



*Training Course:  
Real Estate Development, Investment & Strategy*

*25 - 29 August 2025  
Trabzon (Turkey)*

## Training Course: Real Estate Development, Investment & Strategy

Training Course code: SC1988 From: 25 - 29 August 2025 Venue: Trabzon (Turkey) - Training Course Fees: 6000 ₺ Euro

### Introduction:

Welcome to the Real Estate Development, Investment & Strategy training program, brought to you by Global Horizon Training Center. This comprehensive program is designed to provide participants with a deep understanding of the real estate industry, focusing on development, investment, and strategic considerations. Whether you are a real estate professional, investor, project manager, financial analyst, or government official involved in real estate development, this program aims to equip you with the knowledge and skills necessary to navigate the dynamic real estate market successfully. Through a series of interactive modules, we will explore market analysis, investment analysis, financing options, risk management, legal considerations, and strategic planning in the real estate sector. Join us as we delve into the intricacies of real estate development, investment, and strategy, and unlock opportunities for growth and success in this dynamic industry:

- Overview of the real estate industry
- Importance of real estate development, investment, and strategy
- Current trends and challenges in the real estate market
- Introduction to key concepts and terminology

### Objectives:

- Provide participants with a comprehensive understanding of real estate development, investment, and strategy
- Equip participants with the necessary skills to analyze real estate opportunities and make informed investment decisions
- Teach participants how to develop effective strategies for real estate projects
- Enhance participants' knowledge of market analysis, financing options, risk management, and legal considerations in real estate

### Target Audience:

- Real estate professionals and investors
- Project managers and developers

- Financial analysts and investment managers
- Architects and urban planners
- Government officials involved in real estate development
- Anyone interested in gaining a deeper understanding of real estate investment and strategy

## Outlines:

### Day 1:

#### Real Estate Market Analysis

- Introduction to real estate market analysis
- Market research techniques and data sources
- Demographics and market segmentation analysis
- Supply and demand dynamics in real estate
- Market Analysis Considerations module

### Day 2:

#### Real Estate Investment Analysis

- Overview of real estate investment analysis
- Investment valuation methods e.g., cap rate, cash flow, ROI
- Financial modeling and pro forma analysis
- Risk assessment and sensitivity analysis
- Risk Analysis module

### Day 3:

#### Real Estate Financing and Funding

- Financing options for real estate projects
- Mortgage financing and loan structures
- Equity financing and joint ventures
- Public-private partnerships PPPs

- Mortgages and Bank Finance module

#### Day 4:

##### Real Estate Development Process

- Stages of real estate development
- Feasibility analysis and project planning
- Site selection and acquisition
- Design and construction management
- Residential Property module

#### Day 5:

##### Real Estate Strategy and Management

- Strategic planning for real estate projects
- Portfolio management and diversification
- Lease negotiations and property management
- Exit strategies and property disposition
- The Role of Proptech in Real Estate Valuation Creation module
- Property Analytics module
- Forecasting module
- Cost of Capital Issues for Real Estate Companies module
- Commercial Property - Assessing Income module

## Registration form on the Training Course: Real Estate Development, Investment & Strategy

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
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Personal E-Mail: .....  
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### Company Information

Company Name: .....  
Address: .....  
City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
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### Easy Ways To Register

Telephone:  
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provisionally reserve your  
place.

Fax your completed  
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form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
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to: Global Horizon  
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