



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
28 September to 2 October 2026	Cape Town, South Africa	Classroom	R19,950
5 to 9 October 2026	Online	Online	R8,500
19 to 23 October 2026	Lusaka, Zambia	Classroom	USD 1,325
8 to 12 March 2027	Pretoria, South Africa	Classroom	R19,950

Fees and how to register

This 5 day course is **R8,500** per delegate online, **R19,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 1,325** in the classroom elsewhere in Africa. 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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