

About The Author

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Valuation Profession: Challenges & Best Practices

Valuation as a Profession, it is one of the most reputed and desirable profile among the newly qualified students. However, the penetration in this field is very low, due to lack of proper guidance. One with desirable skills and knowledge can become entrepreneur, as it's an asset lite model service. When we talk about merits of this profession, we must know the challenges may be faced during practicing as a Valuer. Enlisting some of most important and common challenges for a Valuer in Asset Class- Land & Building:

Challenges	Way-out for Rural Region	Way-out for Semi-Urban & Urban Region
Property Identification	<ul style="list-style-type: none">Refer/Study Village MapsCross verify Electricity Meter No installed-on site with Electricity Bill.Ask for boundaries declaration from Gram Panchayat and tally it with onsite and boundaries mentioned in sale deedCheck Panchayat RecordEnquire neighbor's	<ul style="list-style-type: none">Refer/Study City Survey Maps, TP Maps, DP Maps etc.Tally the plot position with approved layout plan from competent authority.Society Record/Signage on siteCheck Property Tax bill with authority office/websiteTally the boundaries from Layout Plan, Building Plan, Sale Deed & On siteEnquire neighbor's
Violations in Property	Valuer must issue a report in line with authority compliance norms and as per local bylaws. Demolition risk in rural areas is low, however one should not ignore it. Highlight every disputed detail clearly with honesty in violations column.	Valuer should ensure to release report post thorough study of Maps, Authority Guidelines, and Latest update on any action/notification released by authority in local newspaper, since urban properties fetch high value with high quantum of inherent risk. Demolition is quite common in urban areas as compare to rural. Valuer must highlight these to the client and should release a zero-value report highlighting the concerns.
Transaction/Rates enquires	Transactions in villages is very limited due to limited population and demand created by local villagers only. However, one can take help of local estate agent, neighborhood enquire, Sales record of registrar office, valuers own data bank.	Fetching enquires in Semi Urban/Urban region can be done from booking price offered by builder in same locality, local real estate agents, recent transactions details from neighborhood, advertisement in newspaper, auction sale information and valuers own data bank etc.
Time Limit or Cost Overrun	Rural areas/Village are situated quite a distance from the city. Some valuers send non-technical local resident to carry out the site visit to save time & cost. This may lead to trouble in long run. Being a service provider sometimes we must not compromise with quality and delivery as per standard. Association of client itself is sometime more valuable than making profit in that deal.	Engage well skilled and knowledgeable professional to get the work done. Such resources can easily find in City areas. Valuer is been paid for professional services hence job should be done from technical person having sound knowledge and ethically fit for the job. Any short cuts for making more money may defame the profession.

Enlisting some of the best practices as a Professional Valuer:

- Appoint a competent and well qualified engineer to get the work done in most ethical and transparent way.
- Attend the trainings and seminars sessions not limited to proprietor/directors only but involve the team members as well.
- Ask feedback from client in a regular interval may be Quarterly/Half Yearly/Annually. This will help to rectify the service issues, improve quality and reduce frictions.
- Study the documents provided well before conducting site inspection and request for any additional doc's (If necessary).
- Book an appointment for site inspection with customer and ask them to make sure that we can inspect and measure the property thoroughly where ever necessary.
- Prepare a checklist/format to be filled during site inspection, having two columns. Details in one column need to be pre filled as per documents. Any major discrepancies can be clarified with the client during site inspection itself.
- Engineer should leave the site only, once all the required details from Property Identification to Recent Transactions are acquired.
- Prepare a report avoiding long paragraphs, point to point details, compliance with the standards and cover all the essential parameters of the report.
- A valuer should ensure data privacy and do not share report other than the intend user.
- Keep record of the assignment at least 3 years from the engagement. It may be in soft copies or in hard copies.