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Fundamentals of Real Estate

Investment, Development and Management

5 – 6 November 2014 | M Hotel, Singapore

Key Learning Outcomes

- Appreciate the scope and dynamics of the Asian real estate markets
- Understand how both commercial and residential real estate are valued in different locations
- Learn to measure your property portfolio performance based on various financial tools
- Come to terms with essentials of property leasing agreements
- Review the financial and ROI criteria for strategic property development and management decisions
- Understand the fundamentals of property operations and management
- Gain the analytical techniques you need to be an expert in real estate including modelling and risk analysis

Who Should Attend

This course is designed for real estates and property management professionals and those responsible for managing and maintaining residential, retail, commercial and industrial properties. This includes:

- Property owners and developers
- Engineering & Construction
- REITs
- Banks and financial institutions
- Hospitality, Retail, Industrial and Education groups
- Property consultants
- Legal, tax and accounting firms
- Government agencies
- Architecture firms

Course Director

Julian Roche, Financial Services and Training Consultant, Australia
Julian has over 17 years' experience in financial training, corporate finance, and risk management roles. From an old real estate family in the UK, Julian worked as an economist for DRI McGraw-Hill and as a partner in a real estate development company with US investments before launching his own real estate consultancy specialising in global data provision. Later he spent five years as senior consultant to a venture capital company in the UK, where he advised on corporate structure, flotations, trade sales and business valuations. He has also published a number of books on real estate derivatives and business valuations and has presented real estate courses internationally for a number of years.



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Fundamentals Of Real Estate Investment For Decision Makers

Austin J. Jaffe, C. F. Sirmans



Fundamentals Of Real Estate Investment For Decision Makers:

Fundamentals of Real Estate Investment for Decision Makers Deborah Ann Ford,1994 **Fundamentals of Real Estate Investment** Austin J. Jaffe,C. F. Sirmans,1995 This text provides an introduction to the real estate investment process including the basics of the investment decision the environment in which the investment decision is made the development of cash flow statements and the applications of various investment criteria The Third Edition represents a revision aimed at updating material and improving methodologies for learning *Handbook Of The Fundamentals Of Financial Decision Making (In 2 Parts)* Leonard C Maclean,William T Ziemba,2013-05-10 This handbook in two parts covers key topics of the theory of financial decision making Some of the papers discuss real applications or case studies as well There are a number of new papers that have never been published before especially in Part II Part I is concerned with Decision Making Under Uncertainty This includes subsections on Arbitrage Utility Theory Risk Aversion and Static Portfolio Theory and Stochastic Dominance Part II is concerned with Dynamic Modeling that is the transition for static decision making to multiperiod decision making The analysis starts with Risk Measures and then discusses Dynamic Portfolio Theory Tactical Asset Allocation and Asset Liability Management Using Utility and Goal Based Consumption Investment Decision Models A comprehensive set of problems both computational and review and mind expanding with many unsolved problems are in an accompanying problems book The handbook plus the book of problems form a very strong set of materials for PhD and Masters courses both as the main or as supplementary text in finance theory financial decision making and portfolio theory For researchers it is a valuable resource being an up to date treatment of topics in the classic books on these topics by Johnathan Ingersoll in 1988 and William Ziemba and Raymond Vickson in 1975 updated 2nd edition published in 2006

Fundamentals of Investing Lawrence J Gitman,Michael D Joehnk,Scott Smart,Roger H Juchau,2015-05-20 What are the best investments for me What about risk Do I need professional help with my investments and can I afford it Mastering the language concepts vehicles and strategies of investing can be challenging Fundamentals of Investing shows how to make informed investment decisions understand the risks inherent in investing and how to confidently shape a sound investment strategy Fundamentals of Investing 3rd edition is completely updated and introduces core concepts and tools used by Australian investors providing a firm understanding of the fundamental principles of investments Focusing on both individual securities and portfolios students learn how to develop implement and monitor investment goals after considering the risk and return of both markets and investment vehicles Fundamentals of Investing is suitable for introductory investments courses offered at university undergraduate or post graduate level as well as colleges professional certification programs and continuing education courses *Global Real Estate Investment Trusts* David Parker,2012-02-01 As real estate investment trusts continue to grow exponentially in Asia and Europe being already well established in the USA and Australasia a comprehensive guide to the issues involved in REIT property investment decision making is badly needed This book draws

