



Demystify Valuations

Workshops to Help Maximise your
Properties' Performance



www.rics.org/oceania



Many influences can change the value of commercial property, some outside of your control and some by your own decisions. Understanding this can help you maximise the performance of property, grow value within your portfolio, build investor trust and improve your business

To help your, and your team's understanding of property valuation, join us for our most popular workshops: **Valuation for Non-Valuers** and **Discounted Cash Flow (DCF) for Non-Valuers**.

Written and presented by Richard Dunham Stacey, an experienced property fund manager and trainer, these two workshops are used by many of Australia's largest property owners, fund managers and property industry companies within the office, retail and industrial property sectors.

The training is particularly relevant for the following property professionals:

- Asset and Investment managers
- Property managers
- Facilities managers
- Property and Trust accountants
- Corporate real estate advisors
- Selling agents
- Leasing agents
- Architects
- Building consultants
- Property lawyers
- Banking and finance professionals
- Professional services firms (accounting, audit, advisory, etc)
- Municipal Councils

Workshop Content

Valuation for Non-Valuers 1 Day : 7 hours CPD

- Main drivers affecting value
- Main valuation methods
- Importance of cashflow timing
- How valuations are used and by whom
- How to maximise value and minimise risk
- Value using the Capitalisation Method
- Analysing cashflow components
- How your decisions affect value
- Strategies to maximise property performance
- Challenging your external valuer's assumptions

Discounted Cash Flow (DCF) for Non-Valuers ½ Day : 4 hours CPD

- Understand DCF and when it is used
- Assumptions used in DCF valuations
- Time value of money and DCF time horizons
- Learn DCF terms and their meaning
- View an income producing DCF model demonstration
- Analyse a live DCF model for a development project

- Many participants attend both workshops starting with Valuation for Non-Valuers. All courses are delivered in collaboration with the Property Council of Australia/ Property Council of New Zealand
- The training is recognised for annual real estate licence CPD requirements in various jurisdictions (please contact RICS for details)
- Training can be delivered in your company boardroom or individual staff may attend an open workshop



Richard Dunham Stacey

BSc (Est.Man), FRICS, F.FIN, AAPI

Richard is an experienced property fund manager and RICS Chartered Surveyor who has held senior funds management roles in both listed and wholesale property funds in Australia.

He is skilled in the disciplines of fund, asset, development and property management, agency and valuations within commercial real estate. He also writes, trains and facilitates professional courses for the RICS and The Property Council of Australia and is an Executive Coach to property professionals.

Bookings

To book an upcoming workshop for you or your team, please contact Caleb Steiner in the RICS Training team:
+61 414 094 586 or csteiner@rics.org
www.rics.org/oceania/training-events/

“Very engaging, interactive session with a good balance between theory and practical examples. Funds management perspective was fantastic!” – ISPT

Comments from attendees to these workshops

“Great course to understand high-level insights into valuation. Very good presenter, interesting material”
– **Lend Lease**

“Great refresher course. Very useful. Appreciate the real life examples” – **GPT**

“Very useful. Passionate and insightful presenter. Would recommend to others”
– **AMP**

“Richard is excellent!” – **Dexus**

“Very, very knowledgeable teacher. Richard was great. Explained topics really well” – **Stockland**

“Extremely informative course, stories and examples were very effective to explain concepts. Involved participants well” – **Charter Hall**

“As a non-valuer, this was an excellent primer for upcoming budget discussions with my team. Very informative. Richard has an incredible ability to distill complex topics” – **Mirvac**

“Extremely useful, lots of working examples and audience participation, very engaging. Very passionate presentation and fast paced to retain audience participation” – **CBA**

“Really enjoyed the course from a fund management perspective. I believe this will add value to me as an employee”
– **Investa**

“After being in property for 12 years, this course provided me with an understanding I’ve never received before. I’ve been waiting to do this course for years!” – **Brookfield**

“Very helpful to cement my current learnings of DCF. Excellent level of pitch”
– **KPMG**

“Very useful and practical course. Would recommend to anyone looking to gain an understanding of DCF” – **Cromwell**

“Very useful in order to add value as an agent. Good mix of content for a cross-section of departments and roles. Well summarised and concise” – **JLL**

“Highly recommended. Great quality information presented brilliantly”
– **Sunshine Coast Council**

Great relevance and good insight of how valuers value investment and development properties. I look forward to other training courses from Richard”
– **Ascendas**

“I now have a greater understanding and using the advice will help us stand out from our competitors as more knowledgeable agents. Everything was covered and relevant to our everyday work. Simple layout, well explained. Perfect level of interaction. I would recommend this to all people in the industry” – **Colliers International**

“Very educational. I now understand a lot of the thinking behind a valuer’s figure. Very thorough and practical advice. Richard was very engaging, knowledgeable and informative”
– **Knight Frank**

“The training was very beneficial and was imperative to our Office Leasing team to understand the various aspects and valuation terminology. Richard provided a great mix of technical knowledge and real-life examples which was very relatable. We shall be putting a few techniques into practice and hopefully provide a more rounded service to current and future clients” – **CBRE**

“Richard is an excellent presenter and totally across all content”
– **Reserve Bank of Australia**

Delivering confidence

We are RICS. Everything we do is designed to effect positive change in the built and natural environments. Through our respected global standards, leading professional progression and our trusted data and insight, we promote and enforce the highest professional standards in the development and management of land, real estate, construction and infrastructure. Our work with others provides a foundation for confident markets, pioneers better places to live and work and is a force for positive social impact.

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