Global Horizon
TRAINING CENTER

Training Course:
The Real Estate Development Cycle

20 - 24 July 2026
Casablanca (Morocco)

Training Course:
The Real Estate Development Cycle

Training Course code: MA234855 From: 20 - 24 July 2026 Venue: Casablanca (Morocco) - Training Course Fees: 4725 Euro

Introduction

The real estate sector represents nearly half of the world's total assets, making it a cornerstone of global economic growth, investment strategy, and urban development. In today's dynamic and often volatile financial environment, a comprehensive understanding of the real estate development cycle is essential for executives, investors, and policymakers seeking to make informed and strategic decisions.

The Real Estate Development Cycle program provides a structured and practical overview of the full lifecycle of real estate projects—from land acquisition and feasibility analysis to design, financing, development, marketing, and asset management. The program covers a wide range of property types, including commercial office, residential multifamily, mixed-use developments, redevelopment projects, and urban infill.

Course Objectives

By the end of this program, participants will be able to:

- Understand the full real estate development lifecycle and its key phases
- Analyze global real estate market trends, opportunities, and risks
- Evaluate real estate users, occupier markets, and capital markets dynamics
- Assess the impact of macroeconomic factors, urbanization, and technology on real estate
- Develop and analyze real estate investment cases and project feasibility
- Understand financing structures, including debt and equity mechanisms
- Design real estate investment strategies and funds
- Present a structured business case to potential investors and stakeholders

Target Audience

This program is designed for:

- Real Estate Developers and Investors
- Senior Executives and Decision-Makers involved in real estate strategy
- Urban Planning and Infrastructure Professionals
- Bankers and Financial Analysts specializing in real estate finance
- Government Officials and Policymakers in urban development and housing
- Asset and Portfolio Managers in real estate and investment funds
- Professionals seeking to deepen their expertise in real estate development and investment

Outline

Day 1 - The Evolving Real Estate Landscape

- Overview of the global real estate market and emerging trends
- The evolving real estate universe: opportunities and disruptions
- Building diversified global portfolios
- Asset allocation strategies in real estate investments
- Case Study: Global Portfolio Development
- Introduction to real estate site analysis and project environments

Practical Activity:

- Case Discussion: Portfolio Strategy and Asset Allocation

Day 2 - Real Estate Economics and Asset Performance

- Understanding occupier markets and demand drivers
- Real estate pricing mechanisms and valuation fundamentals
- Managing property assets for optimal performance
- Introduction to real estate debt and financing structures
- Debt instruments and capital stack fundamentals
- Case Study: Real Estate Debt and Asset Management

Practical Activity:

- Financial Analysis Exercise: Debt Structuring and Asset Pricing

Day 3 - Investment Vehicles and Real Estate Funds

- Introduction to real estate investment vehicles
- Real Estate Investment Trusts REITs and real estate funds
- Limited Partners LPs and General Partners GPs structures
- Private equity real estate funds and performance analysis
- Evaluating fund performance and risk-return profiles
- Designing a real estate fund Group Work - Part 1

Practical Activity:

- Group Exercise: Structuring a Real Estate Investment Fund

Day 4 - Development and International Investment Strategies

- Real estate and infrastructure development integration
- Key phases of real estate development projects
- International real estate investment strategies
- Cross-border investment challenges and opportunities
- Case Study: Major Development Projects
- Designing a real estate fund Group Work - Part 2

Practical Activity:

- Case Analysis: International Investment Decision-Making

Day 5 - Fund Design, Presentation, and Strategic Insights

- Finalizing real estate fund structures and strategies
- Preparing investment proposals and business cases
- Group presentations to simulated investor panel
- Feedback and evaluation of fund proposals
- Strategic insights: building and managing global portfolios
- Program conclusion and key takeaways

Practical Activity:

- Final Presentation: Real Estate Investment Fund Proposal

Registration form on the Training Course: The Real Estate Development Cycle

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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: .....
Telephone / Mobile: .....
Personal E-Mail: .....
Official E-Mail: .....

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: .....
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Payment Method

☐ Please find enclosed a cheque made payable to Global Horizon

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Easy Ways To Register

Telephone: +201095004484 to provisionally reserve your place.	Fax your completed registration form to: +20233379764	E-mail to us : info@gh4t.com or training@gh4t.com	Complete & return the booking form with cheque to:Global Horizon 3 Oudai street, Aldouki, Giza, Giza Governorate, Egypt.