out for your specialized economic knowledge in Urban Construction and Real Estate Valuation”*

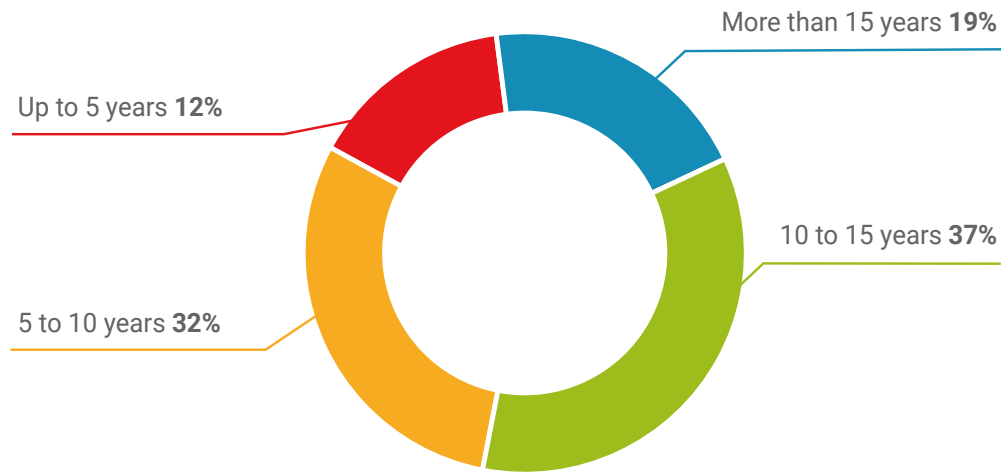
### Average Age

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Between **35** and **45** years old

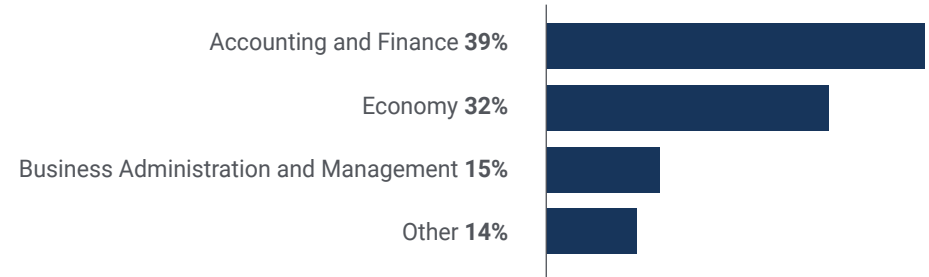
### Years of Experience

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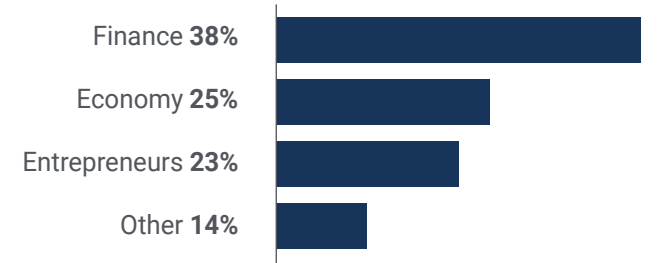
### Training

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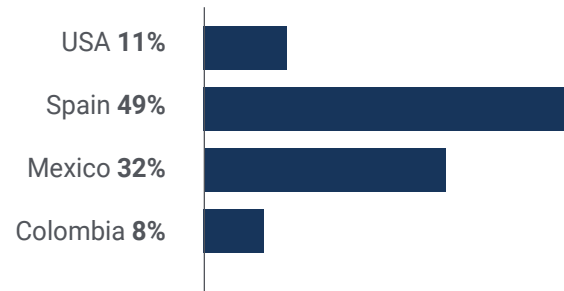
### Educational Profile

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## Geographical Distribution

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## Luis Casado Delfino

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Real Estate Manager

*"My experience in the Postgraduate Certificate in Real Estate Appraisals and Valuations has been unbeatable. The teachers have a high level of knowledge and their pedagogical method is excellent. In addition, the flexibility of the program allowed me to organize my studies according to my needs and schedule. Thanks to what I learned, I have improved my professional performance in the area of real estate appraisals and I have managed to stand out in my company"*

08

# Course Management

The teaching staff of this program is made up of highly prestigious experts in the sector, with a proven professional track record. They are highly trained and competent specialists in the field of Real Estate Appraisal and Valuation, with extensive experience and updated knowledge in the theoretical and practical fields. In addition, this teaching staff is characterized by offering rigorous and quality learning, effectively transmitting the knowledge and skills necessary for students to acquire a complete and updated training in this sector.