together the most recent developments in REIT management from academic research and professional practice It is based on current original academic research including structured interviews with the managers of a wide range of different types of REITs as well as the research and publications of others together with the author s 25 years experience in REIT management It provides a theoretically robust and practically relevant up to date guide to the property investment decision making process for REITs Presenting new insights the author breaks the REIT property investment decision making process down into three phases comprising six stages with 30 sequential steps Each chapter focuses on one stage of the property investment decision making process and introduces the key people in the REIT management team relevant to the activities in that chapter The theory and principles are considered and illustrated by application to Super REIT a 15bn diversified REIT Global Real Estate Investment Trusts People Process and Management fuses not only how REITs should undertake property investment decision making based on how it is undertaken and the underlying property theory capital market theory and finance theory but also why each part of the decision making process is important This book provides the first sole authored scholarly work specifically on REITs as a business enterprise and REIT property investment decision making as an holistic and cyclical process The focus is on principles making it relevant in each of the four major REIT markets around the world USA Europe Asia and Australasia An essential book for REIT managers and all those practising professionals involved in the REIT industry including property practitioners researchers lawyers accountants bankers and directors around the world

Secrets and Tactics in Real Estate Investment and Property Management Pasquale De Marco, 2025-03-22 In a world where financial freedom and stability are paramount real estate investing stands as a beacon of hope offering the potential for substantial wealth creation tax advantages and long term security **Secrets and Tactics in Real Estate Investment and Property Management** is the ultimate guide for aspiring and experienced investors seeking to unlock the full potential of this dynamic field Written with the American audience in mind this comprehensive book delves into the intricacies of real estate investing empowering readers with the knowledge and strategies to navigate the complex landscape of property acquisition management and renovation Through compelling narratives and expert advice the book unveils the secrets of successful real estate investors providing readers with a step by step roadmap to achieve remarkable success Discover the art of property management learning how to select the right team screen tenants effectively maintain and upgrade rental properties and handle tenant issues with finesse Master the art of real estate market analysis identifying emerging trends and conducting thorough property research to make informed investment decisions Gain insights into the various financing options available including mortgages government funding programs and creative financing strategies to optimize investment returns Uncover the secrets of successful renovation projects from identifying properties with untapped potential to planning and budgeting effectively Learn how to choose the right contractors select suitable materials and manage the renovation process to maximize your return on investment Gain insights into the legal and tax considerations associated with

real estate investing ensuring compliance with regulations and minimizing your tax burden Through compelling narratives and expert advice this book empowers you to overcome common challenges faced by real estate investors including economic downturns problem tenants and maintenance issues Discover how to build a resilient and adaptable investment strategy that can withstand market fluctuations and unforeseen circumstances With *Secrets and Tactics in Real Estate Investment and Property Management* as your trusted guide you ll embark on a transformative journey towards financial freedom through real estate investing Learn how to create passive income streams diversify your portfolio and plan for a secure retirement Leave a legacy through your real estate investments impacting not only your financial future but also the lives of generations to come If you like this book write a review **The Real Estate Appraiser and Analyst** ,1983 [Science of Valuations](#)

