



# Postgraduate Diploma International Real Estate Valuation Methodology

» Modality: Online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

» Target Group: Graduates, diploma graduates and university graduates who have completed previously any of the degrees in the field of Social and Legal Sciences, Administrative and Business

 $We bsite: {\color{blue}www.techtitute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-international-real-estate-valuation-methodology}$ 

# Index

02 Why Study at TECH? Why Our Program? Objectives Welcome p. 4 p. 6 p. 10 p. 14 06 Our Students' Profiles Methodology Structure and Content p. 20 p. 28 p. 36 80 Course Management Benefits for Your Company Impact on Your Career p. 44 p. 40 p. 48 Certificate

# 01 **Welcome**

Calculating the value of real estate is crucial to optimize the purchase process and the subsequent sale or lease of the acquired goods. Therefore, managing the different most advanced methods to carry out this work is essential in obtaining the success of these investment operations. Given this context, experts in real estate valuation must know them to increase their managerial skills and be able to be part of the best companies in this sector. Due to this, TECH has created this qualification, through which the student will master the method of comparing market samples or delve into the management of Big Data to facilitate assessment tasks. 100% online, you will achieve this excellent learning from your own home.









# tech 08 | Why Study at TECH?

#### 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

+200

executives prepared each year

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.



#### **Analysis**

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

TECH strives for excellence and, to this end, boasts a series

of characteristics that make this university unique:

Why Study at TECH? | 09 tech



#### 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.



#### **Economy of Scale**

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 ground**breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



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







#### **Academic Excellence**

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.





# tech 12 | Why Our Program?

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



#### 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.



# 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.



#### 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.



#### 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.



#### 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.



#### 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.



#### 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.



#### 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.





# tech 16 | Objectives

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

This **Postgraduate Diploma in International Real Estate Valuation Methodology**will enable students to:



Know the operation of the property registry and the registry procedure in its entirety



Identify the different types of Sales and Contract and their obligations and



Delve into the concept of VAT, its facts and tax bases, as well as its exemptions and deductions at a national and international level





Manage the rights and obligations of buyers and sellers



Delve into the regulatory standards of the different types of lease contracts



Establish the different types of valuation to be able to choose the most convenient one at all times



Master the structure of a valuation report and the elements it consists of



09

Obtain the necessary knowledge to carry out an initial assessment of the project and see its viability at an economic, technical and regulatory level



Know the different valuation methodologies and what are the uses of each of them



Detect the key points in the design process to know how to act against possible inconveniences



Be aware of the necessary documentation to be able to present a project and carry it out



Analyze the differences between the types of existing returns and their causes and benefits. Delve into guidelines to minimize financial risk



Have a global idea at an economic and technical level of foundations, structures and facilities most used today

