

**SAMPLE 2-DAY UNIVERSITY TRAINING CLASS AGENDA
LEVELS: BEGINNER, ADVANCED**



Real Estate Financial Modeling at The University of Utah

Basic and Advanced Modeling 2-Day Intensive



Friday, October 19th – Saturday, October 20th, 2012

The Eccles School of Business Building, University of Utah
1655 Campus Center Drive, Salt Lake City, UT 84112

Instructors:

Bruce Kirsch, Editor, Real Estate Finance and Investments: Risks and Opportunities, 3rd ed.

Bulkeley Banks, Senior Director of Financial Modeling, Real Estate Financial Modeling

Overview

This is a 2-Day class that teaches basic and advanced Excel-based financial modeling techniques specific to a variety of real estate property and transaction types.

Format

Participants will follow along in Excel on their laptops, perform skills and model-building exercises and have an ongoing Q&A with the Instructor. Participants are encouraged to ask their questions in real time to have them answered by the Instructor on a rolling basis.

Schedule Summary

Friday, October 19th

9:00 AM to 10:00 AM	Identifying Risks and Opportunities in Real Estate
10:00 AM to 12:00 PM	Demystifying the Excel Pro-Forma: What It Is and How You Can Begin To Master It
12:00 PM to 1:00 PM	Real Estate Development Modeling Basics
1:00 PM to 2:00 PM	Lunch Break
2:00 PM to 6:00 PM	Mixed-Use Apartment Building Ground-Up Development Modeling

Saturday, October 20th

9:00 AM to 1:00 PM	Equity Joint Venture Partnerships and Waterfall Modeling
1:00 PM to 2:00 PM	Lunch Break
2:00 PM to 6:00 PM	Mixed-Use Condominium Building And Housing Subdivision Modeling

Included in Course Fee

- Sophisticated, reusable Excel-based models specific to the class sessions
- PDF slide presentations

What You Must Bring

Your laptop with Excel 2007 or 2010 installed (Excel 2003 is not OK). Macs are OK if they have Excel for Mac 2008 or more recent. Don't forget your power cord and mouse.

Continuing Education Credits



CFA Institute has approved this program, offered by Real Estate Financial Modeling, LLC, for 3.5 CE credit hours. If you are a CFA Institute member, CE credit for your participation in this program will be automatically recorded in your CE Diary.

Detailed Schedule

Friday, October 19th – 9:00 AM to 10:00 AM

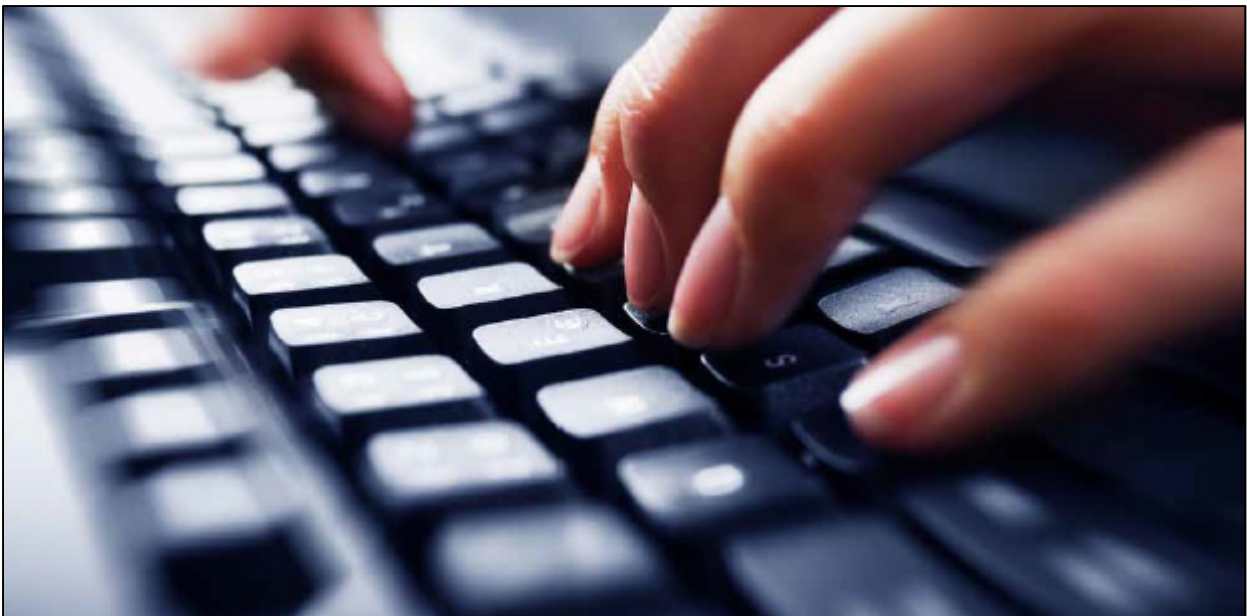
Identifying Risks and Opportunities in Real Estate



