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**FINALIZING THE REAL ESTATE APPRAISAL PROCESS
AND METHODS IN VIETNAM TODAY**

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The thesis can be searched at:

- National Library**
- The Academy of Finance Library**

LIST OF THE AUTHOR'S WORKS RELATED TO THE THESIS

LIST OF ANNOUNCED WORKS

1. Tran Thi Thanh Ha - Vuong Minh Phuong (2012), "Which are solutions for mobilizing capital for the real estate market", Journal of Accounting Financial Research (No. 6) June 2012
2. The Tran Thi Thanh Ha - Nguyen Minh Hoang (2016), "Factors affecting asset appraisal by direct comparison", Asia-Pacific Economic Journal, Period 2 June 2016
3. Tran Thi Thanh Ha (2016) "Discussing Land Valuation Techniques by Director Comparative Method in Vietnam Today," Economics and Forecasting Journal, No. 25, October, 2016.
4. Tran Thi Thanh Ha - Vuong Minh Phuong (2016), "Management of leasing and transfer of state-owned houses in Hanoi City", Event Number Journal, 11/2016
5. Tran Thi Thanh Ha (2017), "Vietnam Appraisal Standards System on Appraisal Methods", Financial Inspection Journal, (No. 1-2) January, 2017.

INTRODUCTION

1. Urgency of the topic

Real estate appraisal plays an important role in facilitating the State, organizations and individuals to make decisions related to ownership, management, sales, taxation, insurance, lease, mortgage and business of real estate. It can be said that the real estate appraisal process and methods is an important factor determining quality and results of real estate appraisal activities. However, as real estate appraisal is a new area in Vietnam, legal documents on real estate appraisal are still incomplete and inadequately explicit. The real estate appraisal process and method issued in the Vietnam appraisal system and in enterprises are still inadequate and unsuitable, so the real estate appraisal quality in general is low, unsatisfactory of the market demand and social expectations. Besides, the research on real estate appraisal process and methods in particular is still very limited. Based on these reasons, the researcher has selected the topic "*Finalizing the real estate appraisal process and methods in Vietnam today*" for study

2. Overview of researches related to the topic

The thesis has studied scientific works, doctoral thesis, domestic and foreign articles related to the real estate appraisal process and methods. The thesis analyzes limitations in researches and gaps that need further study.

- Limitations in researches:

- + The works do not focus on analysis and assessment of the real estate appraisal process and methods in Vietnam today, but only on appraisal methods for a certain purpose such as mortgage or a specific type of real estate such as land or product of an enterprise to determine its selling price in the market.

+ Due to differences in economic and social-cultural development levels, there are some differences in perception and appraisal of the real estate appraisal process and methods between Vietnam and some developed countries in the world.

- Further research direction:

The thesis researches the real estate appraisal process and methods, factors influencing the formulation and application of the real estate appraisal process and methods; objectives and requirements for the real estate appraisal process and methods. The thesis on the real estate appraisal process and methods is issued according to the Vietnam Appraisal Standards System as well as the development and application of the real estate appraisal process and methods at enterprises functioning in appraisal in order to have a realistic, full assessment in the two legal and operational aspects of the enterprise and to propose appropriate solutions.

3. Objectives of study

The research thesis clarifies the theory on the real estate appraisal process and methods, assesses the real state of the real estate appraisal process and methods in Vietnam, with reference to experience of other countries, then propose solutions to complete the real estate appraisal process and methods in Vietnam in two aspects: Complete the real estate appraisal process and methods in the appraisal standards and construction Use real estate appraisal procedures in appraisal enterprises in Vietnam.

4. Subjects and scope of research

4.1. Research subject

Studying the real estate appraisal process and methods and the development and application of the real estate appraisal process and methods in Vietnam.

4.2. Research scope

- Content: To study the real estate appraisal process and methods, with special focus on the real estate appraisal process and methods promulgated according to the Vietnam Appraisal Standards System and the construction and application of the real estate appraisal process and methods in enterprises functioning in appraisal.