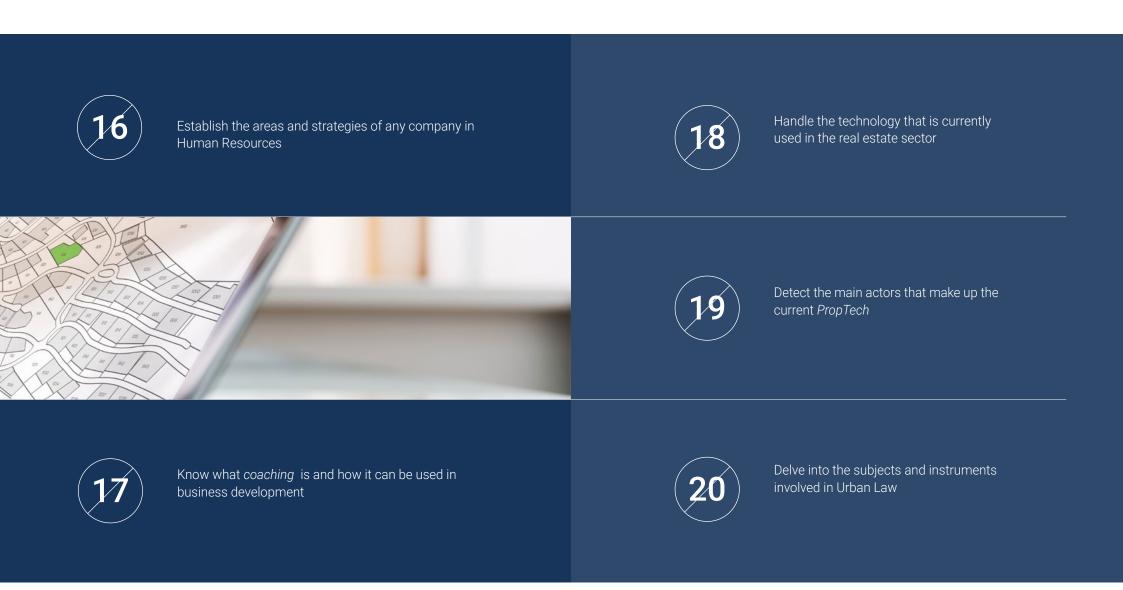


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Know what the methodology is when it comes to monetizing in the world of construction



Define the main taxes that tax profitability in the financial sector







### tech 22 | Structure and Content

#### **Syllabus**

The syllabus of this program is made up of 3 modules through which the student will be prepared to face all the updated challenges presented by the field of Real Estate Valuation with solvency.

Its contents, consequently, have been prepared in order to favor the improvement of managerial skills that help make decisions with greater rigor in uncertain environments.

During 6 intensive months of learning, the student will analyze a multitude of practical cases through individual and team work. It is, therefore, an authentic immersion in real business situations.

Throughout this Postgraduate Diploma, the methodologies to undertake real estate appraisal and valuation will be covered in depth, as well as the strategies to carry out financial analysis and asset management or the mechanisms to use technology in the sale of property, estate.

With all this, TECH aims for students to obtain a first-level professional improvement, acquiring a series of skills that will allow them to perfect their leadership skills in order to lead the best work teams in the real estate field.

This Postgraduate Diploma takes place over 6 months and is divided into 3 modules:

Module 1	Real estate appraisals and valuations
Module 2	Real Estate Investments Financial Analysis and Wealth Management
Module 3	Tecnnology applied to Real Estate



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

TECH offers you the possibility to study this Postgraduate Diploma completely online. Throughout the 6 months of the educational program, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

Thanks to the fact that TECH offers you educational content in various textual and multimedia supports, you will be able to adapt your learning to your study preferences

Mod	Module 1. Real estate appraisals and valuations							
1.1. 1.1.1. 1.1.2. 1.1.3. 1.1.4.	Introduction to Estate Assessment General Concepts Definition of Concepts Object of Real Estate Appraisals Objectives and Function of Real Estate Valuations	1.2. 1.2.1. 1.2.2. 1.2.3. 1.2.4.	Concepts on Urban Constructions Use of Buildings Building Elements Buildability Concept Types of Surfaces for Valuation Purposes	1.3. 1.3.1. 1.3.2. 1.3.3. 1.3.4.	Value Definition and General Aspects Use Value, Exchange Value Market Value, Price, Cost Other Value Concepts	1.4.3. 1.4.4.	International Regulations Valuation Assessment Criteria IFRS (International Financial Reporting Standards) US GAAP (US Generally Accepted Accounting Principles) ASBJ (Accounting Standards Board of Japan) Difference between International Regulatory Frameworks	
1.5.1. 1.5.2. 1.5.3. 1.5.4.	Fundamentals and Structure of Assessment Fundamentals of Valuation Valuation Typologies Valuation Methods Structure of Valuation	1.6. 1.6.1. 1.6.2. 1.6.3. 1.6.4.	Comparative Method Definition and General Aspects Market Research Information Analysis and Determination of Value Sample Homogenization	1.7. 1.7.1. 1.7.2. 1.7.3. 1.7.3.	•	1.8. 1.8.1. 1.8.2. 1.8.3. 1.8.3.	Residual and Capitalization Method Definition and General Aspects Unit Value and Repercussion Value Capitalization Techniques Valuation Components of a Property for Rent	
1.9. 1.9.1. 1.9.2. 1.9.3. 1.9.4.	The Assessment Report Definition and Characteristics Formal Aspects of the Report Assessment Report Structure Appraiser's Responsibility	1.10.1 1.10.2 1.10.3	Judicial Expert  Definition and Scope of Application Expert Assessment Types of Expert Reports Structure and Preparation of the Expert Report					

