

CHARTERED 
INSTITUTE OF PROFESSIONAL CERTIFICATIONS

**CERTIFIED
REAL ESTATE
FINANCIAL MODELING,
INVESTMENT ANALYSIS
AND VALUATION
PROFESSIONAL™**

CRE™

**Fully Accredited
By:**

Chartered Institute of
Professional Certifications

CPD
Certification Service



PROGRAM OVERVIEW



Studies show that **real estate investments backed by robust financial models achieve 20-30% higher ROI** compared to those relying on traditional valuation methods. **Yet, 40% of real estate firms still rely on outdated spreadsheet-based models, increasing the risk of miscalculations and suboptimal investment decisions.** By mastering cash flow projections, debt structuring, sensitivity analysis, and valuation techniques, professionals can significantly improve investment accuracy, reduce financial risk, and optimize capital allocation.

This certified program will equip you with advanced expertise in real estate financial modeling, valuation techniques, investment analysis, and risk management. It will provide you with in-depth coverage of **key real estate financial statements, cash flow projections, joint ventures, waterfall distribution models, and sensitivity analysis.** You will also explore essential frameworks, including **financing strategies, project feasibility assessment, regulatory considerations, and market analysis,** ensuring a comprehensive and strategic approach to real estate decision-making.

Additionally, this program will offer **deep expertise in real estate debt financing,** covering key structures such as senior debt and mezzanine equity, loan amortization schedules, and the impact of financing on project returns. Beyond mastering financial frameworks, you will develop the ability to **construct and apply sophisticated financial models tailored to diverse real estate investments, from rental properties to large-scale developments.**

ACCREDITATIONS



4.8



4.6



PROGRAM OVERVIEW



Through hands-on experience, you will refine your skills in **scenario planning, deal structuring, investment optimization, and performance benchmarking**. You will also learn to integrate geographic, demographic, and economic factors into your analysis, ensuring a well-rounded approach to investment decision-making. Additionally, the program delves into **risk mitigation strategies, capital access options, and regulatory compliance** - empowering you with the strategic foresight and analytical expertise to make informed, data-driven investment decisions.

Upon completing the program and passing the **Chartered exam, you will attain the Certified Real Estate Financial Modeling, Investment Analysis and Valuation Professional (CRE™)** designation. This credential will signify your expertise in structuring real estate deals, managing investment risks, and optimizing portfolios to maximize returns, positioning you for success in an increasingly competitive and dynamic market. We look forward to welcoming you to this program.

ACCREDITATIONS



4.8



4.6



KEY SKILLS YOU WILL GAIN

From This Program



**REAL ESTATE FINANCIAL MODELING
INVESTMENT ANALYSIS AND VALUATION
RISK ASSESSMENT AND MITIGATION IN REAL
ESTATE**

**JOINT VENTURES PARTNERSHIPS AND
SYNDICATIONS
REAL ESTATE DEBT AND EQUITY STRUCTURING
WATERFALL DISTRIBUTION MODELS AND EQUITY
SPLITS**

**CASH FLOW ANALYSIS AND FORECASTING
SCENARIO AND SENSITIVITY ANALYSIS
TIME VALUE OF MONEY ANALYSIS
DISCOUNTED CASH FLOW (DCF) ANALYSIS**

**FINANCIAL STATEMENT ANALYSIS FOR REAL
ESTATE
DEBT SERVICE COVERAGE RATIO (DSCR)
CALCULATION
PROPERTY VALUATION TECHNIQUES (INCOME -
COST - AND MARKET APPROACH)**

**MARKET AND LOCATION ANALYSIS IN REAL
ESTATE**

YOUR FACULTY DIRECTOR



Samuel J. Kain

Seasoned Real Estate Financing Expert

Samuel J. Kain is a seasoned expert with over 40 years of experience in real estate finance, accounting, and investment analysis. He is a leading authority in real estate financial modeling, valuation, and deal structuring, dedicated to advancing industry best practices through education, consulting, and hands-on market expertise. Throughout his career, Sam has held several prominent leadership roles, including **Controller and CFO for two real estate developers, public accountant for multiple real estate firms, and adjunct instructor at four universities.**

As an accomplished educator, Sam has developed and taught courses in **accounting, economics, and finance, including the Real Estate Principles** course for Walsh College's Finance Department. His expertise spans **financial modeling, investment structuring, risk assessment, and market analysis**, empowering professionals and investors to make data-driven real estate decisions.

Recognized for his deep industry knowledge, Sam holds an **M.S. in Finance** and multiple real estate certifications, including **ABR®, SRS, RENE, and PSA**. As an active real estate agent, he continues to provide strategic insights and real-world investment expertise, cementing his reputation as a trusted leader in the field.