- Space: To concentrate on researching the real estate appraisal process and methods in Vietnam.

- Time: To analyze current state of the real estate appraisal process and methods in Vietnam from 2005 to present, then give solutions to complete the real estate appraisal process and methods in Vietnam.

5. Research methodology

The thesis applies the theory and methodology of dialectical materialism, historical materialism, systematic approach, statistical method, comparative method, analytical and synthesis methods. The thesis uses two sources of data: secondary data from reports and information taken from books and magazines; primary data collected by survey and interview

6. New contributions of the thesis

6.1. New theoretical contributions

- The thesis systemizes theories on the real estate appraisal process and methods. The thesis analyzes factors influencing the development and application of the real estate appraisal process and methods. The thesis also sets out requirements for the real estate appraisal process and methods.

- The thesis analyzes experiences of some countries on the development of the real estate appraisal process and methods, thereby synthesizing lessons for Vietnam.

6.2. New contributions regarding analysis of current situation

- The thesis has provided an overview of real estate appraisal in Vietnam over the period prior to 2005.
- The thesis analyzes and evaluates the real state of the real estate appraisal process and methods in Vietnam from 2005 to present in two aspects: the real estate appraisal process and methods promulgated according to the Vietnam Appraisal Standards System and the construction and application of the real estate appraisal process and methods in enterprises functioning in appraisal.

6.3. New contributions regarding proposed solutions

- The thesis introduces a view to improve the real estate appraisal process and methods in Vietnam.
- The thesis proposes a system of solutions which is divided into two main groups of solutions and one supportive solution group to complete the real estate appraisal process and methods in Vietnam.

7. Structure of the thesis

Apart from the introduction, conclusions, list of tables, list of references and annexes, the thesis is structured with three chapters:

Chapter 1: The general theory of the real estate appraisal process and methods

Chapter 2: Real state of the real estate appraisal process and methods in Vietnam

Chapter 3: Solutions to complete the real estate appraisal process and methods in Vietnam

Chapter 1: The general theory of the real estate appraisal process and methods

In this chapter, the thesis examines the following contents:

1. Overview of real estate

This thesis analyzes the concept of real estate, characteristics of real estate associated with real estate appraisal and classification criteria of real estate. Accordingly, real estate is land, land-based assets whose relocation capacity is impossible or limited. Real estate is not only land, house, building, but also land-based assets that form a three-dimensional space with defined structure and function. Real estate has such features as fixed position, sustainability, distinctiveness, scarcity, value, interaction. Real estate can be classified according to following criteria: material characteristics, material characteristics combined purpose of use, characteristics of formation and marketability

2. Real estate appraisal

The thesis goes into analyzing the basic contents of real estate, real estate appraisal. The thesis examines characteristics of real estate associated with real estate appraisal, factors affecting real estate value, concept of real estate appraisal, value base, real estate appraisal principles. These are important contents identified in the real estate appraisal process. These principles are also basis for development of real estate appraisal methods.

3. Real estate appraisal process and methods

- Real estate appraisal process

Real estate appraisal process is a systematic process an appraiser needs to comply with in order to provide the client with an answer about real estate value. The real estate appraisal process includes steps the appraiser must follow to obtain an objective

conclusion, not to illustrate a deliberate price that has been formed. The appraisal process begins when the appraiser agrees to accept the task and ends when the appraisal report is completed. The normal appraisal process consists of the following basic steps:

Step 1: Determining the appraisal issue

Step 2: Making an appraisal plan

Step 3: Making field survey and information gathering

Step 4: Analyzing information

Step 5: Estimating value of the real estate to be evaluated

Step 6: Making appraisal report

The thesis studies and analyzes contents of each step in the real estate appraisal process.

- *The thesis studies real estate appraisal methods:* direct comparison method, income method, cost method, surplus method with the following contents: Concept, theoretical base, appraisal order, appraisal technique, advantages, disadvantages and application conditions of each method.

