Training Course on Real Estate Development Investment and Management

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

This comprehensive training course is meticulously crafted for aspiring and seasoned real estate professionals, investors, developers, urban planners, and financial analysts seeking to master the intricate dynamics of the real estate development lifecycle. In a rapidly evolving market like Kenya, characterized by rapid urbanization, affordable housing initiatives, and emerging satellite towns, successful ventures demand a deep understanding of market analysis, financial modeling, legal frameworks, and sustainable practices. Training Course on Real Estate Development Investment and Management provides a holistic perspective, from initial site identification and feasibility studies to project financing, construction oversight, and long-term asset management, equipping participants with the strategic tools to identify lucrative opportunities and execute successful projects in competitive environments.

The curriculum places strong emphasis on practical application and localized insights, addressing specific challenges and opportunities within the Kenyan real estate sector. Participants will delve into the nuances of land acquisition and tenure systems (freehold, leasehold), navigate complex planning and regulatory approvals (e.g., NEMA, NCA, Physical and Land Use Planning Act), and master advanced valuation and risk management techniques. With a focus on PropTech innovations, green building standards, and the impact of the Data Protection Act 2019 on property data, this course prepares attendees to develop, invest in, and manage resilient, profitable, and future-ready real estate assets, driving sustainable growth and maximizing returns in a dynamic market.

Programme Curriculum

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Course Duration

5 Days

Course Objectives

1. Analyze real estate market trends in Kenya, identifying high-growth areas and investment hotspots (e.g., affordable housing, satellite towns).
2. Conduct comprehensive feasibility studies and market analyses for various real estate development projects.
3. Master real estate financial modeling techniques, including cash flow analysis, IRR, and NPV calculations for development projects.
4. Navigate the legal and regulatory frameworks governing real estate development in Kenya (Land Act, Physical and Land Use Planning Act, Sectional Properties Act).
5. Develop effective land acquisition strategies and understand different land tenure systems.
6. Secure project financing through various debt and equity structures relevant to the Kenyan market.
7. Implement project management best practices for construction oversight and timely delivery.

8. Apply risk management strategies to mitigate market, financial, and operational risks in real estate development.
9. Integrate sustainable and green building practices into development projects for enhanced value and environmental responsibility.
10. Leverage PropTech solutions (e.g., AI, blockchain for land verification, smart home tech) for efficient development and management.
11. Develop strategies for effective property management and asset optimization post-completion.
12. Understand the impact of data protection laws (e.g., Kenya's Data Protection Act 2019) on real estate data management.
13. Prepare a comprehensive real estate development business plan for potential investors.

Organizational Benefits

1. Enhanced Investment Returns: Make more informed decisions leading to higher profitability in real estate ventures.
2. Reduced Project Risks: Proactively identify and mitigate financial, legal, and operational risks in development.
3. Strategic Market Positioning: Identify and capitalize on emerging market opportunities and trends.
4. Improved Project Execution: Implement robust project management methodologies for efficient development.
5. Access to Diverse Funding: Understand and leverage various financing options for real estate projects.
6. Sustainable Development Leadership: Drive projects that align with environmental and social governance (ESG) principles.
7. Optimized Asset Management: Maximize the long-term value and performance of real estate portfolios.
8. Compliance Assurance: Ensure development and management practices adhere to local laws and regulations.
9. Competitive Advantage: Build a skilled team capable of delivering successful and innovative real estate projects.
10. Informed Policy Making: Contribute to better organizational strategies regarding real estate investment and portfolio growth.

Target Participants

- Real Estate Developers (aspiring and established)
- Property Investors
- Financial Analysts and Investment Managers
- Architects and Urban Planners

- Construction Project Managers
- Bankers and Lending Institutions (Real Estate Departments)
- Valuers and Property Managers
- Land Surveyors and Quantity Surveyors
- Legal Professionals (Real Estate Law)
- Government Officials (Land & Housing Ministries, County Planners)

Course Outline

Module 1: Real Estate Market Analysis & Trends (Market Insights)

- Overview of the Real Estate Sector in Kenya: Drivers and Dynamics
- Identifying Market Segments: Residential (Affordable, Luxury), Commercial, Industrial, Retail
- Demand and Supply Analysis: Population Growth, Urbanization, Income Levels
- Emerging Trends: Satellite Towns, Mixed-Use Developments, PropTech Adoption
- **Case Study**: Analyzing current real estate market data for Nairobi and its satellite towns to identify an underserved residential segment.

