MAWA EVENTS

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

Phone: +601116373203 | **Email:** info@mawaevents.net

REAL ESTATE FINANCE & VALUATION

""Empowering Professionals with the Tools to Analyze, Finance, and Value Real Estate Investments""

Schedule

Date	Venue	Fees (Face-to-Face)
15 – 19 Mar 2026	Doha, Qatar	USD 3495 per delegate

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

Introduction

The ability to accurately finance and value real estate assets is critical for investors, developers, financial institutions, and public-sector decision-makers. With real estate markets becoming increasingly complex, professionals must understand valuation techniques, investment structuring, risk evaluation, and financial modeling to make informed and profitable decisions.

This intensive 5-day course provides a deep dive into the principles and practices of real estate finance and valuation. Participants will learn how to assess property investments, perform discounted cash flow analysis, evaluate development feasibility, and structure real estate transactions through a combination of hands-on exercises, case studies, and financial modeling.

Objectives

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

- Apply key valuation methods including income, market, and cost approaches
- Construct real estate financial models using cash flow and return metrics
- Assess investment feasibility and risk for income-producing and development properties
- Evaluate financing structures and capital stack components
- Interpret market data and valuation reports to support strategic decisions

MAWA EVENTS

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

Phone: +601116373203 | **Email:** info@mawaevents.net

Why Attend

- Gain practical skills in valuing and financing various types of real estate assets
- Enhance your decision-making abilities with solid financial and market analysis
- Strengthen your confidence in working with investors, banks, and appraisal consultants
- Learn how to evaluate development proposals, leases, and returns
- Translate financial concepts into actionable investment and lending strategies

Target Audience

This program is designed for:

- Real estate developers and property managers
- Investment analysts and asset managers
- Bankers, lenders, and credit officers
- Appraisers, valuers, and financial advisors
- Government and institutional professionals involved in property and infrastructure

Individual Benefits

Key competencies that will be developed include:

- Financial modeling of real estate assets
- Valuation using DCF, NPV, IRR, and market comparisons
- Risk analysis and scenario testing
- Deal structuring and financing arrangements
- Communicating investment insights to stakeholders

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved investment screening and deal evaluation
- Stronger collaboration between finance, development, and valuation teams
- Better-informed decisions in lending, acquisition, or disposition strategies
- Enhanced internal capacity to interpret and use real estate market intelligence
- Greater confidence in underwriting and financing real estate projects

Instructional Methodology

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

- Strategy Briefings – Core financial and valuation concepts for real estate
- Case Studies – Property acquisition, development, and investment scenarios
- Workshops – Building valuation models and investment feasibility analysis
- Peer Exchange – Lessons learned from across regions and asset classes
- Tools – Excel templates for valuation, DCF modeling, and return analysis

MAWA EVENTS

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

Phone: +601116373203 | **Email:** info@mawaevents.net

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 and Valuation

- Module 1: Introduction to Real Estate Investment & Market Dynamics (07:30 – 09:30) • Property types, market cycles, demand drivers
- Module 2: Core Valuation Methods – Cost, Income, and Market (09:45 – 11:15) • Comparable sales, direct capitalization, cost estimation
- Module 3: Understanding Cash Flows and Pro Formas (11:30 – 01:00) • Income, expenses, NOI, operating assumptions
- Module 4: Workshop – Constructing a Basic Valuation Model (02:00 – 03:30)

Day 2: Investment Metrics and DCF Valuation

- Module 1: Discounted Cash Flow Techniques (07:30 – 09:30) • Time value of money, NPV, IRR
- Module 2: Building a Multi-Year Investment Cash Flow Model (09:45 – 11:15) • Rent escalations, capex, reversion value
- Module 3: Risk, Return, and Sensitivity Analysis (11:30 – 01:00) • Break-even points, what-if scenarios
- Module 4: Workshop – Real Estate Investment Simulation (02:00 – 03:30)

Day 3: Financing and Capital Structure

- Module 1: Real Estate Financing Methods (07:30 – 09:30) • Debt, equity, mezzanine, REIT structures
- Module 2: Loan Metrics and Lending Criteria (09:45 – 11:15) • DSCR, LTV, interest coverage
- Module 3: Capital Stack and Risk Allocation (11:30 – 01:00) • Preferred equity, development loans, equity waterfalls
- Module 4: Workshop – Structuring a Capital Stack for a Development (02:00 – 03:30)

Day 4: Development Analysis and Appraisal Reports

- Module 1: Development Feasibility Assessment (07:30 – 09:30) • Land cost, construction budget, sell-out models
- Module 2: Market and Lease Analysis (09:45 – 11:15) • Absorption rates, lease terms, income potential
- Module 3: Reading and Interpreting Valuation Reports (11:30 – 01:00) • Appraisal standards, reconciliations, assumptions
- Module 4: Workshop – Reviewing a Third-Party Appraisal (02:00 – 03:30)

Day 5: Strategic Applications and Presentation Skills

- Module 1: Communicating Valuation and Investment Results (07:30 – 09:30) • Report writing, visualization, and dashboards
- Module 2: Regulatory and Ethical Considerations in Valuation (09:45 – 11:15) • RICS, IVS, local regulations, conflicts of interest
- Module 3: Final Case Study – Real Estate Deal Analysis (11:30 – 01:00)
- Module 4: Certification and Wrap-Up (02:00 – 03:30) • Group presentations, Q&A, and certificate distribution

Certification

Participants will receive a Certificate of Completion in Real Estate Finance & Valuation, confirming their proficiency in financial analysis, investment structuring, and valuation techniques for real estate assets.

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.

MAWA EVENTS

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

Phone: +601116373203 | **Email:** info@mawaevents.net

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

Follow us: **Facebook** **Twitter** **YouTube** **LinkedIn** **Instagram**

© Material published by MAWA Events shown here is copyrighted. All rights reserved. Any unauthorized copying, distribution, use, dissemination, downloading, storing (in any medium), transmission, reproduction or reliance in whole or any part of this course outline is prohibited and will constitute an infringement of copyright.