- *Objectives and requirements for the real estate appraisal process and methods*

- + Objectives of the real estate appraisal process and methods: to show reasonable and majority-approved real estate appraisal results; The appraisal results reflect interests of the parties concerned.

- + Requirements for the real estate appraisal process and methods: clear, specific, appropriate, effective and valid

- *The thesis analyzes factors influencing the development of process and application of real estate appraisal methods* such as: professional capacity and ethics of the appraiser and database system of the appraisal organization, level of transparency and stability of

the real estate market, the state management of appraisal and appraisal organization

4. International experience and lessons for Vietnam on the real estate appraisal process and methods

The thesis examines experiences of seven countries: Australia, USA, France, UK, Thailand, Singapore and Malaysia on the real estate appraisal process and methods. From experiences of organizing and conducting appraisal activities of countries, four lessons can be drawn for real estate appraisal in Vietnam:

- First, method of application: Comparison and cost are still popular in evaluating house and land, but to achieve high accuracy, other methods should be combined

- Second, appraisal process: The appraisal process in countries is carried out relatively closely. Rules and procedures between the steps are also clear. Each step of the process usually specifies work to be done.

- Third, collection and analysis of real estate price information in the market.

- Fourth, decisive role of the state management in real estate appraisal

Chapter 2

Reality of the real estate appraisal process and methods in Vietnam

1. Overview of real estate appraisal in Vietnam

The thesis has presented the development of real estate appraisal in Vietnam and the system of legal documents mainly applied in real estate appraisal.

2. Reality of the real estate appraisal process and methods in Vietnam in recent years

The real estate appraisal process and methods are given in accordance with the Vietnam Appraisal Standards System

The thesis studies and analyzes the real estate appraisal process and methods for the period from 2005 to 2015 and renewal of the real estate appraisal process and methods in the period from 2015 to 2015 in comparison with the previous period. During this period, the Vietnam Appraisal Standards System was amended; new appraisal standards were substituted for Appraisal Standards issued from 2005 and 2008 to suit factual conditions, situation of Vietnam and international practices; These include standards for procedures, approaches and methods of appraisal. These standards have replaced previous standards on appraisal methods, added new features on real estate appraisal methods compared to old standards. The renewal of the Vietnam Appraisal Standards on approach and method of appraisal is generally positive and has the following advantages:

- *Vietnam Appraisal Standard 08 on comparison method:*

- + Standard 08 lists a list of information required for appraisers to collect, store, analyze and determine value of the target asset

+ Standard 08 clearly demonstrates nature of the comparative approach, which is based on objective, voluntary, and realistic transactions of similar assets occurring on the market.

+ Standard 08 guides the sequence, steps, adjusting techniques to find out directive price and way to decide the final price for the target asset, which makes it easy for appraisers and customers to accept this method in their agreement on provision of appraisal service in our country today.

- Vietnam Appraisal Standard No. 10 on Income Approach and Income Method:

+ The income method in the Appraisal Standard No. 10 basically demonstrates its requirements and nature. Based on this, the appraiser has an additional method for determining the appropriate price for properly forecasted monetized assets. The price calculated by this method can also be used to verify for other methods.

+ The Standard 10 also explains the sequence, steps and the way to define each parameter in the capitalization and cash flow discount formula.

Actual development and application of the real estate appraisal process and methods in Vietnam appraisal enterprises.

*** Regarding development of real estate appraisal process**

Appraisal organizations and enterprises of Vietnam develop the real estate appraisal process for their enterprises and organizations based on the common process of the Appraisal Standard No. 5 promulgated together with the Finance Minister's Decision No. 77/QĐ-BTC dated November 1, 2005 and from 2015 to present based on the common process of the Appraisal Standard No. 5 (Issued together with Circular No. 28/2015/TT-BTC dated March 06, 2015

by the Ministry of Finance). Enterprises' process is usually more detailed and some steps are added to the standard appraisal process.