Module 2. Real Estate Investments Financial Analysis and Wealth Management							
	Financial Analysis. Economic Profitability Financial Profitability Financial Leverage Liquidity and Solvency Ratios Indebtedness Analysis from the Company/individual		Risk and Financial Risk Analysis Concept of Risk and Preliminary Considerations Types of Risk Financial Equilibrium Conditions Current Capital or Working Capital	2.3.3.	Soil Development Types of Companies for Land Development Promoting Enterprise Self Promotion Cooperative	2.4.3.	
	Socimis Concept Operation Taxation	2.6.1. 2.6.2.	Sicavs Concept Operation Taxation	2.7.3.	Investment Funds Concept Operation Taxation Advantages and Disadvantages.	2.8.1. 2.8.2. 2.8.3. 2.8.4.	Real Estate Investment Assets Residencial Case Office Commercial Industrial Floors
2.9.1. 2.9.2. 2.9.3. 2.9.4. 2.9.5.	· · · · · · · · · · · · · · · · · · ·	2.10.1. 2.10.2. 2.10.3.	Real Estate Financing Sources of Financing Type of Interest Loan Amortization Financial Income				

# tech 26 Structure and Content

Module 3. Technology applied to Real Estate							
3.1.1.	Process of Change: Internet and SEO Positioning Process of Change: Blockchain and Artificial Intelligence	3.2.3.	Social media Definition Specific Aspects Uses applied to Real Estate Main Operators on the Market	3.3.1. 3.3.2.	Big Data Definition Specific Aspects Uses applied to Real Estate Main Operators on the Market	3.4.1. 3.4.2.	Marketplaces Definition Specific Aspects Uses applied to Real Estate
<b>3.5.</b> 3.5.1. 3.5.2. 3.5.3. 3.5.4.	· ·	3.6.3.	Customer Relationship Management (CRM) Definition Specific Aspects Uses applied to Real Estate Main Operators on the Market	3.7.3.	Crowfoundings Definition Specific Aspects Uses applied to Real Estate Main Operators on the Market	3.8.3.	Fintech Definition Specific Aspects Uses applied to Real Estate Main Operators on the Market
3.9.3.	Artificial Intelligence and Virtual Reality Definition Specific Aspects Uses applied to Real Estate Main Operators on the Market	3.10.1 3.10.2 3.10.3	Automatic processes: Chatbot  Definition Specific Aspects Uses applied to Real Estate Main Operators on the Market				



Thanks to the fact that TECH offers you educational content in various textual and multimedia supports, you will be able to adapt your learning to your study preferences"





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.





# tech 30 | Methodology

# 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.





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.

# tech 32 | Methodology

#### **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.



### Methodology | 33 tech

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.



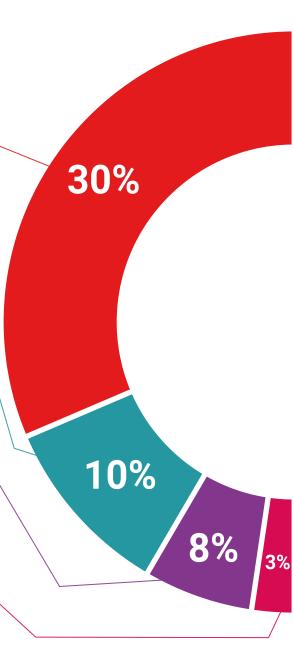
#### **Management Skills Exercises**

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.





