



Artificial Intelligence in Real Estate

11 – 15 January 2027
Vienna (Austria)



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Introduction:

Artificial Intelligence AI is revolutionizing the real estate industry by transforming how properties are valued, marketed, managed, and sold. This Artificial Intelligence in Real Estate course equips professionals with cutting-edge knowledge and tools that integrate AI into real estate operations and strategic decision-making.

The Artificial Intelligence in Real Estate training covers AI-powered solutions in property valuation, investment analytics, CRM systems, predictive modeling, and smart property management. It emphasizes practical implementation, data interpretation, and emerging technologies like machine learning, natural language processing, and computer vision.

Participants will learn to unlock insights from real estate data and deliver client-centric solutions. The Artificial Intelligence in Real Estate program addresses ethical considerations and regulatory compliance associated with AI adoption in real estate. It prepares professionals to lead digital transformation in real estate organizations.

Targeted Groups:

This Artificial Intelligence in Real Estate training targets professionals seeking specialized knowledge and skills:

- Real estate investment analysts.
- Property managers and leasing professionals.
- Real estate developers and consultants.
- Smart city and urban planning specialists.
- PropTech entrepreneurs and startup founders.
- Real estate marketers and CRM managers.
- Business analysts in real estate firms.
- Commercial and residential property brokers.
- Facility and asset management professionals.
- Technology solution providers in the real estate sector.

Course Objectives:

Participants will achieve the following objectives by completing the Artificial Intelligence in Real Estate course:

- Understand core concepts of AI in the real estate sector.
- Analyze data-driven strategies for real estate decisions.
- Apply predictive analytics for property value estimation.
- Design AI-driven solutions for client segmentation and targeting.
- Interpret real-time data for dynamic pricing models.
- Implement intelligent CRM and lead generation tools.
- Identify AI applications in property search and visualization.
- Evaluate automation in facilities and building management.
- Adapt strategic planning based on AI-powered insights.
- Examine legal, ethical, and regulatory challenges of AI use.
- Integrate AI solutions with existing real estate systems.
- Develop action plans for AI deployment in business contexts.
- Assess the ROI of AI technologies in real estate investments.
- Communicate AI-driven strategies to stakeholders.
- Optimize operational efficiency using intelligent tools.

Targeted Competencies:

Participants will gain the following competencies during the Artificial Intelligence in Real Estate program:

- AI literacy applied to real estate processes.
- Data analytics for real estate intelligence.
- Predictive modeling for investment insights.
- Machine learning integration in business planning.
- Digital transformation in real estate services.
- AI-enabled decision-making in property valuation.
- Strategic planning with intelligent technologies.
- Customer experience optimization with smart tools.
- Risk identification using AI insights.
- Legal and ethical judgment in AI deployment.

Course Content:

Unit 1: Fundamentals of AI in Real Estate:

- Introduction to artificial intelligence and real estate technology.
- Evolution of PropTech and the role of AI.
- AI-powered transformation in real estate services.
- Types of AI used in real estate: machine learning, NLP, and computer vision.
- Understanding big data in property transactions.
- Real estate data sources and quality control.
- Use cases of AI across residential and commercial markets.
- Strategic alignment of AI with business goals.
- Global trends in AI adoption in the property industry.

Unit 2: Predictive Analytics & Property Valuation:

- Introduction to predictive analytics for real estate.
- Data modeling for price prediction and rental income.
- AI-based comparative market analysis CMA.
- Leveraging AI for forecasting real estate trends.
- Tools for automated property valuation models.
- AI integration in mortgage and financing risk assessment.
- Case studies in AI-assisted property appraisal.
- Real-time valuation updates using market data.
- Scenario simulation and what-if analysis using AI.

Unit 3: AI in Real Estate Marketing & CRM:

- Targeted marketing using AI-driven customer segmentation.
- Intelligent lead scoring and prospect prioritization.
- AI for behavioral analysis in buyer/seller patterns.
- Chatbots and virtual assistants in client communication.
- Personalized property recommendations using machine learning.
- Sentiment analysis for client feedback and reviews.
- Visual search engines in property browsing.
- Automation of follow-up and campaign management.
- Measuring marketing effectiveness through AI dashboards.

Unit 4: Smart Property Management and Automation:

- Role of AI in smart building management systems.
- Predictive maintenance for property assets.
- Automated tenant screening and onboarding.
- AI for utility consumption monitoring and efficiency.
- Digital lease management and compliance.
- Security management with AI surveillance and monitoring.
- IoT and AI integration in real estate operations.
- Virtual tours and 3D visualization tools.
- Centralized dashboards for asset performance tracking.

Unit 5: Strategic AI Implementation in Real Estate Operations:

- AI readiness assessment for real estate organizations.
- Building AI implementation roadmaps.
- Integrating AI into existing IT infrastructure.
- Cost-benefit analysis of AI solutions.
- Vendor selection and AI tool evaluation.
- Legal and ethical considerations in AI deployment.
- Mitigating bias and ensuring transparency in AI.
- Change management and training for AI adoption.
- Future outlook: evolving AI capabilities in real estate.

Final Insights & Key Takeaways:

Artificial Intelligence is no longer optional in real estate; it is a strategic imperative. This Artificial Intelligence in Real Estate course empowers professionals to adopt AI tools that elevate efficiency, accuracy, and innovation. From valuation to marketing and management, AI applications are reshaping the industry's future. Participants leave ready to lead digital transformation across real estate domains.