Module 2: Project Feasibility & Site Selection (Feasibility Study)

- Components of a Comprehensive Feasibility Study: Market, Technical, Financial, Legal
- Site Identification and Evaluation Criteria: Location, Zoning, Infrastructure, Environmental Factors
- Due Diligence Process: Title Search, Environmental Impact Assessment (EIA), Surveys
- Highest and Best Use Analysis for Land Parcels
- **Case Study**: Conducting a preliminary feasibility study for a proposed affordable housing development in a specific Kenyan county.

Module 3: Legal & Regulatory Framework in Kenya (Legal Compliance)

- Key Real Estate Laws: **Land Act (Cap 280), Land Registration Act (Cap 300), Physical and Land Use Planning Act (Cap 303)**
- Understanding Land Tenure Systems: Freehold, Leasehold, Community Land
- Planning Approvals: Zoning, Change of Use, Building Permits (National Construction Authority - NCA)
- Environmental Regulations: NEMA Licenses, Waste Management

- **Case Study**: Navigating the process of obtaining necessary permits and approvals for a mixed-use development in Nairobi.

Module 4: Real Estate Financial Modeling & Valuation (Financial Acumen)

- Introduction to Real Estate Financial Modeling: Inputs, Assumptions, Outputs
- Key Financial Metrics: Net Present Value (NPV), Internal Rate of Return (IRR), Return on Investment (ROI)
- Cash Flow Projections for Development Projects: Construction Costs, Operating Expenses, Revenue Streams
- Valuation Techniques: Income Capitalization, Comparative Sales, Cost Approach
- **Case Study**: Building a detailed financial model for a proposed residential apartment complex, including sensitivity analysis.

Module 5: Real Estate Project Financing & Investment (Investment Strategies)

- Sources of Capital: Equity (Developer, Joint Ventures, Private Equity), Debt (Commercial Banks, Saccos, Development Finance Institutions)
- Structuring Real Estate Deals: Debt-to-Equity Ratios, Loan Covenants
- Public-Private Partnerships (PPPs) in Real Estate Development (e.g., Affordable Housing Program)
- Understanding Investor Expectations and Risk Appetites
- **Case Study**: Developing a financing strategy for a large-scale commercial real estate project, exploring different funding sources.

Module 6: Real Estate Project Management & Construction (Project Execution)

- Project Planning and Scheduling (Gantt Charts, Critical Path Method)
- Budgeting and Cost Control in Construction
- Contractor Selection and Management
- Quality Control, Health, Safety, and Environmental (HSE) Compliance on Site
- **Case Study**: Managing a construction phase of a multi-unit residential development, including risk mitigation for delays and cost overruns.

Module 7: Sustainable Development & PropTech Integration (Future-Ready Real Estate)

- Principles of Green Building and Sustainable Design: Energy Efficiency, Water Conservation, Sustainable Materials
- Green Building Certifications (e.g., LEED, EDGE - if relevant to Kenya context)
- Introduction to PropTech: Smart Buildings, AI in Property Management, Blockchain for Land Records
- Impact of Technology on Property Valuation and Marketability
- **Case Study**: Incorporating green building features and smart home technologies into a new development and assessing their return on investment.

Module 8: Property Management & Asset Optimization (Asset Management)

- Tenant Acquisition and Retention Strategies
- Property Management Operations: Maintenance, Security, Lease Administration
- Financial Management of Operating Properties: Budgeting, Expense Control, Rent Collection
- Asset Optimization Strategies: Renovations, Repositioning, Divestment Decisions
- **Case Study**: Developing an asset management plan for a completed retail complex to maximize rental income and tenant satisfaction.
- **Special Topic: Impact of Kenya's Data Protection Act 2019 on Property Management**(Tenant Data, CCTV, Online Platforms)

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

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

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

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
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

Ready to enroll or request a customized program? Book online or contact us:

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