

SEYA CAPITAL
INSIGHT · STRATEGY · GROWTH

TREASURY & INVESTMENT MANAGEMENT

Real Estate Finance and Investment

Applying Finance and Investment Principles to the Real Estate Sector

SECTOR	FORMATS	FEE FROM	2027 SESSIONS
Treasury & Investment Management	5 days & 2 weeks	US$ 2,100	3

OVERVIEW

About this course

Capital allocations to real estate have grown significantly over the last decade, driven by lower bond yields. For institutional investors, fund managers, and entrepreneurs alike, real estate has become a genuine path to wealth creation and a valuable source of portfolio diversification. Yet global economic and financial market disruption often challenges the real estate industry, from the fair valuation of real estate assets to decision-making processes and tenants whose ability to pay rent has been impaired.

This Seya Capital Certificate in Real Estate Finance & Investment training course gives participants a deep understanding of real estate financing and investment, comparing and contrasting it with traditional financing and investment decision-making. Delegates will gain solid knowledge across the real estate industry, including real estate principles, mitigating investment risk, and strengthening their decision-making capability in the field.

This Seya Capital training course will highlight:

- The financing options available for real estate
- How to optimise the mix of debt and equity in financing real estate investments
- Applying traditional financing theory to the real estate sector
- Investment decision techniques and their application to real estate
- The ability to assess the risk and return associated with real estate investment

2027 SCHEDULE

Dates, venues & fees

DATES	VENUE	FORMAT	FEE PER DELEGATE
4 – 8 Oct 2027	Arusha, Tanzania	5 days	**US$ 2,100**
11 – 22 Oct 2027	Zanzibar, Tanzania	2 weeks	**US$ 3,780**
18 – 22 Oct 2027	Zanzibar, Tanzania	5 days	**US$ 2,100**

Fees exclude travel and accommodation. This course is also available in-house, on dates and at a venue of your choice.

OBJECTIVES

By the end of the course

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

- Understand the real estate sector
- Identify the different types of investors in the real estate business
- Understand the types of debt available to commercial and individual borrowers
- Apply traditional finance and investment theory to the real estate business
- Construct portfolios using REITs and equity

WHO SHOULD ATTEND

Designed for

This Seya Capital Professional Certificate in Real Estate Finance & Investment training course is designed to give a deep understanding of the fundamentals and emerging opportunities in real estate. It is suitable for a wide range of delegates, and will greatly benefit:

- Real estate investors, including pension funds and private equity firms
- Real Estate Developers
- Private wealth investors
- Sovereign wealth funds
- Fund Managers
- Finance professionals engaged in real estate investment
- Bankers and Lenders
- Public and private sector Property Managers
- Property tenants, including government agencies
- Institutional Lenders
- Advisory firms
- Accountants and other consultants advising the real estate industry
- Anyone looking to build their knowledge of the real estate sector

PROGRAMME

Course outline

Day 1: Overview of Real Estate Finance and Investment

- An international overview of the real estate market
- Banking and real estate
- Fund managers
- Valuation standards
- Investment value and mortgage lending value
- Valuation approaches: sales comparison, cost, and income approaches

Day 2: Sources of Finance for Real Estate

- Potential funding sources for real estate
- Long-term and short-term sources of finance
- Evaluating the types of finance available: equity finance and debt finance
- Estimating the Weighted Average Cost of Capital (WACC) for real estate firms
- Applying the Capital Asset Pricing Model (CAPM) in real estate
- Measures of risk in real estate investment

Day 3: Investment Decisions in Real Estate

- The principles of cash flow forecasting
- Evaluating real estate investment decisions using payback, Accounting Rate of Return (ARR), Net Present Value (NPV), and Internal Rate of Return (IRR)
- Analysing real estate investment decisions using what-if analysis, sensitivity analysis, and simulation
- Applying Economic Value Added to real estate investments

Day 4: Asset Allocation Strategies in Real Estate Investment

- Investment opportunities in real estate
- The required rate of return for real estate
- Sustainable investment strategies
- Risk and return of real estate investments
- Applying portfolio theory within the real estate business
- Estimating systematic risk for real estate firms

Day 5: Assessment of Business Performance in Real Estate

- Ratio analysis for the real estate business
- Management's point of view
- Owners' point of view
- Lenders' point of view
- Ratios as a system: pyramids of ratios
- Integration of real estate financial performance
- Predicting financial distress for real estate firms

METHODOLOGY

How you will learn

This training course is structured as a highly participative workshop, combining formal presentations and interactive worked examples to make the learning experience genuinely worthwhile. Relevant examples are used throughout to illustrate the application of each topic, giving delegates the opportunity to learn and apply key finance and investment principles within the real estate business.

IMPACT

The return on learning

For your organisation

- A stronger understanding of financing and investment decisions in real estate
- Better-informed asset allocation between real estate and other asset classes
- Improved risk and return analysis of real estate investments
- Knowledge of how real estate performs relative to other sectors
- A clearer understanding of how real estate companies operate

For you

- Gain a solid understanding of real estate finance and investment
- Learn how to measure the risk and return of real estate
- Build the ability to construct portfolios that include REITs and other asset classes
- Understand the key differences between real estate and other sectors
- Understand how real estate investments perform
- Stay up to date on current issues affecting the real estate sector

CERTIFICATION

Seya Capital certificate

Upon successful completion of this training course, delegates will be awarded a Seya Capital Certificate.

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Register or enquire

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