Real Estate Financial Modeling and Analysis

PRESENTED BY:
Calgary CFA Society and Kahr Real Estate Services (www.kahrrealestate.com)

COURSE DESCRIPTION:
This workshop is designed especially for real estate finance professionals who want to build complex financial models using Excel. Students will develop their own spreadsheets for different property types that will allow them to model any real estate investment scenario quickly and effectively.

Students will use advanced tools in Excel and apply them immediately to their own Excel models. Important skills that will be addressed in detail include building construction loan and development models, using statistical skills to better model real estate investments, developing reusable models, and auditing existing models.

Students taking this workshop are expected to have a basic knowledge of Excel and a firm grasp of basic real estate finance concepts such as time value of money, internal rate of return (IRR), and net present value (NPV).

Agenda

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<th>Day 1: 8:00</th>
<th>Day 2: 8:00</th>
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<tr>
<td>Core Excel Functions for Real Estate</td>
<td>Partnership II – “Wall Street” – IRR Lookbacks</td>
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<td>Unleveraged Before Tax Cash Flow</td>
<td>More on Partnership II – Advanced IRR Lookbacks</td>
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<td>Amortization Schedule</td>
<td>Partnership III – “Catch-up”</td>
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<td>Leveraged Before Tax Cash Flow</td>
<td>Partnership IV – “Clawback”</td>
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<td>11:30 Lunch</td>
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<td>12:30</td>
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<tr>
<td>Depreciation Schedule</td>
<td>Basic Construction Concepts</td>
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<td>Leveraged After Tax Cash Flow</td>
<td>Construction and Unit Sales Schedules</td>
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<td>Partitioning the IRR and Advanced Analysis</td>
<td>Construction Lending and Developer’s Cash Flow</td>
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<td>Sensitivity Tables</td>
<td>Construction I: Build and Hold – Construction and Permanent Financing</td>
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<td>Partnership Primer</td>
<td>Advanced Scheduling</td>
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<td>Argus and Excel Integration</td>
<td>Construction II: Single Family Suburban and Condominium Development</td>
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<td>3:00 REIT Discussion</td>
<td>3:00 Review of Existing Models</td>
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<td>3:30 Review of Existing Models</td>
<td>3:00 Review of Existing Models</td>
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<td>4:00 End of day</td>
<td>4:00 Financing Discussion</td>
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<td>4:30 End of day</td>
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* There is a short break (15 minutes) each day in the morning and the afternoon.

Who should attend
- Real Estate Industry Professionals
- Developers
- Corporate Property Managers
- Fund Managers
- Bankers
- Corporate Advisors
- Financial Analysts
- Government Agencies
Excel Functions and Tools

In addition to covering a wide range of real estate finance topics, the course specifically covers the following Excel tools and functions.

Additional tools and functions will be covered based on questions and as time permits.

Functions:
- SUM, ROUND
- IF, AND, OR
- PV, FV, RATE, NPER
- PMT, IPMT, PPMT
- IRR, NPV, XIRR, XNPV
- EDATE, EOMONTH, DATEDIF, OFFSET
- TRANSPOSE, ISERROR, VLOOKUP, HLOOKUP, INDEX, MATCH, SUMIF

Tools and Concepts:
- Absolute and Relative References
- Keyboard Shortcuts (such as Control - ')
- Data Validation
- Conditional Formatting
- "What If Tools": Goal Seek, Data Tables, Solver, Scenario Manager

**FEATURING:**
Joshua Kahr founded Kahr Real Estate in 2002, a boutique real estate financial advisory firm that services clients throughout the world. Since its founding in 2002, they have worked on real estate investment and development projects in a consulting capacity across a wide range of product types including industrial, retail, office, hotel, residential, and mixed use. Current financial modeling and advisory assignments include a 5.5 million SF development in Monterrey, Mexico, a high rise residential development in Chicago, and a large scale mixed-use development in Dubai.

He is on the faculty at Columbia University where he currently teaches the year long real estate finance course in Columbia’s MS in Real Estate program. He is also on the Board of Directors of Monmouth Capital Corporation (Nasdaq: MONM), a publicly traded REIT. He has written two books on real estate market analysis, Real Estate Market Valuation and Analysis (John Wiley and Sons: 2005) and Beyond the Bubble (Amacom Books: 2007). He has a Master of Science in Real Estate from New York University and a Bachelor of Arts in Economics from Reed College.

**INCLUDED IN COURSE FEE:**
- Course notes and materials
- Morning coffee, lunch and afternoon coffee
- Laptops with excel will be required

**COST:**
- $1250 Received on or Before to September 30, 2009
- $1500 Received After to September 30, 2009

**DATE:**
October 8 and 9, 2009

**TIME:**
7:30am - Registration
8:00am - Course

**LOCATION:**
Ramada Hotel
Space is limited. Register early to avoid disappointment.

Payment is due at time of registration. Forms received without payment will be confirmed on a space available basis when payment is received. All fees are payable in Canadian Funds. Confirmation letters will be emailed within two weeks of receipt of your paid registration. Please register early, as attendance is limited.

To register, fax the attached form to 403.206.0650 or email to events@calgarycfasociety.com. Phone registrations will not be accepted. You may forward cheques made payable to Calgary CFA Society - 100, 111 - 5th Avenue SW, Box 118, Calgary, AB T2P 3Y6

Registration deadline is October 2, 2009.

Cancellation Policy: A full refund will be given to cancellations received by September 30, 2009. Cancellations received less than seven (7) days prior to event are subject to full payment. The cancellation fee will only apply if the spot cannot be filled. Substitutions from the same company are accepted.

NAME: ____________________________ COMPANY: ____________________________
ADDRESS: ____________________________ CITY/Postal: ____________________________
MEMBER ID #: ____________________________ NON MEMBER
PHONE: ____________________________ EMAIL: ____________________________
PAYMENT:  
$1250 on or Before to September 30, 2009
$1500 after September 30, 2009

**Laptops with Excel will be required

TOTAL COST: ____________________________

NAME ON CARD: ____________________________ EXPIRY DATE: ____________________________

As a participant in the CFA Institute Approved-Provider Program, the Calgary Society has determined that this event qualifies for credit for the CFA Institute Professional Development Program.

For Office Use Only:

Date Received: ____________________________ Payment Processed: ____________________________

Confirmation emailed  Receipt emailed  Total including GST: ____________________________