Datastat Research
Building Capacity in Training and Research

DATASTAT TRAINING IN

OFFICIAL COURSE PROSPECTUS

Center for Advanced Research & Professional Development

Nairobi Training Center • Global Virtual Academy • Corporate On-Site

REAL ESTATE INSTITUTE

Training course on Market Comparison Approach (MCA) Best Practices

Comprehensive Course Syllabus, Practical Modules & Upcoming Schedules

PROGRAM SPECIFICATIONS & HIGHLIGHTS

DURATION
10 Days Practical Hands-on

DELIVERY MODES
In-Person Class & Live Virtual

CERTIFICATION
Accredited Certificate of Completion

INTAKES / DATES
Multiple Cohort Schedules Included

PREPARED FOR:

Valued Participant

Email: training@datastatresearch.org | Issued: November 25, 2026

Academic & Professional Training Year: 2026

DATASTAT TRAINING INSTITUTE

P.O. Box 102802-00101, Nairobi, Kenya

Training Centers: Nairobi • Mombasa • Kigali • Dubai • Live Virtual Academy

Tel: +254 724 527 104 | +254 734 969 612

Email: training@datastatresearch.org

www.datastatresearch.org

Training course on Market Comparison Approach (MCA) Best Practices

Real Estate Institute • 10 Days Intensive • Accredited Certification

Course Overview

Training Course on Market Comparison Approach (MCA) Best Practices is meticulously designed to equip with the advanced theoretical insights and intensive practical tools necessary to excel in Market Comparison Approach (MCA) Best Practices.

Key Skills & Software Tools Covered

Market Comparison • Real Estate Valuation • Financial Analysis • Benchmarking

Upcoming Training Schedules

Confirmed cohort intakes and venues. Both physical in-person classroom and live virtual online seats are available.

TRAINING DATES	LOCATION / VENUE	FORMAT / DURATION	INVESTMENT (FEE)
7 Dec 2026 – 18 Dec 2026	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
7 Dec 2026 – 18 Dec 2026	Kigali	Classroom / 10d	**$6,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Dubai	Classroom / 10d	**$10,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Cape Town	Classroom / 10d	**$9,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Singapore	Classroom / 10d	**$10,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Istanbul	Classroom / 10d	**$10,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Bangkok	Classroom / 10d	**$10,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Accra	Classroom / 10d	**$8,000 USD / KES 110,000**
4 Jan 2027 – 15 Jan 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**

18 Jan 2027 – 29 Jan 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**

15 Mar 2027 – 26 Mar 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**

26 Apr 2027 – 7 May 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**

21 Jun 2027 – 2 Jul 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**

2 Aug 2027 – 13 Aug 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**

27 Sep 2027 – 8 Oct 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**

8 Nov 2027 – 19 Nov 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**

* Corporate discounts and customized cohort scheduling are available for teams of 3 or more participants.

Course Curriculum & Modules

Normal
0
false
false
false
EN-US
ZH-CN
X-NONE
/* Style Definitions */
table.MsoNormalTable
{mso-style-name:"Table Normal";
mso-tstyle-rowband-size:0;
mso-tstyle-colband-size:0;
mso-style-noshow:yes;
mso-style-priority:99;
mso-style-parent:"";

mso-padding-alt:0in 5.4pt 0in 5.4pt;

mso-para-margin-top:0in;

mso-para-margin-right:0in;

mso-para-margin-bottom:8.0pt;

mso-para-margin-left:0in;

line-height:115%;

mso-pagination:widow-orphan;

font-size:12.0pt;

font-family:"Calibri",sans-serif;

mso-ascii-font-family:Calibri;

mso-ascii-theme-font:minor-latin;

mso-hansi-font-family:Calibri;

mso-hansi-theme-font:minor-latin;

mso-bidi-font-family:"Times New Roman";

mso-bidi-theme-font:minor-bidi;

mso-font-kerning:1.0pt;

mso-ligatures:standardcontextual;}

Training Course on Market Comparison Approach (MCA) Best Practices

Introduction

The Market Comparison Approach (MCA), also known as the Sales Comparison Approach (SCA), is often considered the most direct and intuitive method for valuing real estate. It establishes value by analyzing recent sales of similar properties in the same market. While seemingly straightforward, mastering MCA at an advanced level demands meticulous data collection, sophisticated analysis of comparability, nuanced application of adjustments, and a deep understanding of market dynamics. For appraisers, real estate agents, investors, and developers, honing their MCA skills is paramount for accurately assessing property values, making informed investment decisions, and effectively navigating competitive real estate markets. Errors in applying MCA, particularly in complex or rapidly changing markets, can lead to significant misjudgments of value.

