BLACKBIRD FOR TRAINING

Real Estate Economics and Valuation

Rome (Italy)

29 March - 2 April 2027

Real Estate Economics and Valuation

Code: FA32 From: 29 March - 2 April 2027 City: Rome (Italy) Fees: 5200 Pound

Introduction

This practical and comprehensive training course is designed for professionals working in real estate, investment, finance, asset management, and property development who require a deeper understanding of real estate economics and property valuation methods.

The course covers key and advanced concepts in **real estate economics, market analysis, feasibility studies, property valuation, cash flow analysis, rates of return, and investment risk**.

The programme focuses on practical application and the use of different valuation approaches to support more accurate decisions related to **investment, acquisition, sale, financing, development, and real estate portfolio management**.

Course Objectives

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

- Understand the fundamental principles of real estate economics.
- Analyse economic factors affecting real estate markets.
- Understand supply, demand, pricing, and rental dynamics.
- Analyse the performance of different real estate markets and sectors.
- Assess the feasibility of real estate projects and investments.
- Understand the key principles and methods of property valuation.
- Apply the Market Comparison Approach to property valuation.
- Apply the Income Approach and Discounted Cash Flow DCF valuation.
- Understand the Cost Approach and its applications in real estate valuation.
- Analyse Net Operating Income NOI, capitalisation rates, and investment returns.
- Estimate the present and future value of real estate assets and projects.
- Analyse risks and assumptions affecting property valuations.
- Use financial performance indicators to support investment decisions.
- Prepare and analyse practical real estate valuation models.
- Improve decision-making related to investment, development, and asset management.

Course Outline

Day One - Fundamentals of Real Estate Economics and Market Analysis

1. Introduction to real estate economics and its key components
2. Characteristics of real estate assets and the property investment lifecycle
3. Economic factors affecting real estate markets
4. Supply, demand, pricing, and rental dynamics
5. Market analysis, real estate sectors, and key market trends

Day Two - Financial and Economic Analysis of Real Estate Investments

1. Principles of financial analysis for real estate investments
2. Revenue, expenses, and Net Operating Income NOI
3. Cash flows and the timing of revenues and costs
4. Rates of return, capitalisation, and investment performance indicators
5. Sensitivity analysis, scenarios, and investment risks

Day Three - Property Valuation Principles and Approaches

1. Property value concepts and purposes of valuation
2. Valuation principles and factors affecting property value
3. Market Comparison Approach and determination of market value
4. Cost Approach and estimation of land and building value
5. Practical applications in valuing different types of real estate assets

Day Four - Income Approach and Discounted Cash Flow

1. Income Approach and principles of valuing income-producing properties
2. Estimating rents, revenues, and occupancy rates
3. Calculating Net Operating Income and forecasting cash flows
4. Property valuation using Discounted Cash Flow DCF
5. Discount rates, capitalisation rates, terminal value, and interpretation of valuation results

Day Five - Advanced Valuation and Practical Case Studies

1. Integrated valuation of real estate assets and projects
2. Feasibility analysis of real estate development projects
3. Risk and scenario analysis and their impact on value
4. Practical case studies and comparison of different valuation approaches
5. Preparing a property valuation report, investment decision-making, and final course review

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Why Attend This Course? - Gains & Losses!

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Gains

- Develop a practical understanding of real estate economics and markets.
- Improve the ability to analyse market performance and factors affecting property value.
- Strengthen property and real estate project valuation skills.
- Improve the analysis of revenues, costs, and cash flows.
- Develop practical skills in applying different property valuation approaches.
- Improve the accuracy of investment and financing decisions.
- Strengthen the ability to assess real estate risks and opportunities.
- Support acquisition, disposal, development, and asset management decisions.
- Improve the quality of real estate feasibility studies and valuation assessments.

Potential Losses

Without sufficient knowledge of real estate economics and valuation methods, organisations may face:

- Investment decisions based on inaccurate valuations.
- Overestimation of property or project values.
- Investment in projects with limited economic feasibility.
- Misjudgement of revenues, costs, and cash flows.
- Failure to identify market and investment risks in a timely manner.
- Limited ability to compare different investment opportunities.
- Lower-than-expected returns on real estate investments.
- Increased exposure to losses resulting from acquisition or development decisions.
- Ineffective management of real estate portfolios and assets.

Conclusion

Over five days, this course provides a comprehensive and practical understanding of **real estate economics, market analysis, financial analysis, and the valuation of real estate assets and projects**.

The programme focuses on the practical application of the **Market Comparison, Cost, Income, and Discounted Cash Flow DCF Approaches**, together with feasibility and risk analysis.

Participants will be able to connect **economic factors, market performance, property value, and investment returns**, enabling them to make more informed decisions in real estate investment, development, financing, and asset management.

Frequently Asked Questions FAQ

1. Who is this course designed for?

Professionals working in real estate, investment, property development, asset management, finance, valuation, and feasibility studies.

2. Is the course practical?

Yes. The course has a strong practical focus, including financial analysis, valuation applications, and real estate case studies.

3. Does the course cover property valuation methods?

Yes. It covers the Market Comparison, Cost, Income, and Discounted Cash Flow approaches.

4. Does the course cover financial analysis of real estate investments?

Yes. It covers revenues, expenses, Net Operating Income, cash flows, rates of return, and capitalisation.

5. Does the course cover real estate feasibility studies?

Yes. It covers the analysis of real estate project feasibility, including revenues, costs, risks, and expected returns.

6. Does the course address real estate risks?

Yes. The course covers market and investment risks, key assumptions, sensitivity analysis, and scenario analysis.

7. What is the duration of the course?

Five days, four hours per day, for a total of 20 training hours.

8. Is the course delivered by one trainer?

Yes. The entire training programme is designed to be delivered by one trainer throughout the five days.

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