

Prepared by Dr. Weam Nasan Agha

REA625
Real Estate Valuation

Lecture 10



Real Estate Management

Lecture 10

REA625

Real Estate Valuation

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Recap - Lecture 9

Reconciliation of Valuation Results

Definition and Concept

Principles of Proper Reconciliation

Steps for Reconciliation

Methods of Reconciliation

Scale for Interpreting Differences Between Approaches

Sample Reconciliation Table

Cases Where Integration is Professionally Mandatory

Numerical Example

Concept and Importance

Final Check Checklist

Value Reasonableness Cross-Checks

The Final Check

Recap - Lecture 9

Valuation Models

Definition and Concept

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Types of Valuation Models

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Selection and Use of Valuation Models

Practical Use of Models

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Valuation Model Documentation

Recap - Lecture 9

Valuation of Portfolios

Definition and Concept

Types of Portfolio Valuation

Key Considerations in Portfolio Valuation

Factors Affecting Portfolio Value

Comparison: Single Asset vs Portfolio Valuation

Steps for Portfolio Valuation

Contents

- *Specialized Valuation Components*
- *Real Estate Valuation and Sustainability*
- *Artificial Intelligence in Real Estate Valuation*

Specialized Valuation Components

➤ Concept

How does a professional real estate valuer think?

The starting point is always  Real Property Interest

✓ Brand / Intangible Assets

✓ Plant & Equipment

✓ Liabilities

✓ Inventory

Are there additional components affecting value?

✓ Outcome: A multi-component, integrated valuation

A **professional real estate valuer** must understand **these components** in order to **properly assess** assets associated with real estate and **ensure that the valuation reflects all relevant value drivers** in accordance with international standards.

Specialized Valuation Components

Intangible Assets

➤ Definition and Concept

Element	Description
Definition	A non-monetary, non-physical asset that grants its owner legal rights and economic benefits
Principle	It has no physical substance but possesses real economic value
Difference from Real Estate	Real estate is tangible; Intangible assets derive value from their economic characteristics

Specialized Valuation Components

Intangible Assets

➤ Types of Intangible Assets

Category	Examples	Relevance to Real Estate
Marketing-related	Trademarks, domain names	Hotel brand, restaurant name
Customer-related	Customer lists, contracts	Established tenant base
Contract-based	Licensing agreements, franchise rights	Long-term lease agreements
Technology-based	Patents, software	Building management systems
Goodwill	Residual value after all assets are valued	Corporate brand value

Specialized Valuation Components

Intangible Assets

➤ Three Approaches to the Valuation of Intangible Assets

Market Approach (Rare)

This approach is
rarely used
because of:

- Comparison with transactions involving similar intangible assets
- **"At what price was a comparable asset sold?"**

✓ Limited availability of data

✓ Transactions are often not publicly disclosed

✓ Intangible assets are inherently unique

Examples

- Sale of a domain name (e.g., "Hotels.com")
- Sale of broadcast spectrum rights
- Sale of a small company's trademark

Specialized Valuation Components

Intangible Assets

➤ Three Approaches to the Valuation of Intangible Assets

Cost Approach (Limited Use)

This approach is
limited
Because of:

Examples

- Cost of replacing the asset with an equivalent one
- "**How much would it cost to recreate this asset**"

✓ It does not reflect income-generating ability

✓ It may not reflect market value

- **1) Internal Software** : A company has a proprietary management system
Development cost = 2,000,000 👉 Value ≈ replacement/redevelopment cost
- **2) Assembled Workforce** : A trained workforce within a company
Recruitment + training cost = 500,000 👉 Represents an approximate value

Specialized Valuation Components

Intangible Assets

➤ Three Approaches to the Valuation of Intangible Assets

Income Approach (Most Common)

- Present value of attributable cash flows
- "How much income does this asset generate? "

This approach is **This is the most widely used** approach in professional valuation practice (RICS / IVS)

1) Relief-from-Royalty Method

2) MPEEM (Multi-Period Excess Earnings Method)

3) With-and-Without Method

Specialized Valuation Components

Intangible Assets

➤ Three Approaches to the Valuation of Intangible Assets

Income Approach
(Most Common)

1) Relief-from-Royalty Method

“How much would I pay if I did not own the asset?”

