Financial Modeling for Real Estate: Mastering Excel Analysis

23 – 27 August 2027
Milan (Italy)



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Why This Course

Making informed investment decisions in real estate requires robust financial modeling skills. This intensive 1-week program equips participants with the expertise to build sophisticated, dynamic Excel models for both commercial and residential properties. Through hands-on exercises and real-world case studies, attendees will learn to project cash flows, analyze investment scenarios, assess risks, and present actionable insights to stakeholders.

What You'll Learn and Practice

By attending this course, you will be able to:

- Build comprehensive real estate financial models from scratch in Microsoft Excel.
- Project property cash flows, operating expenses, and valuations accurately.
- Model various financing structures, including debt, equity, and partnership waterfalls.
- Conduct scenario and sensitivity analyses to assess investment risks.
- Present model outputs clearly to support strategic decision-making.

The Program Flow

Day 1: Foundations of Real Estate Financial Modeling

- Introduction to real estate investment analysis
- Excel fundamentals for financial modeling
- Constructing a basic property cash flow model
- Key real estate metrics and calculations

Day 2: Advanced Cash Flow Modeling

- Modeling complex lease structures
- Incorporating operating expenses and capital expenditures
- Projecting vacancy and credit losses
- Dynamic cash flow forecasting techniques



Day 3: Financing and Investment Structures

- Modeling diverse debt structures
- Equity waterfall distributions and joint ventures
- Sensitivity analysis for financing terms
- Structuring partnerships and investment agreements

Day 4: Valuation and Investment Analysis

- Discounted Cash Flow DCF modeling
- Cap rate and sales comparison approaches
- Investment return metrics: IRR, equity multiple, and more
- Scenario and sensitivity analysis for informed decision-making

Day 5: Advanced Topics and Case Studies

- Development project modeling and pro forma construction
- Portfolio analysis and risk assessment
- Real-world case study: office building acquisition
- Best practices for presenting and reporting financial models

Individual Impact

Participants will leave this program with:

- A fully functional acquisition model for a multi-tenant property.
- Skills to develop flexible debt and equity waterfall models.
- Ability to perform scenario analyses and assess investment risks.
- Competence to create professional investment memos for decision-making.

Organizational Impact

Organizations will benefit from:

- Improved investment decision-making through accurate financial modeling.
- Enhanced capability to evaluate complex real estate projects and portfolios.
- Streamlined communication of investment analyses to stakeholders.
- Greater confidence in structuring deals and managing partnership arrangements.



Training Methodology

- Interactive lectures and step-by-step modeling exercises
- Hands-on Excel workshops for real-world property scenarios
- Case studies covering commercial, residential, and mixed-use investments
- Practical application of valuation techniques, cash flow forecasting, and investment analysis

Beyond the Course

By the end of this 1-week program, participants will be ready to:

- Build robust financial models for acquisitions, developments, and portfolios.
- Evaluate investment opportunities with sensitivity and scenario analyses.
- Present professional, actionable insights to investors, partners, or senior management.
- Apply best practices for Excel modeling, reporting, and decision support in real estate investments.

