

€ TRAINING

Real Estate and Property Management



26 - 30 May 2025
Milan (Italy)



Real Estate and Property Management

REF: M1290 DATE: 26 - 30 May 2025 Venue: Milan (Italy) - Fee: 5940 Euro

Introduction:

This training program is designed to equip participants with the knowledge and skills necessary to excel in various roles within the real estate industry. Through it, participants will gain expertise in areas such as property investment, management, leasing, and asset optimization.

Program Objectives:

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

- Identify and evaluate real estate investment opportunities, conduct market analysis, and assess financial risks.
- Implement property acquisition strategies, perform due diligence, and navigate legal and financial considerations.
- Manage property operations efficiently, including maintenance, tenant relations, and financial management.
- Develop effective marketing strategies for leasing, manage tenant selection, and handle leasing agreements.
- Optimize real estate assets through performance monitoring, strategic planning, and risk management for long-term value.

Targeted Audience:

- Property Managers and Property Administrators.
- Residential Managers.
- Real Estate Managers, Consultants, Brokers, and Management Executives.
- Shopping Center Managers.
- Leasing Managers, Building Managers, Site Managers, and Housing Managers, Facilities Managers, Plant Managers, and Project Managers.
- Landlords.
- Building Maintenance Managers and Contract Managers for Commercial, Residential, Industrial, and Governmental Assets.

Program Outlines:

Unit 1:

Real Estate Investment Strategies:

- Identifying investment opportunities in real estate.
- Methods of Evaluating property potential and market analysis.
- Financial analysis and risk assessment in real estate investment.
- Understanding real estate financing options.
- Developing investment strategies tailored to individual goals.
- Implementing risk mitigation techniques in real estate investment.

Unit 2:

Property Acquisition and Due Diligence:

- Approaches for Conducting property due diligence.
- Legal considerations in property acquisition.
- Financial analysis of property acquisition.
- Environmental and regulatory assessments.
- Methods of Evaluating property condition and potential renovations.
- Negotiating terms and closing property acquisitions.

Unit 3:

Property Operations and Maintenance:

- Implementing effective property management practices.
- Tenant relations and lease management.
- Importance of routine maintenance and repairs.
- Budgeting and financial management for property operations.
- Compliance with property regulations and codes.
- Sustainable and energy-efficient property practices.

Unit 4:

Real Estate Marketing and Leasing:

- Developing marketing strategies for property listings.
- Advertising and promotion of rental properties.
- Screening and selecting tenants.
- Negotiating lease terms and agreements.
- Lease management and enforcement.
- How to handle tenant disputes and evictions.

Unit 5:

Real Estate Asset Management:

- Setting performance objectives and benchmarks for real estate assets.
- Monitoring and analyzing property performance metrics.
- Implementing strategies to optimize property value and returns.
- Portfolio diversification and risk management.
- Strategic planning for long-term asset growth.
- Disposition strategies for underperforming assets.