Examples

- A hotel uses a brand such as Hilton
- If it did not own the brand → it would pay 5% royalty
- 👉 Therefore: **Brand value = value of avoided royalty payments**

Specialized Valuation Components

Intangible Assets

➤ Three Approaches to the Valuation of Intangible Assets

Income Approach
(Most Common)

2) MPEEM (Multi-Period Excess Earnings Method)

“What portion of earnings is attributable solely to this intangible asset?”

Examples

- Total hotel income = 1,000,000
- Real estate contribution = 600,000
- Equipment contribution = 200,000
- 👉 Residual = 200,000
- 👉 This represents income attributable to the intangible asset (e.g., brand or management)

Specialized Valuation Components

Intangible Assets

➤ Three Approaches to the Valuation of Intangible Assets

Income Approach
(Most Common)

3) With-and-Without Method

“What is the difference in performance with and without the asset?”

Examples

- Profit with brand = 1,000,000
- Profit without brand = 700,000
- 👉 Difference = 300,000
- 👉 This represents the value of the asset

Specialized Valuation Components

Intangible Assets

➤ Three Approaches to the Valuation of Intangible Assets

Examples Hotel

Given:

- Total NOI = 1,000,000
- Property income = 600,000
- Brand value = 250,000
- Management value = 150,000
- Capitalization rate = 10%

Required: Calculate the value of the real estate only

Solution: Property value = $600,000 \div 10\% = 6,000,000$

Specialized Valuation Components

Non-Financial Liabilities

➤ Definition and Key Distinction

Element	Financial Liability	Non-Financial Liability
Settlement method	Cash	Goods or services
Asset–liability symmetry	Exists 	Often absent 
Profit margin	Not required	Required for the performer
Example	Bank loan	Product warranty, environmental obligation

Specialized Valuation Components

Non-Financial Liabilities

➤ Common Types of Non-Financial Liabilities

Type	Real Estate Example
Deferred revenue	Rent paid in advance for services not yet delivered
Environmental obligations	Cost of cleaning a contaminated industrial site
Asset retirement obligations	Demolition costs at the end of a building's life
Warranty obligations	Guarantees on newly constructed buildings
Loyalty programs	Unredeemed reward points in commercial developments

Specialized Valuation Components

Non-Financial Liabilities

➤ Three Approaches to the Valuation of Non-Financial Liabilities

Market Approach (Limited use)

- Comparison with market-based pricing
- **"What does the market charge to fulfil this obligation"**
- It is used When observable market prices for the service exist , e.g. construction contracts or environmental services

This approach is
Limited use
because of:

✓ Prices are not always available

✓ Each liability has unique characteristics

Examples

- Site remediation cost = 1,000,000
- 👉 This directly represents the liability value

Specialized Valuation Components

Non-Financial Liabilities

➤ Three Approaches to the Valuation of Non-Financial Liabilities

Cost Approach (Limited use)

This approach is
Limited use
because of:

Examples

- Direct cost of fulfilment
- **"What does it cost to fulfil the obligation only?"**

✓ Ignores profit

✓ Ignores execution risk

✓ Does not reflect market behaviour

- Repair cost only = 500,000
- ✗ Not sufficient for a proper valuation
- 👉 Must add: Profit + Risk → to reach a valid value

Specialized Valuation Components

Non-Financial Liabilities

➤ Three Approaches to the Valuation of Non-Financial Liabilities

Income Approach
(Most Common)

- Present value of fulfilment costs
- "What is the real cost of fulfilling the obligation, considering time and risk? "

This is **the most important and widely used** approach

1) Top-Down

2) Bottom-Up (most common)

Specialized Valuation Components

Non-Financial Liabilities

➤ Three Approaches to the Valuation of Non-Financial Liabilities

Income Approach (Most Common)

1) Top-Down

“How much does the market charge to fulfil this obligation?”

- Used when a reliable price is available
- Starts from market price
- **Liability components** (for analysis purposes):
Market price – Costs– Profit

Examples

The liability reflects the **cost of exiting the obligation**, not merely the internal cost of performing it.

