

## CERTIFICATE IN COMMERCIAL REAL ESTATE INVESTMENT & ANALYSIS

“Mastering Financial, Strategic, and Analytical Tools to Succeed in Commercial Real Estate Markets”

### Schedule

Date	Venue	Fees (Face-to-Face)
02 - 06 Mar 2026	Dubai, UAE	USD 3495 per delegate
06 - 10 Sep 2026	Doha, Qatar	USD 3495 per delegate

► Available delivery methods: Face-to-Face & Online Training

### Introduction

Commercial real estate (CRE) is one of the most dynamic and rewarding investment classes—but also one of the most complex. Success in this sector requires a deep understanding of property valuation, market dynamics, financing structures, risk assessment, and portfolio strategy.

This comprehensive 5-day certification course provides participants with a solid foundation in commercial real estate investment and analysis. From site selection and lease structuring to cash flow modeling and market forecasting, participants will build the skills needed to evaluate opportunities, mitigate risks, and drive investment performance in CRE portfolios.

### Objectives

By the end of this course, participants will be able to:

- Analyze CRE market trends and assess investment opportunities
- Conduct cash flow modeling and investment return calculations (NPV, IRR, Cap Rate)
- Apply due diligence and valuation techniques across asset classes
- Understand lease structures, tenant risk, and income stability
- Evaluate risk-adjusted returns and financing options
- Develop CRE investment strategies and portfolio plans

## Why Attend

- Gain the financial and strategic skills to succeed in commercial real estate
- Learn best practices in underwriting, valuation, and deal structuring
- Improve decision-making through robust scenario analysis
- Build confidence in communicating CRE metrics and project evaluations
- Earn a certificate to enhance your professional credibility

## Target Audience

### This program is designed for:

- Real estate professionals and brokers
- Asset and property managers
- Investment analysts and portfolio managers
- Developers, bankers, and lending officers
- Corporate real estate and finance executives
- Anyone looking to enter or deepen their knowledge in CRE investment

## Individual Benefits

### Key competencies that will be developed include:

- CRE investment modeling and risk analysis
- Lease and revenue forecasting
- Financial structuring and feasibility evaluation
- Investment performance monitoring
- CRE market and trend interpretation

## Organizational Benefits

### Upon completing the training course, participants will demonstrate:

- Improved investment decisions and project feasibility reviews
- Enhanced modeling accuracy and deal evaluations
- Better alignment of real estate with corporate strategy
- More informed negotiation and capital deployment

## Instructional Methodology

- Financial modeling tools and templates
- Case studies from global CRE markets
- Group workshops and cash flow analysis
- Role-play negotiations and investment committee simulations
- Expert-led lectures and interactive dashboards

## MAWA EVENTS

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## Course Outline

### Detailed 5-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM Daily Format: 2–3 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

#### Day 1 - Understanding the CRE Investment Landscape

- **Module 1: Introduction to Commercial Real Estate Investment (07:30 - 09:30)**
  - Key market players and asset types
  - CRE investment lifecycle
  - Market drivers and risk-return characteristics
- **Module 2: Market and Site Analysis (09:45 - 11:15)**
  - Market supply/demand dynamics
  - Site selection and zoning factors
  - Location risk and demographic data
- **Module 3: Legal, Leasing & Regulatory Context (11:30 - 01:00)**
  - Lease types: gross, triple-net, hybrid
  - Tenant risk and covenant strength
  - Local regulations and development frameworks
- **Module 4: Workshop - Asset Classification & Market Mapping (02:00 - 03:30)**
  - Teams assess different CRE asset types and map market potential

#### Day 2 - CRE Valuation and Investment Metrics

- **Module 5: Financial Metrics in CRE (07:30 - 09:30)**
  - Cap Rate, NOI, Gross Rent Multiplier
  - Net Present Value (NPV), Internal Rate of Return (IRR)
  - Return on Equity and Debt Coverage Ratios
- **Module 6: CRE Valuation Methods (09:45 - 11:15)**
  - Income approach vs. sales and cost approaches
  - Comparable sales and appraisal inputs
  - Forecasting rental income and expenses
- **Module 7: Cash Flow Modeling and Sensitivity Analysis (11:30 - 01:00)**
  - 10-year DCF model structure
  - Exit strategy, terminal value, and equity waterfall
  - Sensitivity and scenario testing
- **Module 8: Hands-On Modeling Lab (02:00 - 03:30)**
  - Excel-based cash flow analysis with group exercises

#### Day 3 - Debt, Financing & Investment Structuring

- **Module 9: CRE Financing Instruments (07:30 - 09:30)**
  - Senior debt, mezzanine, equity, REITs
  - Loan-to-value (LTV) and interest coverage
  - Equity syndication and joint ventures
- **Module 10: Structuring the Investment Deal (09:45 - 11:15)**
  - Preferred equity and promote structures
  - Investor distributions and waterfalls
  - Legal documentation and negotiation issues
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**Module 11: Investment Risk and Return Optimization (11:30 - 01:00)**

- Risk-adjusted return frameworks
- Portfolio diversification and correlation
- Risk factors: tenant, lease rollover, exit risk

**Module 12: Simulation - Structuring a CRE Investment (02:00 - 03:30)**

- Teams build a financial model and pitch their deal

**Day 4 - Portfolio Management and ESG Trends****Module 13: CRE Portfolio Strategy (07:30 - 09:30)**

- Asset allocation and capital deployment
- Geographic and sector diversification
- Holding periods and lifecycle planning

**Module 14: ESG in Commercial Real Estate (09:45 - 11:15)**

- Green building certifications (LEED, BREEAM)
- Climate risk, energy efficiency, and sustainability
- Investor demand and regulatory pressures

**Module 15: Performance Measurement and KPIs (11:30 - 01:00)**

- Benchmarking CRE investments
- Occupancy, income stability, rent collection metrics
- Operational vs. investment performance

**Module 16: Group Case Study - Portfolio Strategy Design (02:00 - 03:30)**

- Teams design a CRE portfolio based on investor goals

**Day 5 - Application, Negotiation & Certification****Module 17: Investment Committee Role Play (07:30 - 09:30)**

- Teams present deals to a mock investment board
- Respond to risk, return, and strategic questions

**Module 18: Negotiation in CRE Deals (09:45 - 11:15)**

- Negotiation psychology and tactics
- Win-win deal structuring
- Managing counterparty risk

**Module 19: Capstone Simulation - End-to-End Deal Process (11:30 - 01:00)**

- Simulated investment evaluation, structuring, and exit strategy

**Module 20: Wrap-Up and Certification (02:00 - 03:30)**

- Key takeaways and personal action planning
- Certificate award and instructor feedback

**Certification**

Participants who complete the program will receive a Certificate of Completion in **The HR Essential Skills**, recognizing their readiness to execute foundational HR responsibilities with professionalism and confidence.

## Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

<b>In-House / Customized Training</b> Interested in running this course for your team? Please contact us:	TEL:  <b>+601116373203</b>	EMAIL:  <b>info@mawaevents.net</b>
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