**MAWA EVENTS**

**Address:** No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

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# CERTIFICATE IN REAL ESTATE FINANCE FOR INVESTMENT & DEVELOPMENT (REFID)

*""Mastering the Financial Skills to Evaluate, Structure & Execute Profitable Real Estate Investments""*

## Schedule

| Date | Venue | Fees (Face-to-Face) |
|---|---|---|
| 22 – 26 Feb 2026 | Muscat, Oman | USD 3495 per delegate |
| 12 – 16 Apr 2026 | Doha, Qatar | USD 3495 per delegate |
| 04 – 08 Oct 2026 | Manama, Bahrain | USD 3495 per delegate |

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

## Introduction

The global real estate industry presents vast opportunities for those with the ability to structure sound investments and evaluate developments from a financial perspective. Success in this field demands more than intuition—it requires a deep understanding of investment metrics, development risks, financing mechanisms, and valuation principles.

The Certificate in Real Estate Finance for Investment & Development (REFID) is a five-day intensive program designed for professionals involved in real estate investment, development, and financing. This course offers an immersive experience in financial modeling, cash flow analysis, feasibility assessment, and deal structuring using industry-standard tools and techniques.

## Objectives

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

- Analyze and interpret real estate investment financial statements and KPIs
- Build and evaluate cash flow models and feasibility studies
- Structure equity and debt financing for property investments and developments
- Understand key metrics such as IRR, NPV, DSCR, yield, and cap rate
- Assess development risks and returns from pre-construction to exit

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## Why Attend

- Develop the financial expertise to evaluate and structure real estate deals
- Gain confidence in presenting investment proposals to stakeholders and investors
- Learn practical modeling techniques using Excel-based real estate tools
- Understand how lenders and equity investors assess project risks and returns
- Join a growing network of real estate finance professionals

## Target Audience

This program is designed for:

- Real estate developers and project sponsors
- Finance and investment professionals
- Property and asset managers
- Bankers, fund managers, and financial advisors
- Government, municipal, and housing authorities

## Individual Benefits

Key competencies that will be developed include:

- Financial modeling of real estate assets and projects
- Structuring and interpreting investment and development feasibility
- Debt financing, equity participation, and joint venture structuring
- Market, regulatory, and financial risk evaluation
- Presentation of investment reports and sensitivity scenarios

## Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Enhanced project evaluation and investment decision-making capacity
- Improved risk mitigation and return forecasting
- Stronger collaboration across finance, development, and investment teams
- Better alignment between investment goals and financial structuring
- Higher success rates in project funding and execution

## Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Principles of real estate finance and investment analysis
- Case Studies – Real-world projects in commercial, residential, and mixed-use developments
- Workshops – Excel modeling for cash flow, valuation, and feasibility
- Peer Exchange – Interactive discussions and group work on development scenarios
- Tools – Templates for project pro formas, IRR calculators, sensitivity models, and term sheets

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## Course Outline

**Detailed 5-Day Course Outline**

**Training Hours:** 07:30 AM – 3:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

**Day 1: Fundamentals of Real Estate Investment**

- Module 1: Overview of Real Estate Investment & Development (07:30 – 09:30) • Investment types, stakeholders, and lifecycle • Risk-return profile of real estate
- Module 2: Understanding Key Financial Metrics (09:45 – 11:15) • Cap rate, NOI, IRR, NPV, yield, and payback
- Module 3: Real Estate Market Analysis (11:30 – 01:00) • Supply/demand, absorption, rents, vacancy
- Module 4: Workshop – Analyze a Sample Real Estate Deal (02:00 – 03:30)

**Day 2: Feasibility Studies and Cash Flow Modeling**

- Module 1: Development Feasibility Studies (07:30 – 09:30) • Cost estimates, timelines, and construction phases
- Module 2: Cash Flow Forecasting (09:45 – 11:15) • Rental income, expenses, capex, taxes
- Module 3: Excel-Based Modeling Techniques (11:30 – 01:00) • Building a dynamic financial model step by step
- Module 4: Workshop – Build a Basic Cash Flow Model (02:00 – 03:30)

**Day 3: Financing Structures and Investment Analysis**

- Module 1: Debt Financing and Lender Perspectives (07:30 – 09:30) • DSCR, loan-to-value (LTV), interest cover
- Module 2: Equity, JV, and Syndication Models (09:45 – 11:15) • Promotes, waterfall structures, and partnership terms
- Module 3: IRR and Sensitivity Analysis (11:30 – 01:00) • Testing outcomes under different cost/income scenarios
- Module 4: Workshop – Investment Memo and Financial Summary (02:00 – 03:30)

**Day 4: Project Appraisal and Risk Management**

- Module 1: Project Due Diligence (07:30 – 09:30) • Legal, technical, financial checks
- Module 2: Risk Mapping and Mitigation (09:45 – 11:15) • Market, construction, exit risk evaluation
- Module 3: Planning & Regulatory Compliance (11:30 – 01:00) • Zoning, permits, ESG, and government incentives
- Module 4: Workshop – Evaluate a Risky Development Deal (02:00 – 03:30)

**Day 5: Portfolio Strategy and Final Presentations**

- Module 1: Managing a Real Estate Portfolio (07:30 – 09:30) • Diversification, exit strategies, asset repositioning
- Module 2: Capital Markets and REITs (09:45 – 11:15) • Public vs private funding structures
- Module 3: Final Project & Group Presentations (11:30 – 01:00) • Present feasibility and financing model
- Module 4: Certification and Wrap-Up (02:00 – 03:30) • Discussion, review, and certificate distribution

## Certification

Participants will receive a Certificate in Real Estate Finance for Investment & Development (REFID), validating their capability to evaluate, structure, and manage real estate investments and developments using globally accepted financial practices.

## 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.

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

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