- Market price for site remediation = 1,000,000
 - Costs = 800,000
 - Profit = 200,000
 - 👉 Conclusion: **Value of the liability = 1,000,000**
- ✓ *Because this represents the full cost required to transfer or settle the obligation in the market, including: Costs & Contractor's profit*

Specialized Valuation Components

Non-Financial Liabilities

➤ Three Approaches to the Valuation of Non-Financial Liabilities

Income Approach
(Most Common)

2) Bottom-Up (most common)

- Used when No observable market price
- Starts from **Direct and indirect fulfilment costs components**
- Contractor's profit margin
- Risk margin (uncertainty)
- = **Adjusted cash flows** → **discounted to present value**

Examples

- Direct repair costs = 500,000
- Contractor's profit = 100,000
- Risk margin = 50,000
- 👉 Cash flow = 650,000
- 👉 Discounted → **Value of the liability**

Specialized Valuation Components

Non-Financial Liabilities

➤ Three Approaches to the Valuation of Non-Financial Liabilities

Income Approach
(Most Common)

1) Top-Down

2) Bottom-Up (most common)

A non-financial liability is not valued as a simple cash amount, but as:

“Cost of fulfilment + profit margin + risk margin”

“A liability is not merely an accounting figure; it is a **real amount** that will be deducted from **the asset’s market value.**”

Specialized Valuation Components

Inventory

➤ Types of Inventory and Key Distinctions

Type	Definition	Appropriate Approach
Raw Materials	To be used in production	Cost Approach (CRCM) – directly replaceable in the market
Work in Progress (WIP)	Mid-production stage	Income Approach (Top-Down)
Finished Goods	Ready for sale	Income Approach (Top-Down)

Specialized Valuation Components

Inventory

➤ Three Approaches to the Valuation of Inventory

Market Approach (Rare)

- Comparison with market prices
- "At what price is this inventory currently traded in the market? "
- It is used for Standardised commodities

This approach is
rarely used
because of:

- ✓ Inventory is often heterogeneous
- ✓ Limited availability of observable transactions
- ✓ Inventory is rarely sold as a standalone asset

Examples

- Market price of steel per ton = 3,000
- 👉 This directly represents the inventory value

Specialized Valuation Components

Inventory

➤ Three Approaches to the Valuation of Inventory

Cost Approach (Limited use)

- Cost to produce or replace
- "What did this inventory cost?"
- It is used for Raw materials and As a cross-check method

This approach is
Limited use
because of:

✓ Does not reflect profit

✓ Does not reflect market demand

Examples

- Cost of materials = 200,000
- 👉 This is not necessarily the market value

Specialized Valuation Components

Inventory

➤ Three Approaches to the Valuation of Inventory

Income Approach
(Most Common)

- Economic value of inventory
- **"What profit will this inventory generate upon sale?"**

This is the **principal approach**

1) Top-Down (Primary Method)

2) Bottom-Up (Cross-check Method)

Specialized Valuation Components

Inventory

➤ Three Approaches to the Valuation of Inventory

Income Approach
(Most Common)

1) Top-Down (Primary Method)

	Estimated Selling Price (-) Costs to Complete (for WIP) (-) Costs of Disposal (selling & delivery) (-) Profit margin on remaining effort (-) Holding costs (if applicable) = Market Value of Inventory	
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Specialized Valuation Components

Inventory

➤ Three Approaches to the Valuation of Inventory

Income Approach
(Most Common)

2) Bottom-Up (Cross-check Method)

Book Value

(+) Costs already incurred

(+) Profit margin on incurred costs

= Should **reconcile with Top-Down result**

Profit is not proportional to cost — intangible assets (such as patents and brands) generate returns that are disproportionate to their cost.”

Examples

Pharmaceutical Inventory with a Patent

- Raw materials = 20% of cost → **Low margin**
 - Patent (intangible asset) = minimal cost → **Very high margin**
- 👉 This demonstrates that:
- Value is driven by **economic benefits**, not just cost

➤ Introduction

The real estate industry is facing dual pressures from economic factors and public policy, driving increasing attention to **sustainability issues**.

Factor	Impact	Relevance to Valuation
Climate Change	Need to reduce emissions to “net zero” by 2050	Fundamental shift in valuation standards
Energy Consumption	Buildings account for 40% of EU energy use	Direct impact on value
Emissions	Buildings responsible for 36% of greenhouse gases	Necessitates energy efficiency assessment
Global Investment	Real estate represents 10% of global investment portfolios	Increasing investor pressure

Real Estate Valuation and Sustainability

➤ The Concept of Sustainability

Sustainability is defined as *“The ability to endure and persist, while enhancing human quality of life within the carrying capacity of supporting ecosystems.”*

Sustainable Development is defined as *“Development that meets the needs of the present without compromising the ability of future generations to meet their own needs.”*