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.

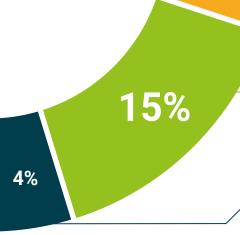


This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

#### **Testing & Retesting**

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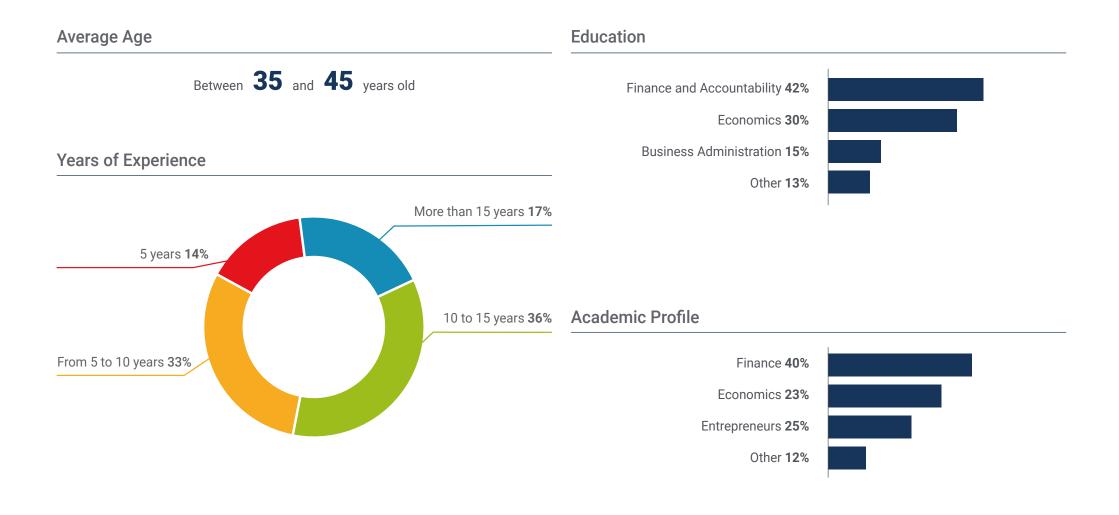
We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



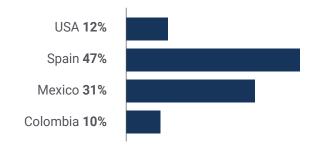
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#### **Geographical Distribution**