*** Application and implementation of the announced real estate appraisal process by the appraisal enterprises.**

Appraisal enterprises and organizations develop and publicize their real estate appraisal process quite adequately in general with all appraisal steps of the process in general according to the appraisal standard no. 05. During the construction and implementation of the published appraisal process, the appraisers face difficulties in different levels of steps in the process. Appraisers also fail to perform or skimp on some procedural steps.

*** Reality of the application of real estate appraisal methods in appraisal enterprises.**

- *Selection of methods*: The appraiser analyzes and selects appraisal methods that are suitable for real estate type, purpose of appraisal, value bases of asset, availability of data, information to apply appraisal methods.

- *Application of methods*: The thesis studies, analyzes and gradually applies comparison, income, cost, deduction and surplus methods in enterprises with appraisal function. The thesis also examines and sums up opinions of appraisers on difficulties in applying real estate appraisal methods.

3. Assessing reality of the real estate appraisal process and methods in Vietnam

*** *General assessment of the real estate appraisal process and methods in Vietnam***

In general, the real estate appraisal process is given in a clear and specific manner, initially to have changes that are suitable with object of appraisal and practical conditions of appraisal in Vietnam.

Basic content of the real estate appraisal process and methods has also been revised in line with the international appraisal standard. The real estate appraisal process and methods is now given jointly for both real estate and machine. However, in some steps, there is an additional note and clarification for each object of appraisal which is real estate or equipment, facilitating the appraiser to give results in a short time at low cost

**** Success in developing process and applying real estate appraisal methods of Vietnam appraisal enterprise***

Appraisers generally updated the legal documents related to real estate appraisal. The real estate appraisal process now includes the most basic step appraisal. The appraisers' choice of appraisal methods is appropriate for type of asset, purpose of appraisal and suitability of the information obtained. When determining the asset value, the appraisers has made reference to successfully executed transactions for use in the appraisal process. Appraisers have adjusted the difference between comparative real estate and target real estate based on key factors. In estimating construction cost, the appraisers have adjusted the unit price based on the price index to maintain data update

**** Limitation of the real estate appraisal process and methods in Vietnam***

- Appraisal process in the appraisal standard

+ Real estate appraisal requires that the receipt and study of real asset document must be carefully conducted as a separate step and the first step in the appraisal process. Quality control has not been mentioned as a step in the process that has only been scattered in some aspects of work.

+ The step 1 naming method in the appraisal process does not reflect the work an appraiser must conduct. Step naming and work direction that is inconsistent with name of the step will lead to confusion, difficulty to cover as well as specify specific and reasonable work to be carried out.

+ The current real estate appraisal process is regulated and guided in common with equipment appraisal process, thus, it is not very detailed

- Limitations of real estate appraisal methods in current standards

+ Limitations in market access guidance and comparison method in Appraisal Standard No. 8:

➤ *Regarding concept "common market transaction"*

This guide is not complete when three similar assets have been traded in the market but the transaction time is too far and there are big price fluctuations compared with the appraisal time

➤ *Regarding transaction time of comparative asset*

➤ *Regarding comparative factors:* The Vietnam Appraisal Standard No. 08 lists comparative elements for some types of real estate, requiring the appraiser to base on this to adjust transaction document for each type of asset. However, this comparative factor system is general and inadequate.

➤ *Regarding adjustment of qualitative factors:* The use of percentage to adjust qualitative factors is directional only, but these guidelines are not specific and clear. It makes it difficult for appraisers in application

➤ Regarding determination of the price of the appraised asset through the directional price of comparative assets.

+ Limitations in the income approach guidelines in Standard 10:

➤ Standard No. 10 stated inadequately and inaccurately application conditions of the direct capitalization method

➤ The formulas, although reflecting properly economic nature of methods, do not require the appraiser to argue and explain reliability of the forecasting information and the appraiser's reliability appraisal methods

- Limitation in the development and application of the real estate appraisal process and methods at appraisal enterprises.