Dimension	Real Estate Application	Measurement Indicators
(1) Environmental	Energy efficiency, sustainable materials	EPCs, BREEAM
(2) Economic	Lifecycle cost	LCC, DCF
(3) Social	Indoor environmental quality, health	Comfort standards

➤ Market Participants and Sustainability

Market Participants and Sustainability

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graph TD; A[Market Participants and Sustainability] --> B[Corporate Social Responsibility (CSR)]; A --> C[The Green Financial System]; A --> D[Responsible Property Investment (RPI)];
```

**Corporate Social
Responsibility (CSR)**

The Green Financial System

**Responsible Property
Investment (RPI)**

➤ Market Participants and Sustainability

Corporate Social Responsibility (CSR)

Drivers for adopting CSR:

- Regulatory compliance
- Reputational risk mitigation
- Attracting ethical investors
- Achieving operational efficiencies
- Meeting customer expectations

The Green Financial System

Central Bank Initiatives:

- NGFS (Network for Greening the Financial System)
- TCFD (Task Force on Climate-related Financial Disclosure)
- Climate risk assessment in portfolios (assets worth \$120 trillion)

➤ Market Participants and Sustainability

Responsible Property Investment (RPI)

UN Principles for Responsible Investment:

Principle	Application	Impact on Valuation
ESG Integration	Environmental, Social, Governance	New valuation criteria
Disclosure	Sustainability reporting	Greater transparency
Engagement	Collaboration with tenants	Green leases

Real Estate Valuation and Sustainability

➤ The Three-Dimensional ESG Classification

A) Environmental Factors

Code	Factor	Impact on Valuation
a	Regulatory energy ratings and required upgrades	Future capital expenditure
b	Energy consumption (heating, cooling, lighting)	Impact on NOI and operating costs
c	Types of energy used (electricity, oil, gas)	Transition risk and cost
d	On-site energy generation (renewables)	Potential value premium
e	Renewable energy systems (solar panels, heat pumps)	Reduced operating costs
f	Certifications (BREEAM, LEED, WELL)	Market value indicator
g	Greenhouse gas emissions	Risk of economic obsolescence
h	Emissions pathway analysis (CRREM in Europe)	Stranded asset analysis
i	Physical climate risks (flooding, heat, drought, sea level rise)	Direct impact on value
j	Water use and management systems	Operating and compliance costs
k	Biodiversity (green coverage, biodiversity plans)	Increasing planning requirements
l	Construction and refurbishment materials	Lifecycle assessment

➤ The Three-Dimensional ESG Classification

B) Social Factors

Code	Factor	Impact on Valuation
m	Location characteristics (connectivity, infrastructure)	Impact on demand and rents
n	Mobility (EV charging points, bicycle facilities)	Building quality indicator
o	Accessibility for people with disabilities	Legal and market requirements
p	Indoor air quality (ventilation, CO ₂ , temperature)	Tenant productivity impact
q	Community impact (congestion, light pollution, noise, amenities)	Demand influence
r	Adaptability (ease of repurposing buildings)	Functional flexibility value

➤ The Three-Dimensional ESG Classification

C) Governance Factors

Code	Factor	Impact on Valuation
s	Safety (compliance with regulations and market expectations)	Mandatory legal compliance
t	Ownership risks linked to criminal activity (money laundering, sanctions)	Legal and reputational risks
u	Ownership/occupancy impact where ESG perception is negative	Reputational value risk
v	Diversity, Equity & Inclusion (DEI)	Quality of inclusive design
w	Sustainability-linked lease clauses (green leases)	Impact on leasing terms
x	Planning, zoning, heritage, and legal matters	Development constraints and opportunities

➤ Green Building

A green building is defined as *“a building that uses resources (energy, water, materials) more efficiently than current construction standards, generates lower emissions and waste, and provides a healthier indoor environment”*

➤ Green Leases

There are types of green leases:

Type	Description	Typical Clauses
Light Green	Basic obligations	• Cooperation on energy-saving initiatives • Provision of energy/water data • No deterioration of building energy performance
Dark Green	Comprehensive obligations	• Defined targets for energy, waste, water • Sub-metering & periodic reporting • Rent review linked to environmental performance • Incentives & penalties • Retention of environmental improvements at lease expiry

➤ Green Leases

Key Components of a Green Lease

Clause	Description
Energy efficiency targets	Maintain and improve EPC rating
Energy management	Energy plan and data provision
Maintenance	Landlord obligation to maintain environmental systems
Alterations	Restriction on works that reduce environmental performance
Service charges	Allocation linked to environmental performance