This 1-hour session teaches participants about the real estate cycle and how it creates risks and opportunities related to acquiring, operating and developing commercial real estate.

Friday, October 19th – 10:00 AM to 12:00 PM

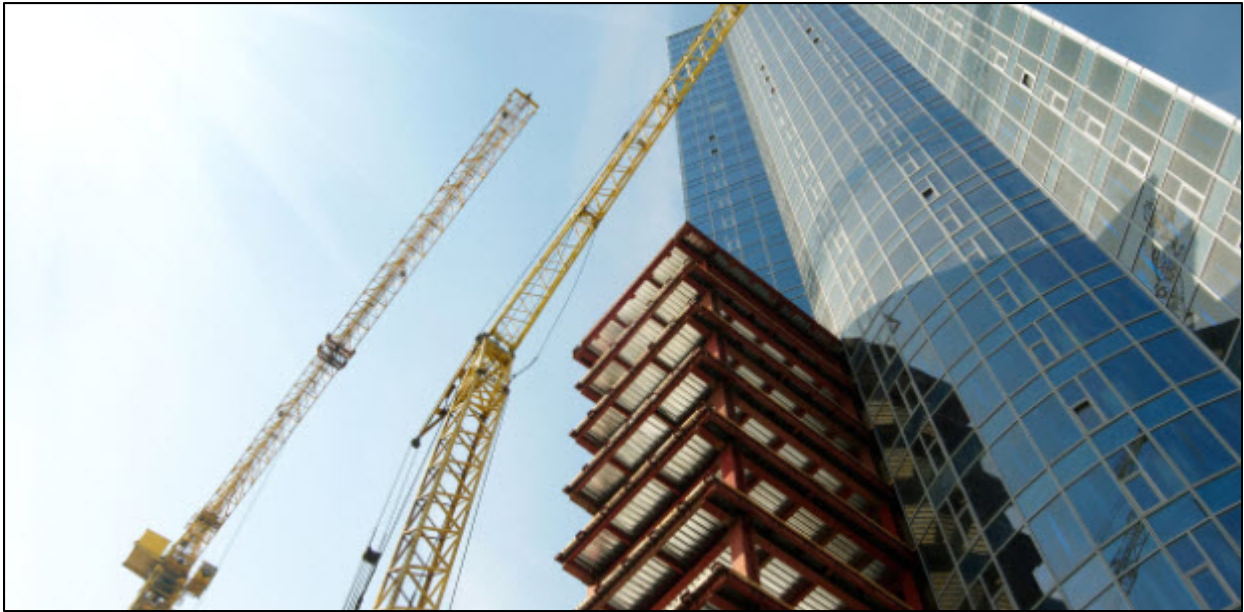
Demystifying the Excel Pro-Forma: What It Is and How You Can Begin To Master It



This 2-hour session breaks down the real estate pro-forma into its essential components, analyze the pieces individually in easy-to-understand language, and then re-assembles them into the original whole. The relationships between the constituent parts are explained so that participants will intimately understand the entire spreadsheet and its various functions.

