



Workshop on Real Estate Development and Financing

March 10 – 14, 2025, 1st Run: Lagos & Port Harcourt

September 1 – 5, 2025, 2nd Run: Lagos & Abuja

For Tutor -Led Class: 9am – 4:30pm

Workshop fee: N300, 000 per Participant

For online: Delivery via Zoom

Online course fee: N250,000 per Participant

Available for In-plant Training

**700 USD for foreign
Participants**

Program overview:

Real estate development is a complex and interactive process that relies on multiple skills, efforts, and knowledge, of different professional disciplines to be successful.

Value adding and opportunistic property investments are complex both in their initial scope and their cash flow projections.

Development of real estate projects require greater skill and flexibility from Analysts and an ability to work simultaneously with project partners.

In this course you will learn the basic elements of the real estate development process. You will become familiar with the steps and analyses that developers and other professionals engage in during the real estate development process. You will develop an understanding of the development process from building a project budget to valuing raw land before purchase, to finance concepts used by lenders.

For Whom:

This program is designed for Real Estate Developers, Surveyors, Real Estate professionals at any level with exposure to real estate financial models on a frequent basis, Fund managers, Asset managers, Land managers, Planning managers and Lenders

Learning Objectives:

At the end of the program, participants will be able to;

- learn how to structure a full development cash flow, cost functions and financing sources;
- create development project budgets;
- learn and understand market studies and their purpose;
- explain project valuation methods and residual land value;
- manage project site selection and carry out the due diligence process;
- list and explain entitlements and permitting issues; and
- manage a basic bidding and reviewing process for construction bids.

Course Outline:

Day 1: Real Estate Development and Financing: Overview

Risk Management

- Demand
- Finance
- Types of developers and projects

Budgeting

- Feasibility
- Bar napkin from finance

The Market Study

- Purpose of document
- Ways to quantify demand
- Project location and proximity to similar projects
- Absorption

Human Capital Associates Global Consult Ltd is Accredited by Nigeria Council for Management Development (NCMD)

Lagos: Human Capital Associates Global Consult Ltd: Acme House 2nd Floor, Ogba Industrial Scheme, Ogba, Ikeja – Lagos

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- Key risks

Day 2: Project Valuation Methods

Understanding ROI

- Appraisal
- Time value of money
- Defining and using cap rates

Residual land value

- Building on project valuation (to determine land value)
- Utility of land use
- Impacts of rising construction costs on land value

Site Selection

- Best practices
- Why this site and not that one
- Site limitations (zoning, geometry, environmental, etc.)

Due Diligence

- Confirm assumptions in site selection
- Sample DD budget
- Project economics
- Entitlement risks/PERT

Day 3: Real Estate Deal Structures

- How projects get financed
- Lender requirements of developers
- Lenders triangle
- Partnership structures (and why)
- Profit split example with investor
- **Entitlements**
- Timelines and budget/project risks
- Review local, regional, state, and federal permits
- Rezoning/land use changes
- Reactionary zoning

Day 4: Real Estate Finance Tools

- Review terminology
- Review concepts of TVM (time value of money)
- Calculate loan amount
- Calculate loan payoff amount
- Calculate project ROI and annual ROI (return on investment)
- Introduction to net present value (NPV)
- Introduction to discounted cash flow (DCF)

Day 5: Real Estate Construction

- How to bid a project?
- How to review bids
- Working with your contractor
- Risks and how to mitigate them
- Course Wrap-up

Training Methodology

Methodology: Lectures, discussions, exercises, case studies, audio-visual aids will be used to reinforce these teachings/learning methods.

LOCATIONS

1 - HCA Learning Centre. Acme House 2nd Floor, 23, Acme Road, Ogba, Industrial Scheme, Ikeja, Lagos, Nigeria

2 - Pearls Learning Hub, Plot 756, Opposite Divine Hand of God Ministry, Area 1, Garki, Abuja.

3 – Pakiri hotel Ltd., 4 Okwuruola Street, off Stadium Road, Rumuola, Port Harcourt, Rivers State.

Open Course Fee: N300, 000

In-plant Fee Negotiable

WORKSHOP FEE:

N300, 000 per participant, VAT –N22, 500

Note: this covers Workshop Fee, Tea/coffee break, Lunch, course materials and certificate of attendance.

Payment should be made into our Accounts:

Account Name: Human Capital Associates Global Consult Ltd.

Union Bank of Nig. PLC: Account No: 0097961537

First Bank of Nig. PLC: Account No: 2033683960

Keystone Bank Ltd.: Account No: 1007150325

**For Booking / Enquiry, Call: 234-8051365946, 234-7087578814
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