This program will provide participants an overview of how to analyze and finance a real estate investment. Learn essential Excel skill sets to prepare property cash flows and create dynamic and sophisticated commercial real estate valuation models to analyze transactions on both an unlevered and levered basis.

At the end of this program, students will:

- Develop an advanced knowledge of real estate valuation concepts and apply them in Excel
- Build dynamic and easily auditable complex real estate financial models using the latest best practices in the real estate industry
- Prepare advanced sensitivity and scenario analyses to evaluate commercial real estate investments
- Utilize and learn sources for real estate market and economic data
- Forecast and model property cash flows and underwrite commercial real estate transaction
- Understand critical due diligence materials

Topics to include:

- Underwriting different product types (office, industrial)
- Modeling different investment structures (outright purchase, development, joint venture, refinancing, etc.)
- Evaluating alternative financing methods (senior debt, mezzanine debt, bridge financing, joint venture equity, etc.)
- Preparing market analysis (market/submarket, demographic and economic profiles)
- Understanding the various types of investors (return profiles, reposition and exit strategies, current active market participants)
- Reviewing transaction documentation (offering memorandum, third party reports, typical due diligence materials)

About the instructor:
Vijay Pandurangadu is currently MBK’s Vice President of Industrial Properties. He is responsible for covering business strategy, land and property acquisition, joint venture formation, development, and leasing and property disposition. Prior to working for MBK, Vijay was the director of property analytics and development for Goodman North America. He oversaw a team responsible for development/acquisition underwriting and market research of over 4 million square feet of industrial and mixed use development.