Salvatore Giuffrida,Maria Rosa Trovato,Paolo Rosato,Enrico Fattinnanzi,Alessandra Oppio,Simona Chiodo,2024-04-16 This volume collects the best papers presented at the 2019 Conference SIEV Italian Society of Appraisal and Valuation on the Science of Evaluation foundations actuality and prospects The book consists of twenty six papers and is organized into four parts the first one collects reflections on the nature of the value judgement on the truth of the evaluative statement and on the authenticity its contents the values the next three present operational experiences in the three fields of natural urban and cultural heritage where the knowledge of the value of the human space supports decisions and policies highlighting feature concerning value and valuations in the dialectic between earth and the city the value bearers between heuristic and normatively the role of valuation for the complementarity of rules and creativity The book is being published in the midst of the new radical transformations of the equilibrium between social system and environment generated by the serious and unexpected crises of the third decade of this century Reflections on the reality that fills evaluative statement with truth the reality of values is more topical than ever in a historic phase in which the role of democracies and the destiny of civil coexistence is called into question claiming the order of unamendable values like truth justice and beauty The book brings together experiences that focus on the intentional evaluative consciousness as a condition for the responsibility of the subject individual and collective concerning the saliences and urgencies most significantly contributing to the formation of orderly communities *Deepak's Little Book of Real Estate Finance and Investment* Deepak Singh,2024-06-21 In *Deepak s Little Book of Real Estate Finance and Investment* seasoned expert Deepak Singh demystifies the complex world of real estate investment and finance making it accessible to both newcomers and experienced professionals This comprehensive guide takes you beyond basic property ownership to reveal the sophisticated strategies that drive successful real estate investments Whether you re considering your first investment property or managing an extensive portfolio Singh provides clear actionable insights into property valuation financing options and portfolio management Drawing from years of industry experience Singh breaks down complex financial concepts into digestible pieces offering practical advice on everything from site selection to corporate real estate management Readers will discover proven methods for evaluating investment

opportunities structuring deals and maximizing returns while minimizing risks Written in an engaging straightforward style this book serves as both a primer for beginners and a valuable reference for seasoned investors Singh s approach combines theoretical knowledge with real world applications featuring relevant case studies and examples that bring key concepts to life Perfect for property investors real estate professionals business students and anyone interested in building wealth through real estate this concise yet comprehensive guide will help you make informed decisions and navigate the dynamic world of real estate finance with confidence

Essays in Honor of William N. Kinnard, Jr. C.F. Sirmans, Elaine Worzala, 2012-12-06 The first section of the book contains seven original essays arranged in order to coincide with Bill s chronological professional career These essays cover a wide variety of real estate topics including valuation theory definition of market value market analysis the appraisal process role of the appraiser as an expert witness valuation under environmental contamination and international real estate issues The second section of the book reprints eleven of Bill s most influential papers selected with the help of forty of his colleagues These articles written by Bill and various co authors represent only a portion of his contributions to real estate theory and practice They are classics in real estate education The final section contains personal reflections by colleagues family and friends of Bill One of Bill s most influential publications is his classic text *Income Property Valuation* and is frequently cited in the testimonials These testimonials provide clear evidence that Bill was an excellent teacher and real estate professional He truly cared about his students and colleagues and worked hard to move the real estate profession forward

Routledge Companion to Real Estate Investment Bryan D. MacGregor, Rainer Schulz, Richard K. Green, 2018-12-07 Real estate represents an increasingly significant global asset class and its distinctive characteristics must be understood by investors and researchers The Routledge Companion to Real Estate Investment provides an authoritative overview of the real estate asset class The Companion focuses on the current academic research and its relevance for practical applications The book is divided into four parts each containing specially written chapters by international experts in the relevant field The contributors cover the institutional context for real estate investment the main players in real estate investment real estate appraisal and performance measurement and real estate portfolios and risk management This Companion provides a comprehensive reference for students academics and professionals studying researching and working in real estate investment finance and economics

Foundations of Real Estate Financial Modelling Roger Staiger, 2018-05-11 NAMED ONE OF THE BEST COMMERCIAL REAL ESTATE BOOKS BY THE MOTLEY FOOL *Foundations of Real Estate Financial Modelling* Second Edition is specifically designed to provide the scalable basis of pro forma modelling for real estate projects The book introduces students and professionals to the basics of real estate finance theory prior to providing a step by step guide for financial real estate model construction using Excel The book introduces an innovative new financial metric P Gain which quantifies the probability of a Return of Capital and answers the most basic question for investing What is the probability I get my money back This new second edition has been fully

revised and expanded The book is separated into three functional units 1 Real Estate Valuation Basics Theory and Skills 2 Real Estate Pro Forma Modelling 3 Real Estate Pro Forma Enhancements New and enhanced Chapters cover Interest rates Amortization Single and multi family unit Development module Rent roll module Waterfall equity bifurcation Hotel retail office and townhouse In addition this new edition includes problem sets and solutions at the end of each chapter as well as case studies underpinning the chapter topics Further chapters are dedicated to risk quantification and include scenario stochastic and Monte Carlo simulations equity waterfalls and adding U S GAAP financial statements to existing real estate pro forma models This book is the ideal textbook for a Real Estate Finance class providing the theoretical basis of real estate finance as well as valuable modelling skills for the workplace This book provides individuals with a step by step instruction on how to construct a real estate financial model starting with a new spreadsheet The resultant model is portable scalable and modular A companion website provides the pro forma models to readers as a reference for their own constructed models Companion web material available at <https://pgainllc.com>