Friday, October 19th – 12:00 PM to 1:00 PM

Real Estate Development Modeling Basics



This 1-hour session teaches participants the fundamentals of financial modeling specifically for real estate development transactions.

Friday, October 19th – 2:00 PM to 6:00 PM

Mixed-Use Apartment Building Ground-Up Development Modeling



In this 4-hour, interactive session, participants gain a mastery of technical financial projection modeling skills for the ground-up development of a mixed-use rental apartment building, including distressed and foreclosed development sites. Participants follow along in

Excel in real time and perform exercises to ensure they are grasping the lesson and are mastering the concepts and technical skills being taught. Topics covered include:

- Site and Building Information and Construction Type
- Apartment Unit and Mix Details
- Project Timing Elements
- Capital Structure
- Uses and Sources of Funds
- Cash Flows and Returns
- Capitalized Valuation.

Saturday, October 20th – 9:00 AM to 1:00 PM

Equity Joint Venture Partnership and Waterfall Modeling Bootcamp Training



Equity joint venture partnerships are becoming increasingly complex and their proper structuring and modeling increasingly critical as equity capital requirements have grown given today's more conservative lending environment. Participants follow along in Excel in real time and perform exercises to ensure they are grasping the lesson and are mastering the concepts and technical skills being taught. Topics covered in this 4-hour, interactive session, include:

- Rationale behind targeting disproportionate returns to the Sponsor
- How to achieve disproportionate returns through fees and cash flow partitioning
- Preferred Return overview and variations with respect to priority of payment
- Preferred Return in context (Payment Types A, B and C)
- Nature of Preferred Return (Compounded and not, cumulative and not)
- Annual and Monthly Preferred Return Exercises
- Waterfall Distribution overview, with Animation
- Promote Mechanism overview and modeling

- Look-Back Internal Rate of Return (IRR) Method
- 3-Tier Waterfall modeling
- Double-Promote, 5-Tier Waterfall modeling and Exercise
- Alternate Compounding Periods: Monthly, Daily, Quarterly
- Sample Partnership Structures
- Claw-Back overview and modeling
- Claw-Back Exercise.

Saturday, October 20th – 2:00 PM to 6:00 PM

Mixed-Use Condominium Building And Housing Subdivision Modeling



In this 4-hour, interactive session, participants gain a mastery of the skills needed to successfully model for-sale mixed-use condominium building and for-sale housing subdivision ground-up development transactions, including those involving distressed and foreclosed development sites. Participants follow along in Excel in real time and perform exercises to ensure they are grasping the lesson and are mastering the concepts and technical skills being taught.

Topics covered include:

- Site and Building Information and Construction Type
- Mix Details
- Project Timing Elements
- Capital Structure
- Uses and Sources of Funds
- Pre-Sales and Market Sales
- Closings, Cash Flows and Returns.

Instructor Biographies



Bulkeley Banks is REFM's Senior Director of Financial Modeling, and also serves as Instructor for REFM. In these roles, he creates financial models, spearheads consulting client assignments, and conducts training sessions at top university programs including Cornell, The Wharton School, and Georgetown University.

Mr. Banks holds a Masters in Professional Studies in Real Estate from Georgetown University, where he served as the Finance Co-Chair on the Student Advisory Board in Real Estate. Prior to joining REFM, Mr. Banks worked at the University of Chicago's Evolution and Ecology Lab analyzing genetic variation in botany. He also holds a B.A. in Philosophy from the University of Chicago, where he was awarded the Herman S. Dunlap Scholarship.



Bruce Kirsch is the founder and principal of REFM, and is an Editor of the Third Edition of Real Estate Finance and Investments: Risks and Opportunities (Linneman), the top real estate finance textbook.

Mr. Kirsch instructed on real estate finance and financial modeling for three years as Adjunct Faculty at Georgetown University. A highly-acclaimed trainer, Mr. Kirsch previously worked in commercial brokerage and real estate investment in New York and Washington, DC. Mr. Kirsch holds an MBA in Real Estate from The Wharton School, where he was awarded the Benjamin Franklin Kahn real estate scholarship. He also holds a B.A. in Communication from Stanford University.