

# Artificial Intelligence for Real Estate Pricing and Valuation

8 – 12 November 2027
Seoul

AGILE LEADERS
Training Center

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## Overview

Artificial Intelligence for Real Estate Pricing and Valuation is a one-week course designed for property analysts and investment managers who leave with production-ready valuation workflows and predictive pricing pipelines. Conventional appraisal approaches struggle with non-linear market dynamics, sparse comparable transactions, and heterogeneous asset characteristics. The course addresses these limitations through algorithmic modeling, geospatial feature engineering, and automated valuation architecture aligned with International Valuation Standards. Agile Leaders Training Center delivers Artificial Intelligence for Real Estate Pricing and Valuation to build operational capacity in automated valuation modeling.

## Who Should Attend

- Professionals responsible for commercial and residential asset appraisal, portfolio cash-flow forecasting, and collateral assessment.
- Investment analysts managing real estate acquisition screening, underwriting models, and capital allocation strategies.
- Risk managers responsible for mortgage portfolio stress testing, loan-to-value monitoring, and credit loss provisioning.
- Real estate data analysts responsible for spatial data pipelines, transaction registry cleaning, and market trend reporting.

The course assumes participants already conduct basic real estate financial analysis and manage tabular property data in spreadsheets, leaving out introductory real estate principles and foundational software programming.

## Departments and Industries

The course provides applied analytical methods applicable across multiple sectors and operating units.

- Real estate investment trusts and asset management divisions
- Commercial bank mortgage underwriting and collateral risk departments
- Institutional appraisal and property advisory firms
- Private equity real estate acquisition and development teams
- Municipal tax assessment and property registry offices

## Learning Objectives

By the end of this course, participants will be able to:

- Build automated valuation models using ensemble tree algorithms and spatial feature sets.
- Apply International Valuation Standards IVS 105 parameters within machine learning pricing pipelines.
- Analyze model bias and feature contributions using SHAP and LIME interpretability frameworks.
- Evaluate comparative performance between traditional discounted cash flow models and neural network valuations.
- Diagnose valuation errors across property submarkets using spatial autocorrelation diagnostics.

## Course Agenda

### Day 1: Data Foundations and Geospatial Feature Engineering

- International Valuation Standards IVS 105 compliance frameworks for algorithmic valuation
- Multiple Listing Service MLS and registry data extraction, cleaning, and normalization protocols
- Spatial feature engineering using OpenStreetMap and PostGIS proximity matrices
- Hedonic pricing regression models for baseline asset attribute weighting
- Geospatial autocorrelation measurement using Moran’s I and spatial lag models

### Day 2: Machine Learning Architectures for Valuation

- Extreme Gradient Boosting XGBoost regression pipelines for residential pricing
- Random Forest algorithms for multi-family property asset segmentation
- Regularized ridge and lasso regression for macro-market rent index forecasting
- Automated Valuation Model AVM cross-validation schemes using spatial k-fold partitioning
- Outlier detection and noise filtering through Isolation Forest algorithms

## Day 3: Deep Learning and Unstructured Real Estate Data

- Convolutional Neural Network CNN feature extraction from architectural imagery
- Natural Language Processing NLP pipelines for lease contract parsing and listing sentiment
- Multi-modal neural network architectures fusing property images and tabular registry metrics
- Discounted cash flow automation using Long Short-Term Memory LSTM time series forecasting
- Capitalization rate projection models utilizing macroeconomic factor integration

## Day 4: Model Explainability, Governance, and Validation

- SHAP Shapley Additive exPlanations value matrices for property price attribution
- Local Interpretable Model-agnostic Explanations LIME for individual transaction auditing
- Automated Valuation Model performance auditing using IAAO standard ratio study metrics
- Fairness metrics and systemic valuation bias mitigation protocols
- Model risk management documentation based on SR 11-7 regulatory frameworks

## Day 5: Valuation Pipeline Integration and Capstone Deployment

- Suggested activity: Review and baseline calibration of property transaction datasets
- Suggested activity: Execution of spatial cross-validation and gradient-boosted pricing models
- Suggested activity: Generation of automated SHAP attribution reports for appraisal audit files
- API integration architecture for deployment into core appraisal software systems
- Capstone exercise: End-to-end deployment of an explainable automated valuation model for mixed-use property portfolios

## Practical Exercises

Practical exercises allow participants to apply algorithmic modeling tools to real property datasets throughout the curriculum.

- Suggested activity: Construct a spatial feature engineering pipeline using geospatial coordinates to calculate neighborhood accessibility indexes.
- Suggested activity: Train an XGBoost valuation model and evaluate accuracy using median absolute percentage error benchmarks.
- Suggested activity: Generate local SHAP attribution plots to explain individual commercial property valuations to investment committees.
- Suggested activity: Conduct an automated ratio study to test model compliance against International Association of Assessing Officers standards.

## FAQs

### Who should attend Artificial Intelligence for Real Estate Pricing and Valuation and what prior experience is expected?

The course suits property valuation professionals, real estate investment analysts, and mortgage risk specialists. It assumes participants understand basic property appraisal mechanics, discounted cash flow concepts, and spreadsheet analysis, but requires no previous machine learning background.

### How does Artificial Intelligence for Real Estate Pricing and Valuation differ from a general machine learning course?

Artificial Intelligence for Real Estate Pricing and Valuation focuses specifically on real property valuation challenges, such as spatial autocorrelation, illiquid transaction data, and regulatory appraisal compliance. General courses use generic tabular benchmarks and ignore property valuation standards.

### How does artificial intelligence improve real estate pricing accuracy compared to traditional appraisal methods?

Artificial intelligence identifies complex, non-linear relationships across hundreds of property attributes simultaneously. Unlike manual comparable sales selection, algorithms process micro-location indicators, satellite imagery, and market-wide supply trends, significantly lowering median appraisal errors across dynamic submarkets.

## What standards govern the use of artificial intelligence in real estate valuation?

Artificial intelligence in real estate valuation is evaluated against International Valuation Standards IVS 105 and International Association of Assessing Officers IAAO ratio study standards. These frameworks ensure model transparency, defensible comparable selection, and statistical equity across assessed values.

## Conclusion

Participants return to their organizations with an explainable Automated Valuation Model AVM pipeline ready for operational deployment. This asset standardizes property underwriting, reduces turnaround times for portfolio appraisals, and strengthens risk governance with defensible data-driven pricing models. Implementation improves underwriting accuracy and operational scalability across commercial and residential portfolios.