+ Appraisers at enterprises have not properly and fully followed the steps set by the enterprises themselves. The process contents done by appraisers are simple: its description of real estate is not clear, not enough information; less to mention limitation of appraisal source of data; not analyzing, assessing macro conditions, economic environment, development trends, regional or local planning; Analysis of target real estate and comparative real estate is not comprehensive. Some appraisal enterprises do not fully update legal documents, refer to and apply the documents that have expired or are unsuitable

+ The application of methods to appraise the specific real estate has many limitations:

➤ Information of comparative properties is not representative for transactions in the region; Reason for choosing comparative asset is not provided

➤ Comparative real estate in many cases is too different in terms of main factors that do not maintain the similarity between comparative real estate and target real estate.

➤ Many appraisers use information about the offering price without understanding and analyzing, so the information reliability is low because the price taken from sales newspaper may not reflect

market value of the asset.

➤ Some appraisal organizations do not follow steps of the method, in particular, the appraisers ignore analysis of comparative transactions.

➤ The adjustment rates do not have clear basis, arguments or specific analysis. These ratios are not derived from the statistical process, analysis of market transactions concerning similarity but are sensible.

➤ For land appraisal, appraisers often choose representative prices by taking the average price of the directive prices. However, in cases where directive price difference is large, the average calculation is not representative for price, so the appraisal result is not reliable.

➤ The appraisers mainly use real estate pair-based analysis method without using other analytical methods.

➤ When estimating the new replacement cost of a construction work, the appraiser only uses the construction unit price or the investment rate of the Ministry of Construction without any adjustment made to suit characteristics of specific work and target.

➤ The discount rate of construction works in the cost method is based on the main structures, according to the weighted average formula, which only evaluates the discount rate due to natural factors but not to value discount rate due to functional obsolete.

➤ The appraiser calculates the discount rate without a clear scientific basis. Income and future spending forecast capacity as well as determination of the capitalization rate, discount rate is also a big challenge for appraisers under current conditions of Vietnam.

➤ When estimating sales growth and development costs by the surplus method, the appraiser does not take into account future market factors.

*** *Causes of limitations***

- *Subjective reasons*

+ Insufficient database in the appraisal enterprises makes real estate appraisal difficult.

+ The appraisal team is insufficient and not meeting requirements of professional qualifications.

+ Pressure on time and cost of appraisal

+ Some appraisers do not maintain their professional ethics, there are arrangements with customers about appraisal results

+ The state management of appraisal

- *Objective reasons.*

+ *First*, the input cost is increasing but the appraisal service tends to decrease, putting pressure on the operation of enterprises.

+ *Second*, newly established appraisers are increasing rapidly, causing competitive pressures among enterprises, strong competition of price and service quality among appraisal enterprises in the market, even unfair competition in form of service discount, not suitable to the basis for determining appraisal service under regulation, reducing certificate issuing time, affecting appraisal service quality

+ *Third*, some customers think of taking advantage of the appraisal enterprise to distort asset appraisal result for self-seeking purposes.

+ *Fourth*, many customers do not comply with terms of payment under the signed contract. This affects enterprises

+ *Fifth*, many banks only sign appraisal contracts with the appraisal enterprises named in the "short list", which are reviewed and announced by banks themselves. However, every year banks do not widely announce criteria of this review for the appraisal

companies to make their capacity profiles, so contact with customers in the banking sector is very difficult, unfair between appraisal enterprises

- + *Sixth*, unstable operation and lack of transparency of the real estate market in Vietnam

- + *Seventh*, groundless information to confirm objective honesty has caused difficulties for price appraisers.

- + *Eighth*, some guidelines on asset appraisal issued by local ministries and agencies are not based on the principle of appraisal, which conflicts with the general theory of appraisal on the basis of market value or non-market value formation

Chapter 3: Solutions to complete the real estate appraisal process and methods in Vietnam

1. Orientation for completing the real estate appraisal process and methods in Vietnam up to 2025

Based on the development orientation of appraisal activities in Vietnam, the thesis gives a view to completing the real estate appraisal process and methods in Vietnam.