Study Guide to Real Estate Finance Cybellium, 2024-10-26
Designed for professionals students and enthusiasts alike our comprehensive books empower you to stay ahead in a rapidly evolving digital world Expert Insights Our books provide deep actionable insights that bridge the gap between theory and practical application Up to Date Content Stay current with the latest advancements trends and best practices in IT AI Cybersecurity Business Economics and Science Each guide is regularly updated to reflect the newest developments and challenges Comprehensive Coverage Whether you re a beginner or an advanced learner Cybellium books cover a wide range of topics from foundational principles to specialized knowledge tailored to your level of expertise Become part of a global network of learners and professionals who trust Cybellium to guide their educational journey www.cybellium.com

Essays in Honor of James A. Graaskamp: Ten Years After James R. DeLisle, Elaine Worzala, 2012-12-06 As the title indicates Essays in Honor of James A Graaskamp Ten Years After is a collection of essays written to honor Graaskamp s major contributions to the field of real estate education and practice over the course of three decades Upon his death in 1988 the industry lost a major influence for advancing the real estate discipline both as an academic field and a professional field The authors in this volume seek to extend Graaskamp s contributions and move the real estate discipline forward The papers address the challenges posed by the market to return our attention to real estate fundamentals and to strike a proper balance between Main Street and Wall Street The authors and editors hope that this book will influence the industry to incorporate many of Graaskamp s ideas into mainstream real estate education and practice Over the course of his career Graaskamp made many noteworthy contributions to real estate theory and practice ideas that if resurrected could offset some of the pressure in the industry to move away from market fundamentals The authors try to capture the essence of Graaskamp s messages and intend that the papers serve as a point of departure for discussing the future role and nature of real estate education Part I focuses on the major contributions to the real estate discipline made by Graaskamp and the

Wisconsin Real Estate Program Part II contains some personal recollections and photos of Graaskamp and also a summary of the groups that make up the Wisconsin Real Estate Program a major co sponsor of this volume The rest of the book s three main parts are structured around major topics that reflect the multidisciplinary nature of real estate as espoused by Graaskamp Part III treats real estate feasibility and development Part IV concentrates on real estate valuation and Part V discusses institutional economics

97 Tips for Canadian Real Estate Investors 2.0 Don R. Campbell, Peter Kinch, Barry McGuire, Russell Westcott, 2011-03-15 From the Bestselling Author of Real Estate Investing in Canada 2.0 What can you learn from four Canadian real estate experts who have 100 plus years of collective investing experience Whether you are a beginning investor or own a portfolio of residential properties 97 Tips for Canadian Real Estate Investors 2nd Edition provides you with insights strategies and success stories to build your wealth according to a proven system Investors will learn about how to adapt to shifting market conditions and financing and marketing strategies designed to improve cash flow and attract long term tenants You ll discover the challenges and pitfalls that investors experience and how to avoid them At your fingertips and success strategies based on the Authentic Canadian Real Estate System From understanding the principles and economics of Investing to sourcing properties and financing closing deals and becoming a landlord 97 Tips is chockfull of great ideas for investors who want to achieve beyond their dreams Praise from Canadian Investors for Real Estate Investing in Canada and the Acre System This material was absolutely essential for getting my investing jumpstarted Thank you Marianne Malo Chenard To compare this system to other real estate investing educators is like comparing day to night I get all the information on a proven system I need I don t have to pay thousands of extra dollars to get the Next level of training Michael Colson If you are serious about taking control of your finances through real estate this book is the perfect starting point Joe Iannuzzi Excellent advice on how to make profitable business decisions and how to know what the red flags are Kimberley Pashak Special Bonus Stay ahead of the real estate market As a bonus every registered reader of 97 Tips will receive a free CD covering the latest market changes Register at www.realestateinvestingincanada.com