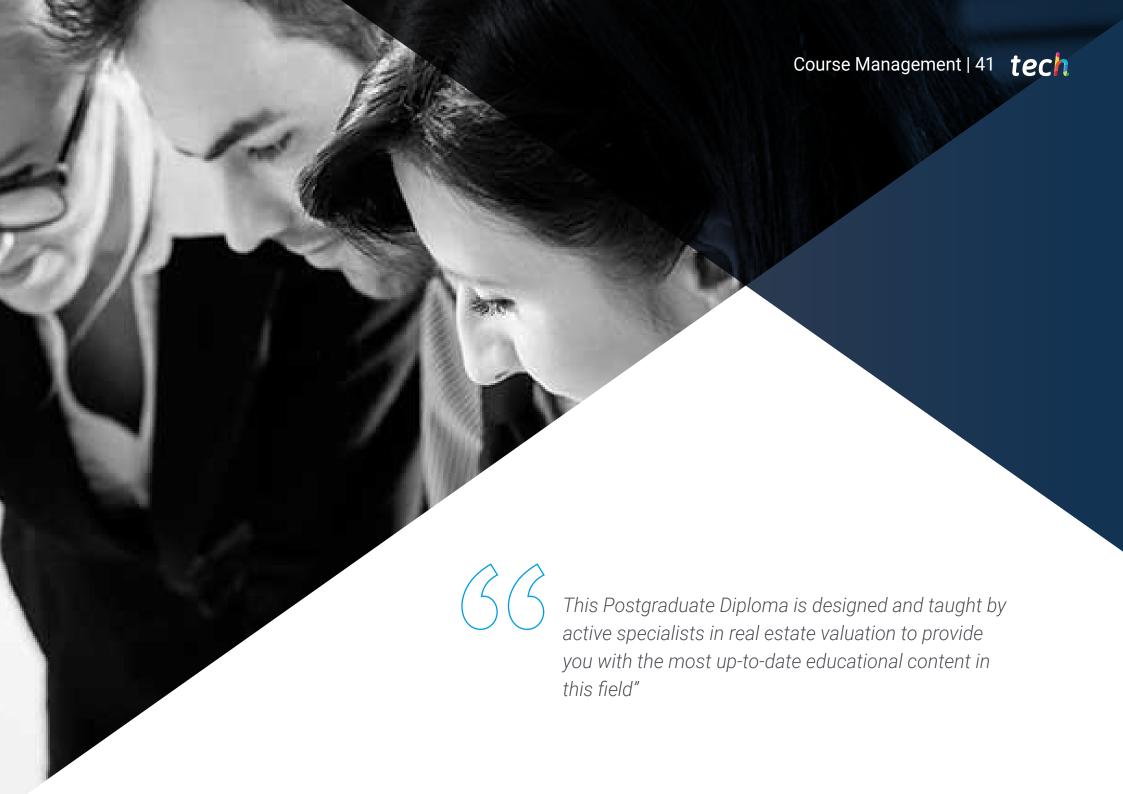


# **Carla Enriquez Brito**

Investor specialized in buying and selling housing

"Increasing my methodological knowledge about the valuation of real estate was my main objective to achieve professional growth. This program has given me the best tools to achieve it, adapting my learning to my own schedules to optimize and liven up the teaching process" Investor specialized in the purchase and sale of housing





### tech 42 | Course Management

#### Management



#### D. Loras González, Diego

- CEO and founder of Loan Financial Solutions
- Commercial Director at Homes Agents
- Area Manager at Tecnocasa
- Degree in Law from the Complutense University of Madrid

#### **Professors**

#### Dr. García Rojas, Christian

- Valuations & Advisory Consultant at Cushman & Wakefield
- Heritage Manager at Servihabitat
- Tax and property advisor at Rojas Abogados y Economistas
- Property Manager at Building Center
- Graduated in Economics from the University of Barcelona
- Master in Business Administration and Management from the ESERP Business & Law School

#### Dr. Perez Rubio, Fernando

- Manager, administrator and head of works in various construction companies
- Manager and administrator at Constructora 973 SL
- Decorator and construction manager at Ambiental SL
- Responsible for buying and selling assets for renovation



## Course Management | 43 tech

#### Dr. Monux Fernandez, Francisco

- CEO at Maitea Real Estate
- Sales Consultant at Audi M Conde Premium
- Sales consultant and product specialist at Nissan Ibericar Reicomsa
- Real Estate and Property Agent Course
- Farm Management Course

#### D. Martinez Monte, Raul

- D. Martinez Monte, Raul
- Commercial and Financial Director at Homes.AG
- Rental management coordinator at Solfinc SL
- Graduated in Economics from Pompeu Fabra University
- Postgraduate in Financial Markets from the University of Alicante





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

TECH's Postgraduate Diploma in International Real Estate Valuation Methodology is an intensive program that prepares you to face challenges and business decisions in the real estate sector. The 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 interact with the best, this is the place for you"

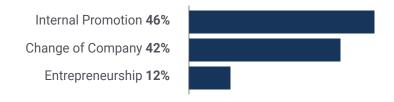
After completing this degree, you will increase your chances of obtaining a relevant salary increase close to 25%.

