



FINANCE AND TREASURY TRAINING

Real Estate Market Analysis and Appraisal

5 day course

Classroom, online or in-house

Course overview

This course covers the market analysis underpinning a property appraisal. Delegates work through market and submarket definition, supply and demand analysis, absorption and vacancy, comparable selection and adjustment, and highest and best use analysis. Considerable attention goes to the evidence problem: appraisal methods assume a supply of comparable transactions that many African markets do not provide, and the course covers the adjustments, disclosures and documented reasoning that make an appraisal defensible in that setting.

What you will learn

- Define a market and submarket for analysis purposes
- Analyse supply, demand, absorption and vacancy
- Select and adjust comparable transactions defensibly
- Carry out highest and best use analysis
- Handle appraisal where comparable evidence is scarce
- Document reasoning so an appraisal withstands challenge
- Disclose the limitations of an appraisal honestly

Who should attend

- Valuers and appraisers
- Property analysts and researchers
- Lenders relying on appraisal evidence
- Developers and investors
- Municipal and public sector property officials

Course outline

- 01 Market and submarket definition
- 02 Supply and demand analysis
- 03 Absorption, vacancy and their interpretation
- 04 Comparable selection and adjustment
- 05 Highest and best use analysis
- 06 Appraisal with scarce comparable evidence
- 07 Documenting reasoning for challenge
- 08 Disclosing limitations honestly

Upcoming dates

Dates	Venue	Format	Fee per delegate
3 to 7 September 2026	London, United Kingdom	Classroom	R11,995
20 to 24 September 2026	Cape Town, South Africa	Classroom	R11,995
3 to 7 October 2026	Windhoek, Namibia	Classroom	R11,995
22 to 26 October 2026	Cape Town, South Africa	Classroom	R11,995

Fees and how to register

Online **from R6,500** per delegate, classroom **from R11,995** per delegate, in-house training is quotation on request. Book 2 or more delegates on this course and save 10%.



To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

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