
Property Valuation Methods: Comparable, Income and Cash Flow Training Course

4 – 8 January 2027
Vienna





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Programme Summary

Property valuation methods are the subject of this five-day training course for property investment, asset management, lending and valuation review leaders at managerial level, ending in a valuation review file for one income-producing asset. Investment, lending and ownership decisions rest on a value figure that is often accepted without testing the evidence behind it. The approach moves from market economics, through the comparable, income capitalisation and discounted cash flow methods, to report review, and then to a worked file. Mars Training Centre UK delivers this programme in property valuation methods.

The Business Case

When a valuation is accepted without challenge, an asset can be bought or financed at a price that the rent, the market and the risk do not support. Leaders who can read the evidence behind a value, compare methods and question assumptions make sounder, better documented investment and lending decisions in practice and explain them clearly to boards and credit committees.

- Pricing Error on Acquisitions: Falls as rents, yields and comparable evidence are tested before a bid or approval.
- Lending Exposure: Reduces as valuation assumptions are reviewed against income and market conditions.
- Portfolio Reporting Quality: Improves as methods and inputs are recorded in a consistent review file.

Principles and Evidence Base

- International Valuation Standards IVS: Their requirements on bases of value, inputs and reporting shape the report review work in Session 4.
- RICS Valuation - Global Standards: Their approach to valuer judgement and report content guides the checks used in Sessions 4 and 5.
- Time Value of Money: Discounting and capitalisation of future income underpin the income and cash flow work in Sessions 2 and 3.

Intended Participants

- Investment leaders who decide whether to buy, hold or sell income-producing property.
- Asset managers who commission, receive and act on valuations across a portfolio.
- Lending and credit leaders who rely on valuation reports to size and secure property loans.
- Valuation review managers who challenge the assumptions and evidence in reports.

The programme serves banking, real estate investment, development and public-sector property functions.



Learning Outcomes

1. Participants will be able to analyse supply, demand, rent and vacancy evidence to read a property market.
2. Participants will be able to construct a comparable evidence set and adjust it for differences between assets.
3. Participants will be able to calculate value using income capitalisation and justify the yield chosen.
4. Participants will be able to build a discounted cash flow and test how value responds to its assumptions.
5. Participants will be able to evaluate a valuation report for basis of value, evidence and reasoning.
6. Participants will be able to defend a valuation review file to an investment or credit committee.

Programme Structure

Day 1: Property Market Economics for Valuation

What do supply, demand and cycles say about rents and value?

- Supply and Demand Balance in Property Markets
- Rent, Vacancy and Absorption Indicators
- Property Cycle Phases and Turning Points
- Yield as a Price for Risk and Growth
- Market Evidence Sources

Day 2: Comparable and Income Capitalisation Methods

How is value derived from sales evidence and from net income?

- Comparable Sales Selection and Adjustment Grid
- Net Operating Income Build-Up
- Capitalisation Rate Extraction from Transactions
- Reversionary and Term Income Treatment
- Cross-Check of Comparable and Income Results

Day 3: Discounted Cash Flow Valuation

How are future income and exit value converted into a present value?

- Multi-Period Cash Flow Layout
- Rent Review, Lease Expiry and Void Assumptions
- Discount Rate and Exit Yield Selection
- Sensitivity and Scenario Tables
- Net Present Value and Internal Rate of Return Reading



Day 4: Reviewing Valuation Reports

How is a valuation report tested for basis, evidence and reasoning?

- Basis of Value and Assumptions Check
- International Valuation Standards Reporting Requirements
- Evidence Quality and Reconciliation Test
- Lender Review Questions for Security Value
- Red-Flag Register for Valuation Reports

Day 5: Applying Property Valuation Methods to an Asset

Is the valuation review file ready for an investment or credit committee?

- Applying the Session 1 Market Reading to the Chosen Asset
- Running the Session 2 Comparable and Income Results
- Testing the Session 3 Cash Flow Assumptions
- Applying the Session 4 Report Checks to a Sample Report
- Completing the Valuation Review File

Methodology

The programme is built around structured exercises and data workshops that move from market evidence to a reasoned conclusion. Participants use anonymised rent, sales and lease data for office, retail and logistics assets, build each method in small teams, record each assumption, compare the results and defend their conclusions before a simulated credit committee.

- Suggested activity: Adjusting a set of five sales comparables for location, size and lease terms.
- Suggested activity: Building a cash flow for a multi-let office and testing an exit yield change.
- Suggested activity: Marking up a sample valuation report for unsupported assumptions.

Capstone Output

Each participant completes a valuation review file for one income-producing asset. It contains a market reading, a comparable evidence grid, an income capitalisation result, a discounted cash flow with sensitivity tables, a reconciliation and a report check log. It is used to brief an investment or credit committee and to question the next valuation received.

Frequently Asked Questions

Is property valuation methods training suitable for leaders who are not valuers?

Yes. It is set at managerial level and assumes responsibility for investment, asset or lending decisions, not professional valuation practice.



Which standards do property valuation methods rest on in this programme?

Property valuation methods rest on the International Valuation Standards and the RICS Valuation - Global Standards.

How is the valuation review file from property valuation methods training used at work?

You use the valuation review file to brief an investment or credit committee, challenge assumptions in a received report and keep a consistent record of methods and inputs.