

RE: Real Estate Investment, Development, Purchasing Contract & Leasing Analysis Seminar Outline

► Overview:

This seminar is designed for anyone seeking a clear understanding of the many decisions involved in the world of real estate. The intent is to create a mind set that will make it easier for the attendant to understand how change and real estate values interact. Many people consider real estate to be a market-oriented game, in the sense that there are players and rules, and a way to determine winners and losers. Real estate means different things to different people. It has three common meanings which are interrelated:



- **A field of study:** Real estate as a field of study concerns the description and analysis of the occupational, physical, legal and economic aspects of land and permanent improvements on, or to, land.
- **A form of business activity:** Real estate as a business a business activity focuses on human activities concerned with land and its use or improvement.
- **A financial asset:** As a financial asset, real estate is a national resource, whether publicly or privately owned

► Structure:

18 hours to be carried out over 3 days including a valuable supporting document

► Who should Attend:

Project managers, directors, people looking to real estate as their occupation, profession or line of business activity, brokers, builders, lenders, planners, housing analysts and investors.

► Course Outline:

- **Real Estate Investment (9hrs)**
 - An introduction to Real Estate investment: legal Concepts
 - Financing: Notes and Mortgages
 - The interest factor in financing
 - Fixed Rate Mortgage Loans
 - Residential financial analysis
 - Disposition and Renovation of income properties
 - Financing Corporate Real Estate
 - Financing project development
 - Financing land Development projects
 - Partnerships, joint ventures, and syndications.
 - Investment Environment
 - The decision –Making Cycle
 - Market participants
 - Real estate brokers
 - Syndicators
 - Equity investors
 - Equity investors and lenders
 - Property developers
 - Other market participants

- Investment Analysis
 - Why invest in Real estate?
 - Rational investor versus economic assumption
 - How to different property types stack up?
 - How specific investment are analyzed
 - Net present value analysis for Douglas manor apartments)
 - Process used to determine after-tax cash flow and after tax-equity
 - Net present value
 - Internal rate of return
 - A caution about being too optimistic
 - A caution about relying too heavily on internal rate

- **Real Estate Development (6hrs)**

- Administrative and property management issues
 - Management considerations
 - Management Requirements by property type
 - Property tax appeal
 - Hazard Insurance
- Property development process
 - History and Economics of property development
 - Stages of the Development Process
 - Role of the Lender
 - Development Policy Issues
- Analysis for Property Development
 - Site Selection and Analysis
 - Improvement Analysis
 - Analysis for Property Development
 - Risk Analysis
 - Questions for Review and Discussion
 - Problems
- Land Development
 - The Land Development Process
 - Site Analysis
 - Locational Obsolescence
 - A Site-Evaluation Checklist
 - What is Plottage Value?
 - Land Development Financing
- Advanced Property Development Issues
 - Intensity-of-Use-The Case of an Office Building
 - The Building-Envelope Calculation
 - Analysis for Redevelopment or Modernization

- **Real Estate Purchasing Contracts & Leasing Analysis (3 hrs)**

- Leasing and Lease Analysis:
 - Creating a valid lease
 - Typical lease clause
 - Termination of leases
 - Tenant unions
- Contracts for the purchase and sale of real estate
 - Essentials of a valid real estate contract
 - Types of sales contracts
 - Components of an earnest money contract
 - Remedies for nonperformance
 - Escrow arrangement