



Valuation and Sale of Residential Property

David Mackmin

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Valuation and Sale of Residential Property is aimed at all those studying for a qualification or already practising as residential valuers, surveyors and estate agents. It provides valuable information on all elements of the home sales process, enabling professionals to give advice on market value, the best means for sale, condition and financial arrangements. Topics covered include:

- determinants of value and provision of the valuation
- agency, auction and taking instructions
- mortgage valuation and survey
- legal process and types of tenure
- investment and return.

The author considers these topics against a background of wide legislative change and draws on the standard guidelines set down by the RICS and NAEA. This third edition, written at a time of rapid change in the home-selling market, details the processes and procedures for dealing with this ever-evolving market. Whatever your level of seniority, this book will help you stay ahead of the game and present sound advice to clients at any stage of the process.

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