GLOBAL HORIZON PLUS
TRAINING CENTER



5-day Real Estate Development, Investment & Strategy

Madrid -

14-12-2026

5-day Real Estate Development, Investment & Strategy

Course code: SC323 From: 14-12-2026 Venue: Madrid - Course Fees: 5000 £

Introduction

Real estate development and investment is a complex, high-stakes industry that blends market insight, financial acumen, project management, and strategic foresight. This 5-day intensive program is designed to equip professionals with a comprehensive understanding of how real estate projects are conceived, financed, executed, and monetized.

Participants will explore the full development lifecycle from site selection and feasibility to funding, construction, asset management, and exit strategies. Emphasis is placed on integrating investment analysis with strategic planning to make informed, risk-adjusted decisions across residential, commercial, and mixed-use real estate ventures.

Course Objectives of 5-day Real Estate Development, Investment & Strategy

Upon completing this program, participants will be able to:

- Understand the full lifecycle of real estate development projects
- Conduct feasibility studies and market assessments
- Structure investments and financing models for real estate deals
- Analyze real estate returns using key financial indicators (IRR, NPV, ROI)
- Formulate effective exit strategies and asset management plans
- Align development decisions with market trends and strategic goals

Course Methodology of 5-day Real Estate Development, Investment & Strategy

- Lectures and Expert Insights: Leading industry experts will share their insights and best practices.
- Case Studies: Analyze real-world talent acquisition challenges and solutions.
- Group Discussions: Engage in meaningful discussions and share experiences with peers.
- Role-Playing and Simulations: Practice recruitment scenarios to enhance skills.
- Hands-on Workshops: Gain practical experience in using recruitment tools and techniques.

Organizational Impact of 5-day Real Estate Development, Investment & Strategy

This training program will have a positive impact on organizations by:

- Identify and execute high-potential development opportunities
- Reduce risk through structured analysis and planning
- Optimize returns through strategic investment decisions
- Enhance portfolio value and long-term asset sustainability
- Improve stakeholder communication with data-driven insights

Personal Impact of 5-day Real Estate Development, Investment & Strategy

Participants will experience personal growth and development, including:

- Gain a comprehensive understanding of real estate development and investment strategy
- Improve financial modeling and deal structuring skills
- Learn to navigate real-world development challenges
- Enhance their ability to lead or contribute to real estate projects
- Build strategic thinking and decision-making capacity in property ventures

Who Should Attend

This training program is ideal for:

- Real estate developers and investors
- Financial analysts and investment managers
- Urban planners and architects involved in development projects
- Property managers and asset portfolio professionals
- Bankers, advisors, and legal professionals involved in real estate transactions
- Public sector officials overseeing urban development or PPPs

Course Outlines

Day 1

Real Estate Development Fundamentals

- Introduction to the real estate development lifecycle
- Types of real estate: residential, commercial, industrial, mixed-use

- Market analysis and site selection
- Zoning, permitting, and regulatory considerations
- Role of stakeholders: developers, investors, contractors, municipalities

Day 2

Feasibility Studies and Strategic Planning

- Components of a feasibility study: technical, legal, financial
- Demand forecasting and highest-and-best-use analysis
- SWOT and risk assessment for development projects
- Project visioning and master planning
- Strategic positioning in competitive markets

Day 3

Investment and Financial Structuring

- Real estate financing options: equity, debt, mezzanine
- Joint ventures and public-private partnerships (PPPs)
- Pro forma analysis and development budgeting
- Understanding cap rates, IRR, ROI, NPV
- Building a financial model from scratch

Day 4

Project Execution and Asset Management

- Project scheduling, procurement, and construction oversight
- Cost management and timeline controls
- Leasing strategy and pre-sales considerations
- Property and asset management post-completion
- Value-add strategies and performance tracking

Day 5

Exit Strategies and Strategic Outlook

- Hold vs. sell analysis
- Exit strategies: refinancing, sale, REITs
- Tax, legal, and regulatory considerations on divestment
- Emerging trends: green buildings, smart cities, mixed-income housing
- Presenting a development and investment strategy
- Wrap-up & certification