Training course on Impact Investing in Real Estate

Professional Development Training Course Outline

Category	Real Estate Institute	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

The global investment landscape is witnessing a paradigm shift, with a growing recognition that capital can and should generate both financial returns and measurable positive social and environmental outcomes. This is the core tenet of Impact Investing, and within the built environment, Impact Investing in Real Estate represents a powerful avenue to address critical global challenges such as affordable housing shortages, climate change, sustainable urbanization, and community development. Training Course on Impact Investing in Real Estate is meticulously designed to equip with the specialized knowledge and strategic frameworks. This is necessary to identify, evaluate, structure, and manage real estate investments that intentionally deliver measurable social and environmental impact alongside competitive financial returns. This goes beyond traditional ESG integration, demanding a proactive commitment to creating positive change, robust impact measurement, and transparent reporting, blending in-depth knowledge of various impact themes (e.g., affordable housing, green buildings, community infrastructure), innovative financing mechanisms, stakeholder engagement strategies, and long-term value creation methodologies, and the leveraging of blended finance structures and collaborative partnerships to drive systemic change and foster resilient, equitable, and sustainable communities. This comprehensive 5-day program delves into nuanced methodologies for distinguishing true impact investments from broader ESG strategies, mastering advanced techniques for conducting impact due diligence, developing Theories of Change for real estate projects, and quantifying social and environmental outcomes, and exploring cutting-edge approaches to structuring impact-first deals, accessing catalytic capital, and reporting on both financial and impact performance. A significant focus will be placed on understanding the interplay of financial returns and impact objectives, the concept of additionality, the role of impact metrics (e.g., number of affordable units, carbon emissions reduced, jobs created), and the evolving regulatory and reporting landscape for impact investments. By integrating global industry best practices and specific case studies from diverse markets (including emerging examples from Kenya in affordable housing and green buildings), analyzing **real-world challenges in measuring impact and ensuring accountability, and engaging in intensive hands-on impact thesis development, financial modeling for blended returns, impact measurement framework design, and expert-led discussions, attendees will develop the strategic acumen to confidently identify lucrative impact opportunities, execute sound real estate projects that deliver profound societal benefits, and manage portfolios that truly make a difference, fostering unparalleled financial resilience, social equity, and

environmental stewardship, and securing their position as indispensable leaders in shaping a more responsible and sustainable future through real estate capital.

Programme Curriculum

Training Course on Impact Investing in Real Estate

Introduction

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This comprehensive 5-day program delves into **nuanced methodologies** for **distinguishing true impact investments from broader ESG strategies,** mastering **advanced techniques for conducting impact due diligence, developing Theories of Change for real estate projects, and quantifying social and environmental outcomes**, and exploring **cutting-edge approaches** to **structuring impact-first deals, accessing catalytic capital, and reporting on both financial and impact performance.** A significant focus will be placed on understanding the interplay of **financial returns and impact objectives, the concept of additionality, the role of impact metrics (e.g., number of affordable units, carbon emissions reduced, jobs created), and the evolving regulatory and reporting landscape for impact investments.** By integrating **global industry best practices and specific case studies from diverse markets (including emerging examples from Kenya in affordable housing and green buildings),** analyzing **real-world challenges in measuring impact and ensuring accountability, and engaging in intensive hands-on **impact thesis development, financial modeling for blended returns, impact measurement framework design, and expert-led discussions**, attendees will develop the **strategic acumen** to confidently identify lucrative impact opportunities, execute sound real estate projects that deliver profound societal benefits, and manage portfolios that truly make a difference, fostering unparalleled **financial resilience, social equity, and environmental stewardship**, and securing their position as indispensable leaders in **shaping a more responsible and sustainable future through real estate capital.**

Course Objectives

Upon completion of this course, participants will be able to:

1. **Analyze core principles and strategic responsibilities** of **impact investing in real estate**.

2. **Master sophisticated techniques** for **differentiating impact investing from ESG integration and traditional responsible investing**.
3. **Develop nuanced strategies** for **identifying and evaluating real estate projects with significant social and environmental impact potential**.
4. **Implement effective impact due diligence processes** for assessing the intentionality and measurability of real estate investments.
5. **Manage complex financial modeling and valuation methodologies** for projects aiming for blended financial and social/environmental returns.
6. **Apply robust strategies** for **structuring various forms of impact finance** in real estate, including blended finance.
7. **Understand the deep integration of social equity, environmental sustainability, and governance (ESG)** within impact real estate.
8. **Leverage knowledge of key impact measurement and management (IMM) frameworks** for real estate assets.
9. **Optimize strategies for effective stakeholder engagement and community benefits** in impact real estate projects.
10. **Formulate specialized investment strategies** for **diverse impact themes** within real estate (e.g., affordable housing, green buildings, sustainable urban development).
11. **Conduct advanced risk assessment and mitigation** specific to impact investing in real estate.
12. **Navigate challenging situations** such as **impact washing, data complexities, and aligning diverse stakeholder expectations**.
13. **Develop a holistic, intentional, and strategically adaptive approach** to **impact investing in real estate globally, with an emphasis on creating measurable positive change**.

Target Audience

This course is designed for professionals interested in Impact Investing in Real Estate:

1. **Institutional Investors & Fund Managers:** Seeking to allocate capital to impact-driven real estate.
2. **Private Equity & Venture Capital Firms:** Exploring impact opportunities within the real assets sector.
3. **Family Offices & High-Net-Worth Individuals:** Interested in aligning investments with values.
4. **Real Estate Developers:** Looking to integrate impact into their project pipelines and secure impact capital.
5. **Non-Profit Organizations & Foundations:** Seeking to leverage investment capital for their mission.
6. **Financial Advisors & Wealth Managers:** Guiding clients on impact investment strategies.
7. **Corporate Sustainability Officers:** Exploring real estate as a tool for corporate social responsibility.
8. **Government Agencies & Development Finance Institutions:** Involved in catalyzing sustainable and equitable real estate development.

