

MASTERING REAL ESTATE INVESTING (Dubai Edition)

Workshop Sessions & Curriculum

Session 1: First things first: The Lay of the Land

Understanding the market

Intro to real estate investing (3 KCQs)

- Where real estate fits in among asset classes and how it compares in terms of its risk/reward profile
- Ways to invest in real estate and pros and cons
- How off-plan real estate investing works
- How ready to move in real estate investing works
- Framework to follow when analyzing any real estate investing deal

Understanding the market (8 KCQs)

- What to look for to understand Macro and Micro dynamics when investing in real estate
- Deep dive on the Dubai real estate market including real estate prices evolution, prominent areas to invest in, difference between freezone and mainland Dubai, and preferred real estate projects by the investing concierge
- Types of acquisition costs in Dubai and how to calculate them (template included)

Session 2: Financing deals

Overcoming the Bankman's gimmicks

Understanding mortgages (8 KCQs; 1 Homework)

- Amortization tables
- Loan to value ratio
- Downpayment rules in Dubai when you have several real estate investments
- Ways to reduce future downpayments legally
- Types of interest rates (flat vs reducing rate, fixed vs EIBOR)
- How to compare mortgages for the best deal (template included)

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Session 3: Curiosity ~~killed the cat~~ avoided financial distress

Searching for a good deal and shortlisting options

Searching for real estate deals

- How to scan for properties and identify a long list of options to analyze
- Qualitative assessment and spotting red flags
- Doing your homework and due diligence to shortlist options

Comparative analysis (3 KCQs; 1 Case study)

- Approach to conduct benchmark analysis
- Finding the right benchmarks
- Determining the data points for comparison
- Extracting relevant data and calculating market average
- Identifying undervalued deals for expected return calculations (template included)

Session 4: Running the numbers (1/2)

Real Estate Financial Modelling

Returns calculations (4 KCQs; 1 Homework; 1 Case study)

- Identifying relevant return measures for investing in real estate
- Data required to calculate each
- How to properly calculate initial investment
- Annual running costs associated with real estate distinguishing direct vs indirect costs
- Impact of change in assumptions on returns calculations (template included)
- Understanding exiting deal and what you need to know when selling the property (template included)

Session 5: Running the numbers (2/2)

Real Estate Financial Modelling *(continued)*

Returns calculations *(continued)*

- Identifying key assumptions for real estate financial modeling and understanding what constitutes a reasonable assumption
- Step by step guide to building an IRR model (**template included**)
- Short term vs long term rentals (**template included**)
- IRR master strategies

Session 6: Becoming a true Landlord.. with a capital “L”

Understanding your rights and obligations as a Landlord and navigating the UAE regulatory landscape

Rules and regulations **(4 KCQs)**

- Key laws to understand before investing
- Journey to acquire your real estate investment and what to expect
- Understanding sales agreements (Mainland vs Freezone) (**template included**)
- How to onboard a new tenant step by step (Mainland vs Freezone)
- Leasing laws and rent increases mechanics (Mainland vs Freezone) (**template included**)

Final Case Study: Putting everything together

End-to-end deal search and analysis, including building a real estate financial model and interpreting results **(1 Case study)**