



## **Real Estate Development Mastery Class: Deal Sourcing, Pro Formas and Beyond**

Join us for over 20 hours of instruction that includes an intensive 3-week workshop covering 4 modules. This hands-on class is designed to equip current and aspiring real estate developers with the essential skills to identify, assess and develop real estate projects of all sizes.

**Day 1: June 5, 2025: 5:30pm-7:30pm**

**Introduction to Real Estate Development**

Module 1 provides an overview of the class, with an introduction to deal sourcing, viability assessments and the case study that will be used for the duration of the training.

- Deal Sourcing 101
- Assessing a property before spending money
- Common use cases for financial models
- Excel best practices

**Day 2: Thursday June 12, 2025: 5:30pm-7:30pm**

**Real Estate Modeling and Investing Framework**

Module 2 builds on Module 1's teachings, exploring deeper concepts in real estate finance.

- Key components of real estate investing: IRR, NOI and free cash flow
- Joint venture structure and GP/LP structure
- Excel practice templates, calculating IRR and NOI

**Day 3: Saturday June 21, 2025: 9:00am-5:00pm**

**Case Study Bootcamp Day 1: ABC Development Corp.**

Module 3 kicks things into high gear. During day 1 of the bootcamp portion of the training, participants will begin putting together an actual model for ABC Development Corp.

- Estimating cash flow: unit mix, revenue estimates and operating expenses
- Development of total construction costs

- Developing a capital stack
- Loan sizing and debt service coverage ratio (DSCR)
- Sources and Uses

Day 4: Sunday June 22, 2025: 9:00am-5:00pm

Case Study Bootcamp Day 2: ABC Development Corp.

Module 4 delves further into the case study. Participants will learn how to fill an equity gap, go through a bank closing and learn how to deal with 3<sup>rd</sup> parties.

- Learn where to get additional sources of capital
- The loan closing process and checklist
- Creating a project plan
- Working with third parties
- Getting to a certificate of occupancy