REAL ESTATE FINANCE & INVESTMENT



GENTEX®
TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
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Introduction

Real Estate Finance & Investment Training Course develops the financial skills that property professionals use to fund, acquire and manage assets profitably. Participants learn how to model property cash flows, structure debt and equity, and test a deal against realistic market assumptions. The programme covers valuation, lease analysis, real estate financial modelling, financing structures, development appraisal, REITs and portfolio management. Furthermore, it addresses covenant testing, sensitivity analysis and reporting to investment committees and lenders. As a result, delegates can build a full property model and defend an investment recommendation with evidence. Gentex Training Center delivers the programme through live Excel workshops and applied deal case work.

Real Estate Finance & Investment Course Objectives

- Build real estate cash flow models in Microsoft Excel.
- Calculate net operating income, cap rates and cash-on-cash returns.
- Apply discounted cash flow, NPV and IRR to property investment decisions.
- Structure senior debt, mezzanine finance and equity layers.
- Assess loan-to-value, debt service coverage ratio and debt yield.
- Analyse leases and model rent, review and occupancy assumptions.
- Prepare development appraisals using residual land value methods.
- Apply sensitivity, scenario and Monte Carlo analysis to property risk.
- Evaluate REITs, property funds and portfolio performance.
- Prepare investment papers and present recommendations to committees.

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Course Methodology

The course combines technical briefings with extensive hands-on Excel workshops and deal case studies. Participants build a full property cash flow model, structure a financing package and run sensitivity analysis on key assumptions. In addition, structured peer review sharpens commercial judgement, and each day closes with an applied deal task.

Who Should Take This Course

- Real estate investment and asset management professionals.
- Property finance, credit and lending officers.
- Development, valuation and advisory analysts.
- Fund managers and REIT investment staff.
- Corporate finance and treasury professionals with property exposure.
- Accountants, auditors and consultants advising on property deals.

Real Estate Finance & Investment Course Outlines

Day 1: Property Markets, Valuation and Investment Context

- Property sectors and their income characteristics.
- Market cycles, supply, demand and rental drivers.
- The three valuation approaches and capitalisation of net income.
- Lease structures: gross, net, graduated and turnover rents.
- Lease events: reviews, break options and rent-free periods.
- Investment objectives, holding periods and exit assumptions.

- Workshop: valuing an income-producing property from market evidence.

Day 2: Real Estate Financial Modelling in Excel

- Model structure and property cash flow conventions.
- Net operating income build-up and expense recovery.
- Modelling lease cash flows, vacancy and re-letting assumptions.
- Capital expenditure, refurbishment and capital reserves.
- Exit value modelling using exit capitalisation rates.
- Unlevered and levered cash flow construction.
- Workshop: building a ten-year property cash flow model.

Day 3: Debt Structuring and Lending Analysis

- Senior debt, mezzanine, bridge and equity financing layers.
- Loan-to-value, debt service coverage ratio and debt yield.
- Interest calculation, amortisation and repayment schedules.
- Cash sweeps, reserve accounts and covenant structures.
- Construction and development financing facilities.
- Refinancing, exit strategy and lender reporting duties.
- Workshop: structuring a financing package and testing covenant headroom.

Day 4: Development Appraisal and Investment Risk

- Development appraisal principles and cost planning.
- Residual land valuation and developer profit on cost.
- Construction cash flow, drawdown and contingency planning.
- Sensitivity tables and scenario switches on key drivers.

- Monte Carlo simulation for rent, cost and exit value uncertainty.
- Tornado charts and break-even analysis for property deals.
- Workshop: appraising a development and calculating residual land value.

Day 5: REITs, Funds and Portfolio Management

- Real estate funds, joint ventures and club deal structures.
- Listed REIT analysis: funds from operations and dividend yield.
- Portfolio diversification across sectors and geographies.
- Asset management, value-add plans and repositioning.
- Performance measurement: income return, capital return and total return.
- Investment committee papers and deal presentation.
- Workshop: presenting a property investment recommendation to a committee.

Conclusion

By successfully completing Real Estate Finance & Investment Training Course, participants will have acquired the knowledge to value property, model cash flows and structure financing with confidence. They will understand valuation methods, lease analysis, debt and equity structures, development appraisal, risk testing and portfolio measurement, and they will know how to defend a deal with evidence. As a result, delegates make better-informed property investment and lending decisions. Gentex Training Center builds the programme around current market practice.

FAQs for the Real Estate Finance & Investment course

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Q1 What is the "Real Estate Finance & Investment" course about?

It covers the finance behind property investment decisions. You learn property valuation and lease analysis, real estate cash flow modelling in Excel, debt and equity structuring, development appraisal, REIT analysis and portfolio performance measurement, with live deal case work.

Q2 What are the key benefits of the "Real Estate Finance & Investment" course?

You gain the ability to model a property deal end to end and defend it with evidence. You also improve valuation judgement, structure financing with better covenant headroom, test how results respond to rent, cost and exit assumptions, and present deals clearly to investment committees and lenders.

Q3 What skills will I gain from the "Real Estate Finance & Investment" course?

You will gain property valuation and lease analysis, real estate financial modelling in Microsoft Excel, real estate debt and equity structuring, and development appraisal, investment risk analysis and property portfolio evaluation.

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Q4 What tools, methods, or standards are covered in the "Real Estate Finance & Investment" course?

The course covers the income, comparison and cost valuation approaches, net operating income and capitalisation rate analysis, lease cash flow modelling, discounted cash flow with NPV, IRR and XIRR, exit capitalisation rate valuation, loan-to-value, debt service coverage ratio and debt yield, amortisation and cash sweep schedules, residual land value appraisal, developer profit on cost, one-way and two-way data tables, tornado charts and Monte Carlo simulation, funds from operations for REIT analysis, and income, capital and total return measurement.

Q5 How is the "Real Estate Finance & Investment" course applied in real-world practice?

Graduates apply it to value properties for acquisition or lending, build and review property cash flow models, structure debt and equity for a deal, appraise development sites, test covenant headroom under stress, analyse REIT and fund performance, monitor asset management plans, and prepare investment papers for committees and lenders.