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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 Development

**Andrea Ciaramella, Marco Dall'Orso**



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