Course Duration: 5 Days

Course Modules

- **Module 1: Introduction to Impact Investing & Its Distinctiveness in Real Estate**
    - Defining **Impact Investing**: intention, measurable impact, financial returns.
    - **Distinguishing Impact Investing from ESG, SRI, and traditional philanthropy**.
    - The **growth of the global impact investing market** and its specific relevance to real estate.
    - **Theories of Change** in real estate: linking investment to desired social/environmental outcomes.
    - **Case Study:** Analyzing a real estate fund with a clear impact thesis and how it differs from a purely ESG-screened fund.

- **Module 2: Impact Themes & Market Opportunities in Real Estate**
    - **Key impact themes**: affordable housing, green buildings, sustainable urban development, community revitalization, health & wellness.
    - **Market opportunities**: unmet needs, underserved populations, climate solutions.
    - **Demand drivers for impact real estate**: demographics, climate change, social inequality, regulatory shifts.
    - **Global trends and regional nuances** in impact real estate, including emerging markets like Kenya.
    - **Case Study:** Identifying and prioritizing impact themes for a real estate portfolio based on market analysis and investor objectives (e.g., affordable housing needs in Nairobi).
- **Module 3: Impact Measurement & Management (IMM) Frameworks**
    - The **5 Dimensions of Impact (IRIS+, GIIN)** and other key IMM frameworks.
    - **Setting impact targets and KPIs** for real estate projects (e.g., number of affordable units delivered, tons of CO2 emissions avoided, jobs created).
    - **Data collection, verification, and reporting** for impact metrics.
    - **Attribution vs. Contribution**: understanding your investment's role in impact.
    - **Case Study:** Developing an IMM plan for a mixed-use development project, outlining specific metrics and data sources for social and environmental impact.
- **Module 4: Financial Structuring for Blended Returns**
    - **Aligning financial and impact objectives**: market-rate vs. impact-first returns.
    - **Blended finance structures**: grants, concessional capital, guarantees, first-loss capital.
    - **Innovative financing tools**: social impact bonds, green bonds (with real estate application), community development finance.
    - **Valuation challenges and opportunities** in impact real estate.
    - **Case Study:** Designing a financing structure for an affordable housing project that combines institutional debt with philanthropic first-loss capital to enhance its impact.
- **Module 5: Due Diligence & Risk Management in Impact Real Estate**
    - **Impact due diligence**: assessing intentionality, additionality, and potential negative externalities.
    - **ESG risk assessment** beyond financial materiality.
    - **Social risks**: displacement, gentrification, community opposition.
    - **Environmental risks**: climate vulnerability, pollution, biodiversity loss.
    - **Case Study:** Conducting an impact and ESG risk assessment for a proposed sustainable urban regeneration project.
- **Module 6: Stakeholder Engagement & Community Benefits**
    - **Identifying key stakeholders**: residents, local communities, government, non-profits.
    - **Meaningful community engagement strategies** throughout the project lifecycle.
    - **Ensuring equitable outcomes**: job creation, local procurement, access to amenities.
    - **Addressing issues of gentrification and displacement** proactively.
    - **Case Study:** Developing a community benefits agreement for a large-scale development in a historically underserved neighborhood.
- **Module 7: Sustainable & Resilient Design for Impact**
    - **Green building certifications** (LEED, BREEAM, EDGE) and their role in environmental impact.
    - **Climate resilience**: designing for future climate scenarios (e.g., heatwaves, flooding).
    - **Health and well-being**: indoor air quality, access to nature, active design.
    - **Circular economy principles** in real estate: waste reduction, material reuse.
    - **Case Study:** Evaluating the design features of an existing building for potential retrofits to enhance its environmental and social impact.
- **Module 8: Case Studies, Challenges & Future of Impact Real Estate**

- **Global and regional case studies** of successful impact real estate projects (e.g., affordable housing in Africa, sustainable urban developments in Europe).
- **Common challenges**: impact washing, data complexities, scaling solutions, policy alignment.
- **Emerging trends**: nature-based solutions, biodiverse real estate, digital tools for IMM.
- The **role of real estate in achieving the UN Sustainable Development Goals (SDGs)**
- **Case Study:** Discussing an impact real estate project from Kenya (e.g., a green affordable housing initiative) and analyzing its challenges and successes.

Training Methodology

- **Interactive Workshops:** Facilitated discussions, group exercises, and problem-solving activities.
- **Case Studies:** Real-world examples to illustrate successful community-based surveillance practices.
- **Role-Playing and Simulations:** Practice engaging communities in surveillance activities.
- **Expert Presentations:** Insights from experienced public health professionals and community leaders.
- **Group Projects:** Collaborative development of community surveillance plans.
- **Action Planning:** Development of personalized action plans for implementing community-based surveillance.
- **Digital Tools and Resources:** Utilization of online platforms for collaboration and learning.
- **Peer-to-Peer Learning:** Sharing experiences and insights on community engagement.
- **Post-Training Support:** Access to online forums, mentorship, and continued learning resources.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call +254769199797

Certification

Upon successful completion of this training, participants will be issued with a globally recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

- Participants must be conversant in English.
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Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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