- Viewpoints on completion of the real estate appraisal process and methods in Vietnam

+ Completing synchronously the real estate appraisal process and methods in line with legal provisions on appraisal and relevant laws, international practice and standards on appraisal in the integration process.

+ Ensuring objectivity, science, publicity and transparency in real estate appraisal.

+ Making more specific, detailed work steps

+ Professionalism of appraisal and strengthening of management and supervision by the State and the Association in appraisal.

+ Completion of the real estate appraisal process and methods must increase appraisal quality and reduce possible errors in real estate appraisal.

2. Solutions to improve the real estate appraisal process and methods in Vietnam

*** *Process Improvement Solution Group***

The real estate appraisal process according to the appraisal standard no. 05 that is currently applied by appraisers should be supplemented with two steps to increase the accuracy and reliability of the appraisal results: “Receiving appraisal request and appraisal

documents" and "Drafting reports evaluation results and quality control". Accordingly, the real estate appraisal process will consist of 8 more detailed steps, facilitating appraisers to apply following specific contents more easily:

- *Adding steps to increase accuracy of the process and reliability of real estate appraisal results.*

Two more steps should be added to increase accuracy of the process and reliability of real estate appraisal results: The first is "Receiving appraisal request and appraisal documents" and the second is "Drafting reports evaluation results and quality control". These are important steps in the real estate appraisal process.

- *Completing steps of the real estate appraisal process in a more detailed manner and modify some contents accordingly.*

+ Completing the step 2 content: Determine the general value of the assets to be evaluated and determine value appraisal basis

+ Finalizing the step 4 content on actual survey of the real estate to be assessed.

+ Clarifying the step 5 content on guiding analysis of information in the appraisal procedure regarding real estate market analysis and the best and most effective use of real estate.

+ Completing contents of the Step "Determining value of the real estate to be evaluated" in the Vietnam Appraisal Standard

- Guidance on selecting appraisal methods

+ Amending compulsory regulations of two or more appraisal methods for an asset

+ Adding guidance on price uniformity when applying different methods of appraisal

*** *Method completion solution group***

- Completing the appraisal criteria on real estate appraisal methods

+ A discussion on appraisal methods should be added in each approach, advantages and limitations, and conditions of application of these methods.

+ Appraisal Standard No. 8:

➤ The transaction time of a comparative asset should be kept unchanged for a one year period which would be more reasonable and could provide better information updating.

➤ The concept "Market Common Transactions" should include more specific guidance on this content in direction of focusing on comparative asset trading time as well as price fluctuations since the occurrence of comparative asset transaction to the time of appraisal.

➤ Adding a request that requires appraisers to explain reasons for their selection of comparative assets to increase persuasiveness of independence, objectivity and reliability of the appraisal results.

➤ Adding selection of representative price by average calculation of directive prices.

Appraisal Standard No. 9: It should clarify terms: functional wear and tear, modal wear and tear so that it fully reflects the nature and extent of functional wear and tear.

+ Appraisal Standard No. 10: Adding application condition of the income capitalization method in terms of time limit for bringing permanent or finite income; It requires the appraisers to reason and explain reliability of the forecasting information.

- Completing the collection and selection of information on comparative real estate

+ The survey and selection of information on comparative real estate must be appropriate for type of real estate and similar to the target real estate on the major factors.

+ Selection of information on comparative real estate must be representative for transactions in the region

- *Solution of examining and analyzing transactions in comparative real estate to meet requirement of comparability to target real estate.*

Appraisers must study, analyze and answer questions to assess the independence and objectivity of comparative transactions.

- *Solution of analyzing and adjusting the difference between comparative real estate and target asset to be assessed in the methods*

+ Each adjustment must be result of investigations and statistics of market transactions. All these adjustments need to be analyzed, clearly stated in the appraisal reports.

+ Appraisers should use data analysis methods other than data pair analysis.

