Training Course on Professional Certificate in Real Estate Finance and Investment

Professional Development Training Course Outline

Category	Real Estate Institute	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

The global real estate market is evolving rapidly, fueled by innovations in investment strategies, real estate finance, asset management, and property valuation. Training Course on Professional Certificate in Real Estate Finance and Investment is designed for ambitious professionals seeking to master property investment analysis, capital markets, risk management, and development financing. Through a powerful curriculum packed with real-world case studies and cutting-edge tools, you will build the skills needed to thrive in real estate private equity, REITs, property development, and asset-backed securities markets.

This intensive course delivers a comprehensive understanding of commercial real estate finance, investment strategies, property valuation models, financial modeling, and portfolio management. Whether you are a beginner or a seasoned professional, this certification opens doors to lucrative careers in real estate asset management, investment banking, and property technology sectors. Master the tools used by leading investors and gain the confidence to structure profitable deals in a competitive market.

Programme Curriculum

Training Course on Professional Certificate in Real Estate Finance and Investment

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Course Objectives

1. Understand real estate investment fundamentals and market cycles.
2. Analyze property valuation using DCF (Discounted Cash Flow) models.
3. Apply real estate finance principles to real-world scenarios.
4. Master commercial mortgage-backed securities (CMBS) structuring.
5. Evaluate risk management strategies in real estate portfolios.
6. Develop financial models for real estate development projects.
7. Interpret capital market dynamics impacting real estate assets.
8. Structure and finance large-scale property investments.
9. Explore REITs (Real Estate Investment Trusts) opportunities and strategies.
10. Assess alternative financing sources like crowdfunding and private equity.
11. Analyze sustainability trends and ESG factors in property investments.
12. Build and manage a diversified real estate investment portfolio.
13. Learn exit strategies for maximizing returns in real estate deals.

Target Audience

1. Real Estate Professionals
2. Investment Analysts
3. Property Developers
4. Financial Advisors
5. Real Estate Brokers
6. Mortgage Bankers
7. Asset Managers
8. Entrepreneurs in Real Estate

Course Duration: 10 days

Course Modules

Module 1: Introduction to Real Estate Finance

- Key concepts and market overview
- Types of real estate investments
- Role of finance in property markets
- Key players in the industry
- Global real estate trends
- **Case Study:** *Analyzing the global expansion strategy of Blackstone Real Estate in diversifying asset classes and entering emerging markets*

Module 2: Understanding Real Estate Markets

- Market cycles and indicators
- Supply and demand factors
- Regional and international markets
- Emerging market opportunities
- Demographics and urbanization impact
- **Case Study:** *Evaluation of Dubai's real estate boom and bust cycle (2004–2009) and post-recovery investment strategies.*

Module 3: Financial Mathematics for Real Estate

- Time value of money principles
- Discounting and compounding techniques
- Loan amortization schedules
- Real estate return metrics
- Financial calculator usage
- **Case Study:** *Calculating loan amortization and IRR for a residential development project in Atlanta, Georgia*

Module 4: Property Valuation Methods

- Sales comparison approach
- Income capitalization approach
- Cost approach overview
- Automated Valuation Models (AVMs)
- Valuation report standards
- **Case Study:** *Valuation of a mixed-use commercial building in central London using DCF and cap rate approaches.*

Module 5: Real Estate Investment Analysis

- Key investment metrics (IRR, NPV)
- Cash flow projections
- Holding period analysis
- Sensitivity analysis
- Break-even analysis

- **Case Study:** *Investment analysis of a Class A office tower acquisition in San Francisco with a 10-year hold strategy*

Module 6: Mortgage Finance and Securitization

- Mortgage types and structures
- Underwriting standards
- CMBS and RMBS basics
- Prepayment and default risks
- Secondary mortgage markets
- **Case Study:** *Case of Lehman Brothers' CMBS portfolio and the 2008 financial crisis – what went wrong.*

Module 7: Real Estate Development Finance

- Development process overview
- Sources of development finance
- Feasibility studies
- Risk assessment in development
- Construction loans vs. permanent loans
- **Case Study:** *Financing and feasibility analysis for a luxury waterfront condominium project in Miami.*

Module 8: Financial Modeling for Real Estate

- Building dynamic spreadsheets
- Pro forma statements
- Rent roll and operating expenses analysis
- Development cash flow modeling
- Scenario and sensitivity analysis
- **Case Study:** *Developing a pro forma and sensitivity model for a retail center redevelopment in Dallas.*

Module 9: Real Estate Investment Trusts (REITs)

- REIT structures and types
- Regulations and compliance
- REIT valuation metrics
- Global REIT markets
- Investing in public vs. private REITs
- **Case Study:** *Analysis of Prologis REIT performance and its global logistics property investment strategy.*

Module 10: Private Equity Real Estate

- Fund structures and strategies
- Due diligence in private equity deals

- Performance measurement and benchmarks
- Co-investments and club deals
- Capital call structures
- **Case Study:** *Evaluation of a private equity deal in multifamily housing by Carlyle Group – structure and returns.*

Module 11: Risk Management in Real Estate Investment

- Identifying investment risks
- Insurance and hedging strategies
- Diversification techniques
- Stress testing portfolios
- Legal and regulatory risks
- **Case Study:** *How Brookfield Asset Management mitigated risk in a $1B office portfolio during COVID-19.*

Module 12: Sustainable Real Estate Investment

- ESG factors in real estate
- Green building certifications (LEED, BREEAM)
- Impact investing trends
- Energy efficiency upgrades
- Sustainable development goals (SDGs)
- **Case Study:** *Development of One Central Park in Sydney – integrating sustainability and financial returns*

Module 13: Global Real Estate Investment

- Cross-border investment strategies
- Currency and geopolitical risks
- Global real estate funds
- International property markets
- Tax considerations for foreign investors
- **Case Study:** *Singapore's GIC cross-border investment in U.S. student housing – strategy and tax implications*

Module 14: Technology and Innovation in Real Estate

- PropTech overview
- Blockchain applications
- Smart buildings and IoT
- Virtual tours and digital twins
- Data analytics for real estate
- **Case Study:** *Implementation of blockchain in property title transfer – pilot project in Sweden*

Module 15: Exit Strategies in Real Estate Investment

- Sale vs. refinance strategies
- Timing the market
- Asset disposition planning
- Tax-efficient exit planning
- Legal considerations in exits
- **Case Study:** *Exit strategy and disposition planning of a hotel asset by Starwood Capital in a down market.*

Training Methodology

- Interactive lectures
- Live case studies
- Hands-on financial modeling exercises
- Group projects
- Industry expert sessions

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com