

REAL ESTATE FINANCIAL MODELING CERTIFICATION®



88 COURSES - 41H 2M



4 TO 6 WEEKS

Welcome to our Real Estate Financial Modeling Certification®, meticulously crafted to provide a comprehensive understanding of financial modeling principles, techniques, and real-world applications tailored to real estate investments.

This certification is designed for professionals and aspiring individuals aiming to excel in financial modeling for real estate, whether you're a financial analyst, developer, investor, or industry newcomer looking to build advanced modeling skills.

Our robust curriculum explores the fundamentals of real estate financial modeling, including cash flow analysis, debt and equity structures, development feasibility, and equity waterfall distributions. By enrolling in this program, participants will gain the expertise required to build dynamic financial models, evaluate investment opportunities, and make data-driven decisions with confidence in the real estate market.



Introduction to Real Estate Financial Modeling

The course begins with an introduction to the fundamental concepts and terminology in real estate financial modeling. Participants will explore the purpose and applications of financial models in real estate, gaining a clear understanding of how these tools are used to evaluate investments and make strategic decisions. This section highlights the importance of financial modeling in analyzing real estate projects, forecasting performance, and supporting data-driven decision-making.



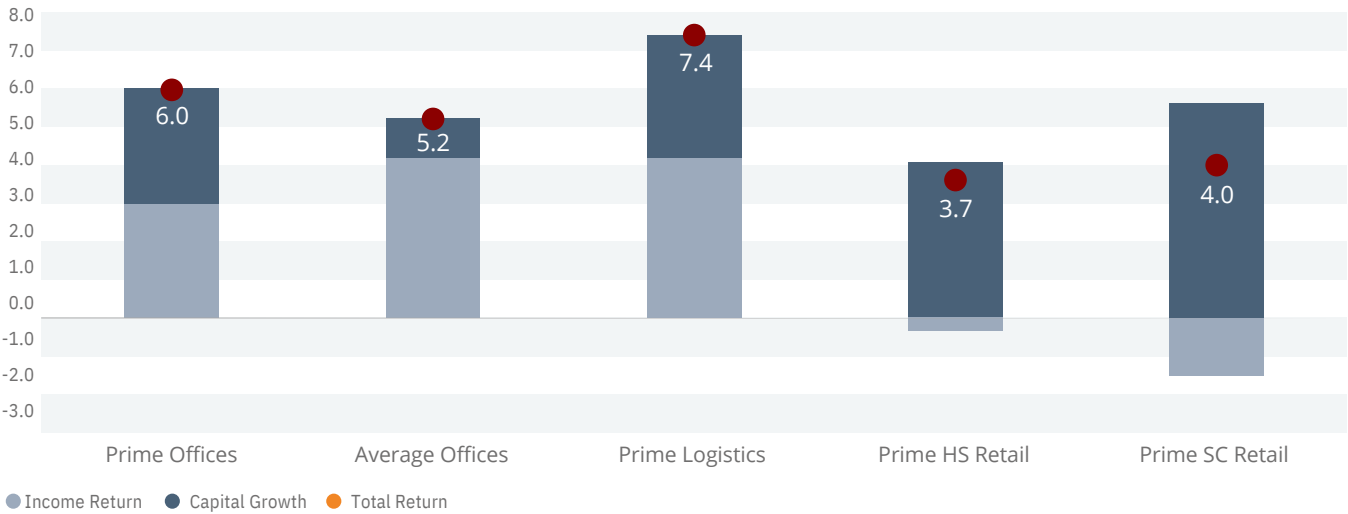
“Real estate is not just about property; it's about people and their aspirations”

Cash Flow Analysis and Modeling Techniques

A significant portion of the course focuses on mastering cash flow analysis and financial modeling techniques. Participants will learn to create dynamic models for real estate projects, covering critical concepts such as net operating income (NOI), internal rate of return (IRR), and discounted cash flow (DCF).

Debt and Equity Financing Structures

Understanding financing is key to effective financial modeling. This section delves into debt and equity structures, including loan amortization, interest rate analysis, and equity waterfall distributions. Participants will learn to incorporate these elements into their models to evaluate the financial viability of projects and determine optimal financing strategies.



Source: BNP Paribas Real Estate European Property Outlook H2 2021



Scenario Planning and Sensitivity Analysis

Risk and uncertainty are inherent in real estate investments. In this section, participants will explore scenario planning and sensitivity analysis, learning to test their models against various assumptions and market conditions. By mastering these techniques, participants will develop the ability to identify potential risks, evaluate project resilience, and optimize investment strategies for better outcomes.

Development Feasibility and Construction Modeling

This advanced section focuses on modeling for development and construction projects. Participants will learn to assess project feasibility by analyzing development costs, timelines, and cash flow forecasts. The module includes detailed exercises on incorporating construction budgets, phasing, and revenue projections into comprehensive development models.

Equity Waterfall and Pro Forma Modeling

Equity waterfall modeling is critical for evaluating investor returns and structuring deals. This section provides a deep dive into equity distributions, preferred returns, and promote structures. Participants will also learn to build pro forma models that project revenues, expenses, and returns over an investment's lifecycle, ensuring they can confidently present comprehensive financial forecasts.