A black and white photograph showing three people from a different perspective, looking down and to the right, presumably at a computer screen. The image is partially obscured by a dark blue diagonal shape in the top right corner and a white diagonal shape in the bottom right corner.

“

*You can rely on a teaching staff with extensive experience in the field of Real Estate Investment, with subjects dedicated to Real Estate Appraisals and Valuations”*

## Management



### Dr. Diego Loras González

- ◆ CEO of Oikos Inmobiliaria
- ◆ CEO and founder of Loan Soluciones Financieras
- ◆ Sales Manager at Homes Agents
- ◆ Area Manager at Tecnocasa
- ◆ Law degree from Madrid Complutense University

## Professors

### Ms. Ana Fernández Blanca

- ◆ Real Estate Agent at Oikos Real Estate
- ◆ Graduate in Business Administration



09

# Impact on Your Career

Completing a Postgraduate Certificate of this caliber requires a great investment of time, money and personal effort. For this reason, TECH guarantees that this commitment is reflected in an advance in the student's professional growth in the field of Appraisals and Real Estate Valuations.





“

*Add to your resume a degree endorsed by a great university such as TECH and stand out in any real estate consulting process”*

### Are you ready to take the leap? Excellent professional development awaits you.

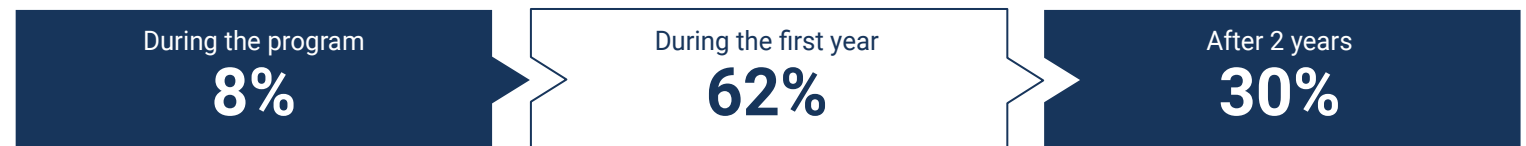
TECH's Postgraduate Certificate in Real Estate Appraisals and Valuations is an intensive program that prepares you to face challenges and business decisions in the real estate investment field. of Real Estate Investment. Its main objective is to promote your personal and professional growth. Helping you achieve success.

If you want to improve yourself, make a positive change at a professional level, and network with the best, then this is the place for you.

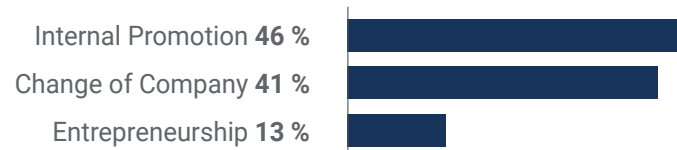
*TECH offers you a university program that will increase your chances of achieving a considerable salary increase.*

*A thorough knowledge of international valuation regulations will enable you to successfully undertake any business project related to this area.*

#### Time of Change



#### Type of change



## Salary increase

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This program represents a salary increase of more than **26%** for our students



10

# Benefits for Your Company

Real estate companies benefit greatly from having an expert who has completed the Postgraduate Certificate in Real Estate Appraisals and Valuations. With this program, the student obtains advanced knowledge that allows him/her to perform accurate and well-founded valuations in the process of buying and selling, renting or investing in real estate properties. In addition, the expert in this field will be able to advise real estate companies in making strategic decisions based on objective data and rigorous analysis.





“

*You will have the necessary knowledge to solve with guarantee any complex situation, always thinking in the benefit of your company”*

Developing and retaining talent in companies is the best long-term investment.

**01**

### Growth of talent and intellectual capital

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

---

**02**

### Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.

**03**

### Building agents of change

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

---

**04**

### Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets in the world economy.



05

### Project Development

The professional can work on a real project or develop new projects in the field of R & D or business development of your company.

---

06

### Increased competitiveness

This program will equip students with the skills to take on new challenges and drive the organization forward.

# 11 Certificate

The Postgraduate Certificate in Real Estate Appraisals and Valuations guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Technological University.







“

*Successfully complete this program  
and receive your university qualification  
without having to travel or fill out  
laborious paperwork"*

This **Postgraduate Certificate in Real Estate Appraisals and Valuations** contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** via tracked delivery\*.

The certificate issued by **TECH Technological University** will reflect the qualification obtained in the Postgraduate Certificate, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: **Postgraduate Certificate in Real Estate Appraisals and Valuations**

Official N° of hours: **150 h.**



\*Apostille Convention. In the event that the student wishes to have their paper certificate issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.



## Postgraduate Certificate Real Estate Appraisals and Valuations

- » Modality: online
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- » Exams: online

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