Training Course on Market Comparison Approach (MCA) Best Practices is meticulously designed to equip with the advanced theoretical insights and intensive practical tools necessary to excel in Market Comparison Approach (MCA) Best Practices. We will delve into sophisticated methodologies for identifying truly comparable sales, master the intricacies of quantitative and qualitative adjustment techniques, and explore cutting-edge approaches to analyzing market conditions, property characteristics, and external factors that influence value. Through integrated industry best practices, analysis of real-world complex market scenarios, and hands-on case studies and data analysis exercises, attendees will develop the strategic acumen to confidently apply the MCA, fostering unparalleled accuracy, analytical rigor, and superior decision-making in dynamic real estate markets.

Course Objectives

Upon completion of this course, participants will be able to:

- Analyze the fundamental principles and theoretical underpinnings of the Market Comparison Approach (MCA) as a primary valuation method.
- Master advanced techniques for identifying, verifying, and selecting truly comparable sales in diverse market conditions.
- Develop expertise in performing comprehensive market analysis to understand demand, supply, and trends influencing property values.
- Apply sophisticated quantitative adjustment techniques using statistical analysis and regression modeling for various property attributes.
- Utilize and articulate qualitative adjustment techniques (e.g., ranking analysis, relative comparison analysis) when quantitative data is insufficient.
- Comprehend and accurately apply adjustments for property rights conveyed, financing terms, and non-market sale conditions.
- Analyze and make precise adjustments for market conditions (time/date of sale), including trending and forecasting.
- Identify and quantify adjustments for physical characteristics, condition, quality of construction, and functional utility.
- Assess and adjust for the impact of location factors and external obsolescence on property value.
- Systematically reconcile the adjusted sales prices into a single, well-supported value conclusion.
- Apply MCA best practices to the valuation of diverse and complex property types, including specialized assets.
- Prepare comprehensive and defensible MCA narratives and reports that clearly support valuation conclusions.
- Integrate MCA insights with other valuation approaches to develop a holistic value opinion.

Target Audience

This course is designed for professionals seeking to master the Market Comparison Approach:

- Real Estate Appraisers & Valuers: Seeking to enhance their core competency in market-based valuations.
- Real Estate Agents & Brokers: Improving their pricing and market analysis skills for clients.

- Real Estate Investors & Buyers: Conducting thorough due diligence and assessing acquisition values.
- Property Developers: Understanding market pricing for new projects and existing inventory.
- Financial Analysts: Interpreting appraisal reports and conducting preliminary valuations.
- Asset Managers: Monitoring property values within portfolios.
- Government Assessors & Tax Authorities: For fair and equitable property taxation.
- Real Estate Consultants: Providing market value opinions and advisory services.

Course Duration: 10 Days

Course Modules

Module 1: Foundations of the Market Comparison Approach (MCA)

- Principles underlying the MCA: substitution, supply and demand, contribution, anticipation.
- Role of MCA as a primary valuation approach: strengths, weaknesses, and applicability.
- Overview of the MCA process: data collection, analysis, adjustments, reconciliation.
- Understanding the concept of "comparability" and its importance.
- Introduction to real estate market dynamics and their influence on value.

Module 2: Advanced Data Collection and Market Analysis

- Identifying and researching potential comparable sales: public records, multiple listing services (MLS), commercial databases, private sources.
- Verifying sales data: interviews with parties involved (buyers, sellers, brokers, attorneys).
- Analyzing market conditions: supply and demand trends, absorption rates, vacancy rates, new construction.
- Data quality control: addressing incomplete, inconsistent, or unreliable data.
- Geographic market definition and sub-market analysis.

Module 3: Principles of Comparability and Data Quality

- Criteria for selecting truly comparable sales: property type, location, size, age, utility, market conditions.
- The principle of "arm's length transaction" and its importance in selecting comps.
- Identifying and excluding non-market sales (e.g., foreclosures, family transfers, distressed sales).
- Importance of recent sales and how to handle older sales in dynamic markets.
- Developing a robust comparable sales grid.

Module 4: Quantitative Adjustment Techniques

- Introduction to the mechanics of adjustments: sequence, order, and cumulative impact.
- Paired Sales Analysis: isolating the value of individual property characteristics.

• Statistical Analysis:

- Regression Analysis: using multiple regression to quantify adjustments for various features.
- Sensitivity Analysis: understanding the impact of changes in adjustment factors.
- Cost Analysis (Cost-to-Cure): for physical deterioration and curable functional obsolescence.
- Income Capitalization Analysis (Capitalization of Rent Loss): for income-producing property adjustments.

