MERCURY

Advanced Real Estate Private Equity Modelling Masterclass

2 – 6 August 2027
Nairobi (Kenya)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

MERCURY

Advanced Real Estate Private Equity Modelling Masterclass

Ref: 15662_1065534 **Date:** 2 – 6 August 2027 **Location:** Nairobi (Kenya) **Fees:** 5300 Euro

Introduction:

The Advanced Real Estate Private Equity Modelling Masterclass course is designed for finance professionals seeking to deepen their understanding of private equity investments within the real estate sector. It will provide participants with advanced tools and techniques to build sophisticated financial models for real estate private equity transactions.

Participants in this Advanced Real Estate Private Equity Modelling Masterclass training will thoroughly grasp valuation methods, capital structuring, and exit strategies, all integral real estate private equity components. They will examine detailed real estate private equity case studies, providing a practical perspective on theoretical concepts.

Additionally, insights into real estate private equity internships will be shared, offering students a glimpse into the hands-on experience gained through internships in this sector. This Advanced Real Estate Private Equity Modelling Masterclass course is for those seeking in-depth knowledge and hands-on real estate private equity training.

Why Real Estate Private Equity?

In this Advanced Real Estate Private Equity Modelling Masterclass course, participants will delve into real estate private equity, unfolding the myriad strategies and pinpointing the latest trends that characterize this dynamic sector. They will gain insights into the industry, equipping them with the knowledge to navigate and excel in this field.

Targeted Groups:

- Real estate investment professionals.
- Private equity analysts and associates.
- Financial analysts and advisors.
- Real estate developers and consultants.
- Corporate finance professionals.
- Investment bankers specializing in real estate.

Course Objectives:

At the end of this Advanced Real Estate Private Equity Modelling Masterclass course, participants will be able to:

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

- Develop advanced real estate private equity financial models from scratch.
- Analyze and interpret complex real estate transactions.
- Apply various valuation techniques for different types of real estate assets.
- Structure and assess capital stacks and financing strategies.
- Conduct sensitivity analyses and scenario planning.
- Design and evaluate exit strategies for real estate investments.

Targeted Competencies:

By the end of this Advanced Real Estate Private Equity Modelling Masterclass training, participants competencies will:

- Advanced financial modeling.
- Real estate valuation techniques.
- Capital structuring and financing strategies.
- Investment analysis and decision-making.
- Sensitivity and scenario analysis.
- Exit strategy planning.

Course Content:

Unit 1: Introduction to Real Estate Private Equity Modelling:

- Overview of real estate private equity.
- Definition and critical characteristics.
- Market trends and investment landscape.
- Importance of financial modeling in real estate private equity.
- Role of financial models in investment decisions.
- Critical components of a robust financial model.
- Setting up the modeling framework.
- Essential tools and software.
- Building a dynamic and flexible model structure.

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

Unit 2: Valuation Techniques for Real Estate Assets:

- Discounted Cash Flow DCF analysis.
- Principles and application.
- Building a detailed DCF model for real estate.
- Comparable transactions method.
- Identifying and analyzing comparable transactions.
- Adjusting for differences in asset characteristics.
- Replacement cost approach.
- Calculating replacement costs.
- Assessing the impact on valuation.
- Real estate-specific metrics.
- Net Operating Income NOI.
- Capitalization rate Cap Rate.
- Internal Rate of Return IRR.

Unit 3: Capital Structuring and Financing Strategies:

- Understanding the capital stack.
- Equity, mezzanine, and debt financing.
- Structuring the capital stack for optimal returns.
- Equity financing strategies.
- Types of equity investors.
- Joint ventures and partnerships.
- Debt financing options.
- Types of debt instruments.
- Assessing the cost of debt and leverage.
- Mezzanine financing.
- Characteristics and role in capital structure.
- Evaluating mezzanine financing options.

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

Unit 4: Investment Analysis and Decision-Making:

- Conducting due diligence.
- Key areas of focus.
- Gathering and analyzing data.
- Financial projections and forecasting.
- Developing realistic financial projections.
- Stress testing and scenario analysis.
- Sensitivity analysis.
- Identifying key variables.
- Assessing the impact of changes on returns.
- Decision-making frameworks.
- Evaluating investment opportunities.
- Making informed investment decisions.

Unit 5: Exit Strategies and Performance Measurement:

- Designing exit strategies.
- Types of exit strategies.
- Planning for exits from the outset.
- Measuring investment performance.
- Key performance indicators KPIs.
- Benchmarking against industry standards.
- Exit scenario analysis.
- Assessing potential exit scenarios.
- Maximizing returns through strategic exits.
- Case studies and practical examples.
- Real-world examples of successful exits.
- Lessons learned from past investments.