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 MANAGEMENT, INVESTMENT, MORTGAGES & FINANCING

"Master the Essentials of Real Estate Strategy, Finance, and Investment for Competitive Advantage"

Schedule

Date	Venue	Fees (Face-to-Face)
22 – 24 Sep 2026	Doha, Qatar	USD 2495 per delegate

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

Introduction

This focused 3-day course provides professionals with the critical knowledge and tools needed to navigate the complexities of real estate management, investment analysis, mortgage structuring, and financing options. Participants will explore real estate markets, valuation techniques, risk assessments, and financial modeling to make informed investment decisions.

With practical case studies and interactive exercises, this program empowers attendees to develop profitable strategies, manage real estate portfolios effectively, and understand the financial mechanisms driving property deals.

Objectives

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

- Understand the fundamentals of real estate markets and investment analysis.
- Apply valuation techniques to assess real estate assets and opportunities.
- Navigate mortgage products, financing structures, and funding options.
- Evaluate investment risks and develop sound portfolio strategies.
- Analyze the financial performance of real estate projects.

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Why Attend

- Gain in-depth knowledge of real estate investment and financing practices.
- Learn how to structure, analyze, and optimize mortgage deals.
- Enhance your ability to assess risks and returns in property investments.
- Acquire practical tools to manage real estate portfolios successfully.
- Build confidence to engage in complex real estate transactions.

Target Audience

This program is designed for:

- Real estate managers and developers.
- Investment analysts and portfolio managers.
- Bankers, lenders, and mortgage professionals.
- Finance officers, auditors, and consultants.
- Anyone involved in property investment, management, or financing.

Individual Benefits

Key competencies that will be developed include:

- Advanced real estate investment analysis and decision-making.
- Stronger understanding of financing models and mortgage products.
- Enhanced ability to assess property value and investment potential.
- Practical experience in financial modeling for real estate deals.
- Greater confidence in managing real estate projects and portfolios.

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved financial performance of real estate investments.
- Stronger organizational strategies for asset management and growth.
- Enhanced risk management and investment oversight.
- Better access to financing options and optimized funding structures.
- Increased capacity to make informed, data-driven real estate decisions.

Instructional Methodology

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

- Strategy Briefings – Real estate market dynamics, investment strategies, and financing options.
- Case Studies – Real-world examples of property valuation, mortgage structuring, and investment success.
- Workshops – Hands-on exercises in financial analysis, risk assessment, and deal modeling.
- Peer Exchange – Group discussions on market challenges, trends, and innovative solutions.
- Tools – Templates for investment analysis, financial models, and mortgage evaluation.

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Course Outline

Detailed 3-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3–4 Learning Modules | Coffee Breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Real Estate Markets and Investment Fundamentals

- Module 1: Overview of Real Estate Markets and Key Drivers
- Module 2: Principles of Real Estate Investment and Portfolio Strategies
- Module 3: Valuation Techniques: Income, Cost, and Market Approaches
- Module 4: Workshop – Analyzing Real Estate Investment Opportunities

Day 2: Mortgage Products and Financing Structures

- Module 1: Understanding Mortgage Products and Lending Mechanisms
- Module 2: Structuring Financing for Real Estate Deals
- Module 3: Risk Assessment in Mortgage and Financing Arrangements
- Module 4: Workshop – Building a Mortgage Financing Model

Day 3: Financial Analysis and Performance Evaluation

- Module 1: Financial Modeling for Real Estate Investments
- Module 2: Performance Measurement and Reporting
- Module 3: Managing Real Estate Portfolios for Long-Term Success
- Module 4: Workshop – Presenting Investment Cases to Stakeholders

Certification

Participants will receive a Certificate of Completion in Real Estate Management & Financing, validating their expertise in property investment, mortgage structuring, and real estate financial analysis.

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.

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

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