¹ Source: Preqin Quarterly Update: Real Estate Update Q3 2021

Technology and Innovation in Financial Modeling

The role of technology in financial modeling is growing rapidly. This section covers modern tools and software, such as Excel, ARGUS, and cloud-based platforms, used in real estate modeling. Participants will learn how to integrate these tools into their workflows, exploring the benefits and limitations of automation and innovation in financial modeling.

Advanced Applications and Real-World Insights

As participants progress, they will tackle complex modeling scenarios, such as multifamily underwriting, lease modeling, and asset management. This section addresses advanced applications, providing insights into real-world challenges and opportunities. Through detailed case studies, participants will learn to apply their skills to diverse property types and investment strategies.



Ideal for aspiring financial analysts seeking expertise in real estate modeling, professionals aiming to enhance their investment analysis skills, developers and investors looking to optimize project returns, and anyone eager to master the art and science of real estate financial modeling.



By the end of this course, participants will have a comprehensive understanding of real estate financial modeling techniques. They will be proficient in building dynamic financial models, conducting cash flow analysis, and applying advanced methodologies like equity waterfall modeling. Participants will also gain expertise in scenario planning, understand financing structures, and be prepared to tackle complex real estate investment challenges with confidence.



MODULES:

Module	Total Steps	Description
Overview	3 steps	"Provides an overview of the course structure, learning objectives, and certification requirements. Includes a welcome orientation and platform introduction."
Module 1: Introduction to Financial Modeling	12 steps	"Covers foundational principles of real estate financial modeling, including key terminology, concepts, and the role of modeling in real estate investment analysis."
Module 2: Cash Flow Analysis	14 steps	"Introduces cash flow modeling techniques, including calculating NOI, IRR, and DCF. Emphasizes forecasting and evaluating investment performance."
Module 3: Debt & Equity Structures	13 steps	"Explores financing structures, covering loan amortization, interest rates, equity investments, and their integration into financial models."
Module 4: Development Feasibility Modeling	15 steps	"Focuses on modeling real estate development projects, including budgets, timelines, phasing, and risk assessment in feasibility analysis."
Module 5: Equity Waterfall Modeling	13 steps	"Provides an in-depth understanding of equity waterfalls, preferred returns, promote structures, and their application in real estate investment modeling."
Module 6: Pro Forma Modeling	17 steps	"Teaches participants to build pro forma models for real estate projects, forecasting revenues, expenses, and returns across an investment lifecycle."
Module 7: Scenario Planning and Sensitivity Analysis	14 steps	"Covers techniques for evaluating risks and testing assumptions through scenario planning and sensitivity analysis in financial models."
Module 8: Advanced Applications & Technology	12 steps	"Explores advanced modeling applications, including tools like ARGUS, Excel automation, and case studies for multifamily, commercial, and development projects."
Module 9: Market Data Integration	9 steps	"Teaches how to incorporate market data into financial models, including demographic trends, economic indicators, and market forecasting for real estate."
Module 10: Certification Exam	2 steps	"The final step in the certification process, consisting of a comprehensive exam that evaluates knowledge and skills acquired throughout the course."

YOUR INSTRUCTORS:

**Leila Hagen**

Born and raised in a bustling urban center, Leila's childhood was imbued with a deep appreciation for the dynamics of city life and the intricacies of human interactions. From an early age, she exhibited a natural curiosity and an innate entrepreneurial spirit, often exploring her surroundings and eagerly seeking out opportunities for learning and growth.

As Leila journeyed through her formative years, she cultivated a keen interest in business and marketing, spurred on by her parents' own ventures as small business owners. Witnessing their dedication and resilience in navigating the challenges of entrepreneurship left an indelible mark on Leila, instilling within her a profound respect for hard work, innovation, and integrity. It was during this time that she honed her skills in communication, problem-solving, and strategic thinking—attributes that would later prove instrumental in her professional endeavors.

**Wei Nakamura**

With over 15 years of experience in the real estate industry, Wei Nakamura has established himself as a trusted and knowledgeable expert in the New York City market. Beginning his career as a real estate agent, Edward quickly rose through the ranks due to his exceptional client service, negotiation skills, and in-depth understanding of the local market dynamics. Over the years, he has successfully closed hundreds of transactions ranging from residential sales and rentals to commercial leases and investment properties. Recognizing his passion for teaching and mentorship, Edward transitioned into real estate education and became a licensed instructor, offering courses and workshops to aspiring agents and seasoned professionals alike. His extensive experience in both brokerage and education allows him to provide valuable insights, practical advice, and industry expertise to his students, empowering them to succeed in the competitive world of real estate.

**Robert Stanley**

Robert's foray into real estate began shortly after completing his studies, where he quickly distinguished himself as a rising star within the field. With a keen eye for market trends and a genuine desire to assist others in achieving their property aspirations, Robert navigated the complexities of the real estate market with finesse and integrity. His ability to forge meaningful connections with clients, coupled with his astute negotiation skills, earned him a stellar reputation as a trusted advisor and advocate.

Over the years, Robert's commitment to excellence and dedication to his craft have propelled him to new heights of success. Whether assisting first-time homebuyers in finding their dream homes or guiding seasoned investors in identifying lucrative opportunities, Robert approaches each transaction with unwavering professionalism and a genuine passion for client satisfaction.