End-of-lease assessment	EPC deterioration treated as dilapidation

Real Estate Valuation and Sustainability

➤ Valuation and Sustainability: Practical Considerations

Core Principle: *“The valuer reflects the market as it is, not as it ought to be.”*

A valuer can only provide an opinion of value based on market evidence, not on future expectations or ethical considerations.

Impact of Sustainability on Value

“The impact of sustainability on value is assessed through reliance on actual market evidence derived from comparable transactions.”

Sustainability factor (energy / climate / environment)

Does it influence buyer/tenant behaviour?

Yes

Affects market value

Premium for sustainable buildings or
discount for non-compliant buildings

No

Not reflected in current value

Real Estate Valuation and Sustainability

➤ General Rule on Premiums/Discounts (EVS 2020)

There is no universal rule for premiums or discounts related to environmental factors.

Factor	Impact
Market conditions	Strong markets may not differentiate
Data transparency	Lack of data limits measurement
Location & sector	Commercial more sensitive than residential
Consumer awareness	Varies by market
Regulatory framework	Current and future compliance requirements

➤ Green Value

Green value is not a separate value, but part of the overall Market Value.

Concept	Definition	Practical Reality
Green Premium	Added value for sustainable buildings	May appear in mature markets
Brown Discount	Discount for non-sustainable buildings	More common
Transition	From premium to standard	Sustainability becomes baseline

Real Estate Valuation and Sustainability

➤ Valuation Approaches for Sustainable Real Estate

Traditional Approaches

All traditional approaches remain applicable:

- **Market Approach** → best with comparable evidence
- **Income Approach / DCF** → captures operational differences
- **Cost Approach** → estimates upgrade costs

Advanced Analytics

- **Multiple regression analysis** → isolate sustainability impact
- **Big data analytics** → detect patterns
- **Simulation models** → assess future scenarios

➤ Key Challenges for Valuers

Challenge	Description	Proposed Solution
Data scarcity	Limited comparable transactions	Use advanced analytics
Overlap	Difficulty isolating sustainability impact	Robust statistical analysis
Rapid change	Evolving standards and expectations	Continuous learning
Subjectivity	Differing opinions on importance	Rely on market evidence

Real Estate Valuation and Sustainability

➤ Sustainability Requirements in Valuation Reports

Requirement	Description
Disclosure of certifications	State any environmental certification
Relevant factors	Explain how sustainability was considered
Limitations	Highlight data constraints
Assumptions	Disclose environmental compliance assumptions
Compliance costs	Estimate future environmental costs where relevant

Artificial Intelligence in Real Estate Valuation

➤ Introduction

The real estate valuation sector is undergoing a fundamental transformation due to the **integration of Artificial Intelligence (AI)** across all stages of the valuation process, from data collection to final reporting.

Modern international standards (RICS, IVS, EVS) consistently emphasize one unified principle:

Artificial Intelligence does not generate independent value; it is only used to support professional judgment.

AI = Analytical tool

Valuer = Final decision-maker

Artificial Intelligence in Real Estate Valuation

➤ Comparative Framework of AI Standards in Real Estate Valuation (RICS – IVS – EVS)

Aspect	RICS (2026)	IVS (2025)	EVS (2025)
Nature of document	Mandatory professional (conduct) standard	Advisory perspective paper	Under development
Enforceability	Effective from 9 March 2026	Under consultation until 2026	To be included in future EVS editions
Main focus	Governance and accountability	Opportunities, risks, and principles	Impact on market value
AI stance	Support tool with mandatory oversight	Does not produce independent valuation	Limitations appear during market stress
Main limitation	Transparency and explainability requirements to reduce “black box” risks	Dependence on data quality and model assumptions limits accuracy	Use of outdated data that does not reflect current market reality is one of the most critical AI limitations, especially during market crises

Artificial Intelligence in Real Estate Valuation

➤ Core Mandatory Requirements (RICS AI Standard)

Core Mandatory Requirements (RICS AI Standard)

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graph TD; A[Core Mandatory Requirements (RICS AI Standard)] --- B[1. Governance & Risk Management]; A --- C[2. Professional Judgment & Accountability]; A --- D[3. Transparency & Client Communication]; A --- E[4. Ethical Development of AI];
```