Module 5: Qualitative Adjustment Techniques

- When quantitative adjustments are difficult or unreliable: qualitative analysis as a supplement or alternative.
- Ranking Analysis: ranking comparables relative to the subject property based on overall superiority/inferiority.
- Relative Comparison Analysis: making subjective but logical adjustments based on broad categories.
- Net Adjustments vs. Gross Adjustments: understanding their implications.
- Supporting qualitative adjustments with strong market commentary and logical reasoning.

Module 6: Adjustments for Property Rights and Financing

- Adjustments for property rights conveyed: fee simple, leased fee, leasehold estates.

• Adjustments for financing terms:

- Non-market financing (e.g., seller financing, assumable mortgages).
- Cash equivalency adjustments.
- Adjustments for conditions of sale (motivation of parties, non-arm's length transactions).
- Impact of concessions and incentives on sales price.

Module 7: Adjustments for Market Conditions (Time/Date of Sale)

- Understanding the impact of a changing market on value.

• Methods for time adjustments:

- Paired sales analysis over time.
- Sales index analysis.
- Depreciation/appreciation rates from market trends.
- Projecting future market conditions and their potential impact on value.
- Challenges in making time adjustments in volatile or stagnant markets.

Module 8: Adjustments for Physical Characteristics and Amenities

- Detailed analysis and adjustment for differences in:
- Age and effective age.
- Quality of construction and condition.
- Gross Living Area (GLA) / Square Footage.
- Number of rooms, bedrooms, bathrooms.
- Basements, garages, and other structural features.
- Site features (lot size, topography, view).
- Amenities (pools, landscaping, upgraded finishes).
- Curable vs. incurable physical deterioration adjustments.

Module 9: Adjustments for Functional Obsolescence and External Factors

• Adjustments for functional obsolescence:

- Outdated design or layout (e.g., poor flow, inadequate storage).
- Superadequacies (over-improvements).
- Lack of modern features (e.g., energy efficiency, smart home technology).
- Curable vs. incurable functional obsolescence.
- Adjustments for external (economic) obsolescence:
- Neighborhood decline, adverse environmental factors, negative externalities.
- Changes in zoning or land use patterns.
- Typically incurable and difficult to quantify.

Module 10: Reconciliation of Adjusted Sales and Final Value Conclusion

- The process of reconciliation: weighting the adjusted sales to arrive at a single value indication.
- Factors influencing weighting: data reliability, number of adjustments, market relevance of comps.
- Avoiding mathematical averaging and focusing on logical support.
- Expressing the value conclusion: single point estimate, range of value.
- Defending the value conclusion: clear articulation of reasoning and supporting evidence.

Module 11: Application of MCA to Diverse Property Types

- Applying MCA to residential properties (single-family, condos, multi-family up to 4 units).
- Adapting MCA for commercial properties (office, retail, industrial).
- Challenges and nuances of MCA for specialized properties (e.g., limited comps, unique features).
- Using MCA in a portfolio context: consistency and aggregation.
- Considerations for valuing vacant land using MCA.

Module 12: Reporting and Ethical Considerations in MCA

- Best practices for writing clear, concise, and defensible MCA reports.
- Required components of an MCA report: comparable grid, adjustments, reconciliation narrative.
- Supporting adjustments with sufficient documentation and market evidence.
- Ethical obligations of valuers: impartiality, objectivity, confidentiality.
- Staying current with professional standards and market developments in MCA.

Training Methodology

- Interactive Workshops: Facilitated discussions, group exercises, and problem-solving activities.
- Case Studies: Real-world examples to illustrate successful community-based surveillance practices.
- Role-Playing and Simulations: Practice engaging communities in surveillance activities.
- Expert Presentations: Insights from experienced public health professionals and community leaders.
- Group Projects: Collaborative development of community surveillance plans.
- Action Planning: Development of personalized action plans for implementing community-based surveillance.
- Digital Tools and Resources: Utilization of online platforms for collaboration and learning.
- Peer-to-Peer Learning: Sharing experiences and insights on community engagement.
- Post-Training Support: Access to online forums, mentorship, and continued learning resources.

<span style="mso-ansi-l

Certification & Learning Methodology

- Hands-on practical delivery with real-world datasets, case studies, and lab exercises.
- Post-training mentorship, access to class resources, and customized follow-up support.
- Participants who successfully complete the course receive an accredited Datastat Certificate of Completion.

How to Enroll & Reserve Your Seat

1. Online Registration: Visit https://datastatresearch.org/courses/training-course-on-market-comparison-approach-mca-best-practices to register online.
2. Email Booking: Send participant details to training@datastatresearch.org for official invoice & reservation.
3. Support & Assistance: Inquire via phone +254 724 527 104 | +254 734 969 612.