

REAL ESTATE FINANCE FOR NON-FINANCE EXECUTIVES

“Empowering Decision-Makers with Financial Insights in Real Estate Investment, Valuation & Development”

Schedule

Date	Venue	Fees (Online)
22 - 26 Mar 2026	Online	USD 1500 per delegate

Introduction

In the real estate sector, decisions related to investments, acquisitions, development, and operations have profound financial implications. Non-finance executives, including architects, engineers, developers, and business unit leaders, must be able to interpret and apply financial data to make informed and profitable decisions.

This intensive five-day course demystifies real estate finance and provides non-finance professionals with the tools, terminology, and models used by financial analysts, developers, and investors. Participants will gain hands-on experience in evaluating project feasibility, calculating returns, understanding financing structures, and making risk-adjusted investment decisions.

Objectives

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

- Understand key financial concepts in real estate development and investment
- Evaluate project viability using basic valuation models and return metrics
- Analyze cash flows, financing terms, and development costs
- Communicate effectively with investors, lenders, and finance teams
- Make informed decisions on property development, acquisition, or lease

Why Attend

- Strengthen your decision-making skills using financial principles
- Learn how to assess project risks and returns without relying solely on finance teams
- Improve communication with real estate investors, partners, and financial institutions
- Gain confidence in reviewing financial models and development proposals
- Understand how financing structures and capital costs affect real estate projects

Target Audience

This program is designed for:

- Real estate developers, project managers, and engineers
- Non-finance executives in property management or development
- Architects, construction leads, and leasing managers
- Legal and contract professionals in real estate
- Corporate real estate and facilities decision-makers

Individual Benefits

Key competencies that will be developed include:

- Understanding real estate investment metrics (IRR, NPV, cash-on-cash)
- Reading and interpreting real estate financial statements and models
- Comparing financing options and capital structures
- Basic discounted cash flow (DCF) and pro forma modeling
- Assessing the financial impact of development timelines and costs

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Stronger financial alignment in real estate and development decisions
- Improved internal collaboration between technical and financial teams
- Increased financial accountability in project execution
- Better risk management and profitability forecasting
- More informed negotiations with lenders and partners

Instructional Methodology

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

- Strategy Briefings - Core finance concepts applied to real estate
- Case Studies - Property development and acquisition evaluations
- Workshops - Investment analysis, cash flow modeling, and deal structuring
- Peer Exchange - Lessons learned from real estate professionals
- Tools - Templates for pro formas, financing comparisons, and DCF models

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: Foundations of Real Estate Finance

- Module 1: Key Financial Concepts and Real Estate Context (07:30 – 09:30) • Revenue, cost, margin, cap rate, NOI, and net returns
- Module 2: Understanding Project Costs and Budgets (09:45 – 11:15) • Hard vs soft costs, contingencies, and escalation
- Module 3: Financing Methods and Capital Stacks (11:30 – 01:00) • Debt, equity, mezzanine financing structures
- Module 4: Workshop – Analyzing a Real Estate Capital Stack (02:00 – 03:30)

Day 2: Investment Analysis and Return Metrics

- Module 1: Introduction to Property Valuation (07:30 – 09:30) • Market, income, and cost approaches
- Module 2: Key Investment Metrics (09:45 – 11:15) • IRR, NPV, payback period, and cash-on-cash return
- Module 3: Development Feasibility and Break-even Analysis (11:30 – 01:00) • Project lifecycle evaluation and timing impact
- Module 4: Workshop – Feasibility Study for a Mid-Scale Project (02:00 – 03:30)

Day 3: Cash Flow Planning and Pro Forma Analysis

- Module 1: Understanding Real Estate Cash Flows (07:30 – 09:30) • Rental income, vacancy rates, and operating expenses
- Module 2: Building a Basic Pro Forma (09:45 – 11:15) • Forecasting inflows and outflows over the project lifecycle
- Module 3: Project Risk and Sensitivity Analysis (11:30 – 01:00) • Evaluating different scenarios and financial resilience
- Module 4: Workshop – Cash Flow Forecasting (02:00 – 03:30)

Day 4: Financing Strategies and Debt Management

- Module 1: Selecting the Right Financing Mix (07:30 – 09:30) • LTV ratios, DSCR, loan terms, and interest types
- Module 2: Structuring Lease Agreements and Revenue Streams (09:45 – 11:15) • Net lease, gross lease, triple net lease
- Module 3: Managing Debt and Cash Reserves (11:30 – 01:00) • Loan covenants, refinancing, and payment schedules
- Module 4: Workshop – Comparing Financing Scenarios (02:00 – 03:30)

Day 5: Real-World Applications and Wrap-Up

- Module 1: Interpreting Financial Models and Presentations (07:30 – 09:30) • What to look for in investment proposals and reports
- Module 2: Stakeholder Communication and Investment Decisions (09:45 – 11:15) • Presenting findings to boards, lenders, and partners
- Module 3: Capstone Case Study – Project Investment Pitch (11:30 – 01:00)
- Module 4: Certification and Wrap-Up (02:00 – 03:30) • Final feedback, personal action planning, and certificate distribution

Certification

Participants will receive a Certificate of Completion in Real Estate Finance for Non-Finance Executives, validating their ability to evaluate, plan, and manage real estate financial matters with confidence and clarity—without requiring an accounting or finance background.

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