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Modified Pricing Model for Negotiation of Mortgage Valuation Between Estate Surveyors and Valuers and Their Clients

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Abstract

Negotiation is inevitable in every sphere of life. This has transcended conflicts to the business world that is already ensnared by the negotiation of fees charged clients by estate surveyors and valuers after handling valuation jobs. To curtail the indiscriminate negotiation that goes on to even ridiculous charges, this work aimed at determining an equilibrium pricing through a model using mortgage valuation that records the greatest valuation in Nigeria. The researchers opine that such valuation would be a guide establishing a flexible relationship between fees chargeable and fees payable between both parties. As such, a modified mathematical model was used to harmonize the connection between the estate valuers and client fees in Nigeria. Implications for practice and research were discussed.

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Ethics declarations

Conflict of interest

The authors declared no conflict of interest.

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