Handbook on Decision Making Jie Lu, Lakhmi C Jain, Guangquan Zhang, 2012-03-15 This book presents innovative theories methodologies and techniques in the field of risk management and decision making It introduces new research developments and provides a comprehensive image of their potential applications to readers interested in the area The collection includes computational intelligence applications in decision making multi criteria decision making under risk risk modelling forecasting and evaluation public security and community safety risk management in supply chain and other business decision making political risk management and disaster response systems The book is directed to academic and applied researchers working on risk management decision making and management information systems

Career Opportunities in Real Estate Thomas P. Fitch, 2010-04-21 Offers career information in real estate Profiles include real estate sales and leasing real estate lending property management property development and real estate acquisitions and analysis

Behavioural Science and

Housing Decision Making Helen Bao, 2020-02-25 This book takes a behavioural approach to examine six important housing questions: tenure, decision, gentrification, place, attachment, housing bubbles, housing wealth, and residential satisfaction. Using experimental and field data, the book demonstrates the effects of six behavioural biases and heuristics: i.e. anchoring and reference dependence, loss aversion, mental accounting, endowment effect, herd behaviours, and social comparison on these housing decisions. The first part of the book introduces the questions and provides a behavioural science toolbox; before the second part adopts a real world case study approach. Real data sets and suggested answers are provided, and the cases come from the UK, USA, and China. Background information is given in each case to facilitate the understanding of the case data and question, as well as the discussions on the results. This book is ideal supplementary reading on a variety of courses such as housing studies, economics, real estate research methods, and for students and academics who are interested in the application of behavioural science in housing decisions. [Real Estate Appraisal](#) Sarah Sayce, Judy Smith, Richard Cooper, Piers Venmore-Rowland, 2009-02-11 The education of the real estate professional is changing and aligning itself more closely with the world of business. This book takes a new approach to property appraisal by exploring the pricing mechanism in this changing context. It develops the notion of the pricing mechanism in relation to property, covers practical issues of comparison, and the real problems in applying valuation theory. It explores calculations including social and environmental worth ignored in other texts. As real estate professionals now advise both on strategic and operational aspects of built assets, they must take into account practices of other investment markets and see investors as competitors to owner-occupiers. Both owner-occupiers and investors have to assess accurately how their buildings perform but also be aware of wider sustainability issues and social and environmental responsibilities. *Real Estate Appraisal* from value to worth meets these new demands by examining the latest techniques of the marketplace, developing an understanding of both market appraisal and worth, and highlighting the emerging role of sustainability as a driver for decision making in real estate. Written by a group of highly experienced lecturers and professionals at the cutting edge of investment practice, the book has an accessible style and authoritative coverage for both students and practitioners facing changes in established ways of working. For supporting material, please go to www.blackwellpublishing.com/sayce. **Real Estate Law Basics** Remy Voss, AI, 2025-04-03 *Real Estate Law Basics* offers a foundational understanding of the legal landscape in commercial real estate, crucial for anyone involved in property management, investment, or development. The book emphasizes the importance of understanding commercial real estate law to mitigate risks, avoid costly litigation, and ensure long-term investment success. It examines critical areas such as lease agreements, highlighting the rights and responsibilities of landlords and tenants, and zoning laws which dictate land use and development. The book also delves into contract disputes, offering strategies for negotiation and resolution. This book systematically builds knowledge, starting with fundamental property law concepts like ownership rights and liens, and then progressing through the intricacies of commercial leases, including rent escalation and subletting. It further explores zoning

and land use regulations demonstrating their impact on investment decisions The approach balances statutory analysis case law examples and real world scenarios to illustrate key legal concepts in an accessible manner making complex legal jargon understandable for non lawyers By providing practical insights and minimizing legal jargon Real Estate Law Basics empowers real estate investors property managers and business owners to navigate the legal complexities of commercial real estate Its focus on core areas such as leases zoning and contract disputes provides a solid framework for understanding legal issues and making informed decisions in the commercial property sector

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