Grow professionally in your own company or in other top-level companies in your sector through this Postgraduate Diploma.

#### When the change occurs



#### Type of change



#### Salary increase

After completing this program, you will increase your chances of obtaining a relevant salary increase close to 25%

Salary before

€50,000

A salary increase of

25,2%

Salary after

€62,600





## tech 50 | Benefits for Your Company

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



#### 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.



# 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.



#### **Building agents of change**

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



#### Increased international expansion possibilities

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







### **Project Development**

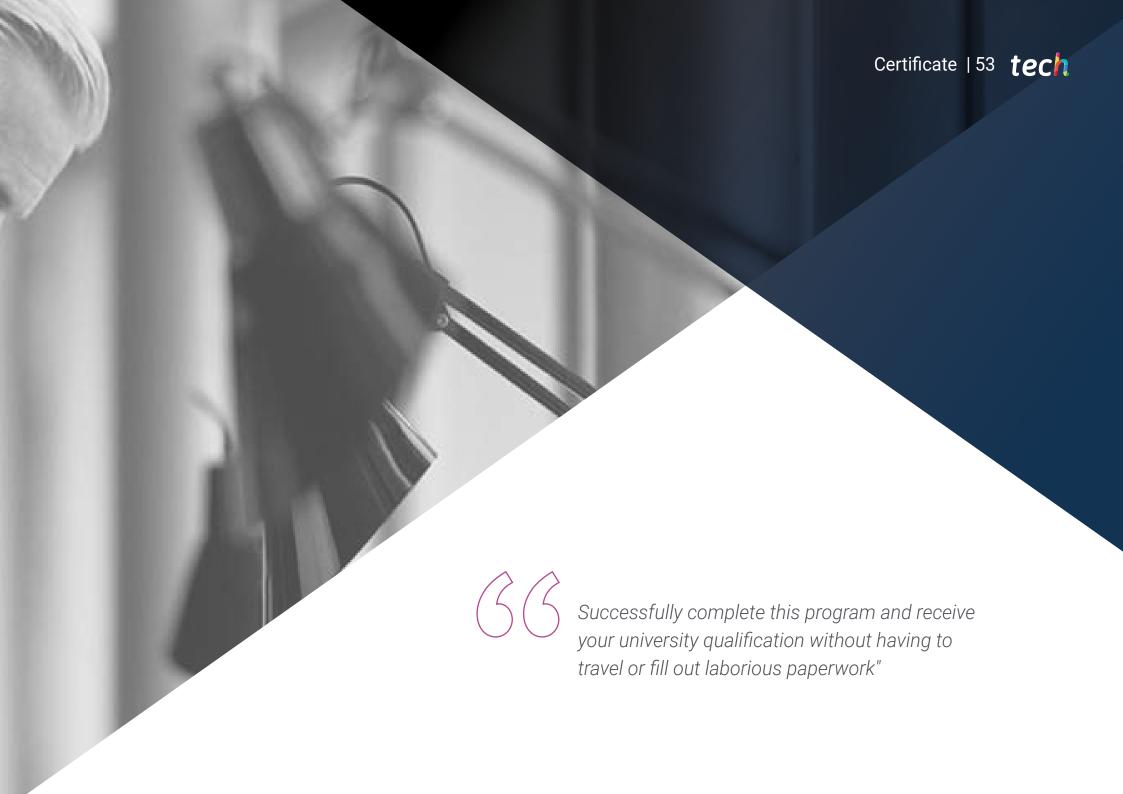
The professional can work on a real project or develop new projects in the field of R & D or business development of your company.



#### Increased competitiveness

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





### tech 54 | Certificate

This **Postgraduate Diploma in International Real Estate Valuation Methodology** contains the most complete and updated program on the market.

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

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

Title: **Postgraduate Diploma in International Real Estate Valuation Methodology.**Official N° of hours: **450 h.** 



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



## Postgraduate Diploma International Real Estate Valuation Methodology

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- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online