- *Solution of choosing a representative price as basis for estimating the target asset value*

+ A representative price may be founded by different ways, consider choosing representative price according to the average of the directive prices.

+ I should ensure that the representative price difference does not exceed 10% of the directive price. If the difference exceeds 10%, the price appraiser must further adjust some more difference to narrow the gap.

- *Solution in estimating cost and discount rate of construction works in cost method, extraction method, surplus method*

+ For estimating new replacement cost of a construction works, it is necessary to adjust the investment rate and construction unit price to suit the target work.

+ It is needed to have careful analysis to make reasonable adjustments and reflect the expectations of the market

+ It should have a comprehensive assessment of the current design standards, modernity standard of equipment to be achieved at the time of appraisal, the actual design and equipment of the target item, current planning issues and planning changes in the future to estimate discount due to functional obsolescence

- Solution on estimating income and expenses from real estate in the income method

+ Clarifying income and expenses from real estate

+ It should reflect the uncertainty associated with investment risks; evaluate future prospects for both the estimated earnings and the estimated cost in selecting the appropriate capitalization method for use

+ Analyzing the income stream, profit ratio of similar real estate to estimate the target asset, consider reflecting expectations of investors as well as consider selection of other similar real estate currently available in the market along with similar risks.

+ In order to forecast how long the project will last from the appraisal point of time, the appraiser should rely on different sources of information, not just on a single piece of information.

- Solution on estimating revenue growth in the surplus method

Appraisers should consider elements of risk assessment related to the completion of the development project in order to reasonably estimate sales and development costs.

*** Supportive solution group**

- Building a complete database of real estate in appraisal enterprises
- Providing training, improve knowledge, focus on professional ethics, and have appropriate treatment regime for staffs engaged in appraisal at appraisal enterprises.
- Strengthening the state management role in appraisal

3. Recommendations

The thesis has made recommendations to the government on strengthening the management of the real estate market and recommendations to the Vietnam Appraisal Association.

CONCLUSION

The thesis "Finalization of the real estate appraisal process and methods in Vietnam today" is completed in order to finalize theories on the real estate appraisal process and methods. On that basis, the thesis studies, researches and proposes solutions to renovate, complete the real estate appraisal process and methods in Vietnam. Within the scope of research, the thesis has the following contents:

First, the thesis provides a comprehensive and systematic study of theoretical issues of real estate, real estate appraisal, real estate appraisal process and methods.

Second, the thesis analyzes factors affecting the real estate value; objectives, requirements for the real estate appraisal process and methods. The thesis also analyzes the factors influencing the development of the real estate appraisal process and methods

Third, the thesis has studied and analyzed experience of real estate appraisal process and methodology of 7 countries and drawn out 4 lessons for Vietnam regarding process, method of application, collection of information, analysis, the state management role in real estate appraisal.

Fourth, the thesis has analyzed reality of the real estate appraisal process and methods issued under the Vietnam Appraisal Standards System and the construction and application of the real estate appraisal process and methods in the enterprises functioning in appraisal. Through practical survey, comparison with the theoretical issues studied, the thesis has made important assessments of the successes, shortcomings and causes of such limitations. This is basis for completion of the real estate appraisal process and methods in Vietnam.

Fifth, the thesis has put forward opinion of finalization and solutions to finalize the real estate appraisal process and methods in Vietnam. These solutions are built on the basis of socio-economic conditions of Vietnam, in line with international practices and development orientation of appraisal as well as the legal system of Vietnam. For each solution, the thesis has analyzed, explained, selected and proposed ideas for construction of specific contents for each step of the process as well as each method in the Vietnam Appraisal Standards System as well as in the development and application of the real estate appraisal process and methods at appraisal enterprises.

Sixth, the thesis has conducted the necessary investigations with the group of appraisers employed at appraisal enterprise on contents of the real estate appraisal process and methods issued in the Vietnam Appraisal Standards System, process and methods in used by appraisal enterprises as well as conditions related to real estate appraisal in order to have an objective, scientific view to serve assesment as well as recommendation of solutions.