1. Governance & Risk Management

2. Professional Judgment & Accountability

3. Transparency & Client Communication

4. Ethical Development of AI

Artificial Intelligence in Real Estate Valuation

➤ Core Mandatory Requirements (RICS AI Standard)

1. Governance & Risk Management

Firms must implement clear AI governance policies, including:

☐ Documented AI usage policies (permitted & prohibited uses)

☐ Comprehensive AI risk registers (bias, privacy, accuracy risks)

☐ Vendor due diligence frameworks

☐ Regular performance and model drift monitoring

Artificial Intelligence in Real Estate Valuation

➤ Core Mandatory Requirements (RICS AI Standard)

2. Professional Judgment & Accountability

*Valuers
must:*

☐ Assess AI outputs critically

☐ Maintain full responsibility for valuation outcomes

☐ Apply professional skepticism throughout

Human-in-the-loop principle:

AI may assist, but cannot replace the valuer's final decision or signature.

Artificial Intelligence in Real Estate Valuation

➤ Core Mandatory Requirements (RICS AI Standard)

3. Transparency & Client Communication

Mandatory disclosure requirements include:

☐ How and where AI is used in the valuation process

☐ Client consent and opt-out options

☐ Liability and professional indemnity coverage disclosures

☐ Complaint and dispute mechanisms related to AI use

Artificial Intelligence in Real Estate Valuation

➤ Core Mandatory Requirements (RICS AI Standard)

4. Ethical Development of AI

☐ Data quality assessments are required

☐ Stakeholder involvement is mandatory

☐ ESG and sustainability impacts must be considered

☐ Legal compliance must be ensured

*For firms
developing
AI systems:*

Artificial Intelligence in Real Estate Valuation

➤ Practical Application Model /AI Use in Valuation Process/

Stage 1: Data collection & analysis (AI-assisted)

- ☐ AVMs for preliminary screening
- ☐ Big Data analytics for market trends
- ☐ GIS + AI spatial analysis

Stage 2: Method selection & application (Professional judgment)

- ☐ Valuer evaluates AI outputs
- ☐ Applies professional adjustments
- ☐ Ensures skepticism and validation

Stage 3: Reporting (Mandatory disclosure)

- ☐ Document AI usage (what, why, how)
- ☐ Provide client disclosure
- ☐ Valuer remains fully accountable

Artificial Intelligence in Real Estate Valuation

➤ Impact on Valuation Approaches

Market Approach + AI

- ❖ Identifying best comparable transactions
- ❖ Statistical adjustment analysis (hedonic pricing)
- ❖ Real-time database updates
- ❖ Outlier detection

Income Approach + AI

- ❖ Improved cash flow forecasting
- ❖ Vacancy and risk modelling
- ❖ ESG risk integration
- ❖ Scenario-based DCF modelling

Cost Approach + AI

- ❖ Reconstruction cost estimation using big data
- ❖ Image-based condition analysis
- ❖ Real-time construction cost updates
- ❖ Depreciation modelling

➤ AI Risks in Valuation

Risk type	Description	Mitigation
AI hallucination	Plausible but incorrect outputs	Mandatory professional skepticism
Data bias	Non-representative training data	Data quality verification
Black box problem	Lack of explainability	Explainable AI (XAI) requirement
Outdated data	Models not reflecting current market conditions	Model drift monitoring
Misuse of model	Using AI outside intended scope	Fit-for-purpose validation
Loss of accountability	Shifting responsibility to AI	Valuer remains fully responsible

Lecture Summary: Quick Review

Specialized Valuation Components

Concept

Intangible Assets

Non-Financial Liabilities

Inventory

Real Estate Valuation and Sustainability

Introduction

The Concept of Sustainability

Market Participants and Sustainability

The Three-Dimensional ESG Classification

Green Building

Lecture Summary: Quick Review

Real Estate Valuation and Sustainability

Green Leases

Valuation and Sustainability: Practical Considerations

General Rule on Premiums/Discounts (EVS 2020)

Green Value

Valuation Approaches for Sustainable Real Estate

Key Challenges for Valuers

Sustainability Requirements in Valuation Reports

Lecture Summary: Quick Review

Artificial Intelligence in Real Estate Valuation

Introduction

Comparative Framework of AI Standards in Real Estate Valuation (RICS – IVS – EVS)

Core Mandatory Requirements (RICS AI Standard)

Practical Application Model /AI Use in Valuation Process/

Impact on Valuation Approaches

AI Risks in Valuation



Thank You