OUR PARTICIPANTS

Over 70% of FORTUNE 500 Companies Have Attended Our Accredited Programs Before



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citi



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HYUNDAI



Pfizer

Life is our life's work



Nestlé

PROGRAM AGENDA



MODULE 1 - INTRODUCTION TO REAL ESTATE FINANCE AND INVESTMENT

- Introduction to Real Estate Finance and Investment
- Lesson 1 - Nature and Description of Real Estate
- Lesson 2 - Rights and Interests in Land
- Lesson 3 - Forms of Ownership
- Lesson 4 - Transfer of Ownership

MODULE 2 - UNDERSTANDING THE UNIQUE NATURE OF REAL ESTATE AS AN INVESTMENT

- Introduction to 'The Unique Nature of Real Estate as an Investment'
- Lesson 1 - Access to Capital, Financial Leverage
- Lesson 2 - Impact of Collateral on Funding
- Lesson 3 - Legal and Regulatory Considerations
- Lesson 4 - Real Estate Contracts

MODULE 3 - FINANCIAL STATEMENTS AND KEY METRICS IN REAL ESTATE INVESTMENTS

- Introduction to 'Financial Statements and Key Metrics in Real Estate Investments'
- Lesson 1 - Balance Sheet

- Lesson 2 - Income Statement
- Lesson 3 - Cash Flow Statement
- Lesson 4 - Key Financial Metrics
- Lesson 5 - Other Key Metrics

MODULE 4 - JOINT VENTURES, PARTNERSHIPS, AND SYNDICATIONS

- Introduction to 'Joint Ventures, Partnerships, and Syndications'
- Lesson 1 - Joint Ventures
- Lesson 2 - Real Estate Partnerships
- Lesson 3 - Real Estate Syndicates
- Lesson 4 - Real Estate Profit-Sharing, Preferred Returns, and Promote Structures
- Lesson 5 - Real Estate Distribution Model Examples and Metrics

MODULE 5 - FINANCING STRATEGIES AND LOAN STRUCTURING

- Introduction to 'Financing Strategies and Loan Structuring'
- Lesson 1 - Financing Strategies For Real Estate
- Lesson 2 - Real Estate Loan Structures
- Lesson 3 - Private Money Loans
- Lesson 4 - Real Estate Mezzanine Debt and Preferred Equity

PROGRAM AGENDA



MODULE 6 - REAL ESTATE VALUATION TECHNIQUES

- Introduction to 'Real Estate Valuation Techniques'
- Lesson 1 - Valuing Properties Using Financial Models
- Lesson 2 - Sales Comparison Method - Estimating Values Using Comparable Sales
- Lesson 3 - Cost Approach - Replacement Cost Method of Valuing Properties
- Lesson 4 - Income Approach
- Lesson 5 - DCF and NPV - Valuing Properties Using Financial Models

MODULE 7 - RISK MANAGEMENT IN REAL ESTATE INVESTMENT

- Introduction to 'Risk Management in Real Estate Investment'
- Lesson 1 - Investment Risk
- Lesson 2 - Regulatory and Legal Risk
- Lesson 3 - Property-Specific Risk
- Lesson 4 - Risk Mitigation Strategies
- Lesson 5 - Assessing and Managing Risk - Mitigating Risk in Real Estate Projects

MODULE 8 - BUILDING A BASIC REAL ESTATE FINANCIAL MODEL – RENTAL PROPERTY

- Introduction to 'Building a Basic Real Estate Financial Model – Rental Property'
- Lesson 1 - Identifying and Gathering the Data
- Lesson 2 - Select the Project That Best Suits the Investors Objectives
- Lesson 3 - Build the Assumptions - Key Assumptions Necessary for a Complete Real Estate Financial Model
- Lesson 4 - Create the Financial Model

MODULE 9 - REAL ESTATE DEVELOPMENT FINANCIAL MODELING – RESIDENTIAL SUBDIVISION

- Introduction to 'Real Estate Development Financial Modeling – Residential Subdivision'
- Lesson 1 - Site Profile and Assessment
- Lesson 2 - Joint Ventures and Investors
- Lesson 3 - Sales Forecast
- Lesson 4 - Construction Costs Schedule
- Lesson 5 - Project Assessment

PROGRAM AGENDA



MODULE 10 - SCENARIO AND SENSITIVITY ANALYSIS IN REAL ESTATE MODELS

- Introduction to 'Scenario and Sensitivity Analysis in Real Estate Models'
- Lesson 1 - Sensitivity Analysis Rental Model
- Lesson 2 - Scenario Analysis Rental Model
- Lesson 3 - Sensitivity Analysis Residential Development
- Lesson 4 - Scenario Analysis Residential Development

EXAMINATION

YOUR CHARTER DESIGNATION



Chartered Institute of Professional Certifications' programs are unique as they provide you with professional charter designations and marks that can be used across your lifetime once you have completed our programs.

Upon completion of the program and successfully passing the Chartered exam, you will be awarded the prestigious **Certified Real Estate Financial Modeling, Investment Analysis and Valuation Professional (CRE™)** designation, which can be showcased in your resume, CV, and other professional credentials. Developed by the esteemed **Chartered Institute of Professional Certifications**, a leading authority in professional certifications, this industry-recognized, trademarked charter establishes your expertise in real estate financial modeling, investment analysis, and valuation. It highlights your proficiency in applying financial principles, risk assessment techniques, and deal structuring methodologies to optimize investment returns, mitigate risks, and drive informed, strategic decision-making in real estate finance.

The program's content has been independently accredited and certified by the **Continuing Professional Development (CPD)** organization, guaranteeing adherence to rigorous standards of professional development.

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CONTACT US TODAY

We Thank You for Your Ongoing Support
of Our Programs

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