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THE ASSET MANAGEMENT, VALUATION, DEVELOPMENT & RAISING FINANCE MASTERCLASS

University of Cape Town (UCT) accredited

**28 - 29 NOVEMBER 2019,
EKO HOTEL, LAGOS, NIGERIA**

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API PROPERTY MASTERCLASS WORKSHOP

The Asset Management, Valuation, Development & Raising Finance Masterclass

API PROPERTY MASTERCLASS WORKSHOP

THE ASSET MANAGEMENT, VALUATION, DEVELOPMENT & RAISING FINANCE MASTERCLASS.

As the leading annual industry event for West Africa's real estate sector, the West Africa Property Investment (WAPI) Summit is pleased to offer this high-value two-day, University of Cape Town accredited: Asset Management, Valuation, Development & Raising Finance Master Class.

Powered by API Training, a division of API Events the host of WAPI and training service provider Divercity Property Solutions and UCT, the Master Class is an intensive and high-value learning experience for investors, developers, property practitioners, and professional services' professionals for whom dealing with these property fundamentals is part of their business.

COURSE TUTORS: BE TAUGHT BY THE BEST



Prof. Francois Viruly

Professor Francois Viruly is one of Africa's most influential property economists of the past two decades. As a professor at (UCT), industry speaker, consultant and the continent's preeminent property researcher, his vast knowledge and expertise makes him the perfect presenter for this Master Class.



Sean Godoy

The founder of Divercity Property Solutions, a strategic partner of API Events, Sean is widely regarded as one of the continent's emerging property thought leaders and a proponent of PropTech.

COURSE OUTLINE

DAY ONE MODULES – WEDNESDAY, 28 NOVEMBER 2019

Morning	Afternoon
<p>PROPERTY ASSET MANAGEMENT AND MARKET TRENDS: Discussions around building a successful & resilient property portfolio</p> <ul style="list-style-type: none"> • Introduction & Overview of Characteristics of African Markets • Monitoring property returns • The listed property sector & REITs • Developing an effective asset management strategy • Identifying key market trends within an SSA/emerging market context 	<p>PROPERTY VALUATION AND THE FEASIBILITY OF PROPERTY DEVELOPMENTS: Discussions on how to approach valuation & determine the feasibility of developments</p> <ul style="list-style-type: none"> • Key valuation approaches discounted cash flow, residual land value, income approach & comparison method- case studies • Valuation for property development - residual land value • International best practice & emerging trends • Development feasibilities • Case study: Value a commercial property

DAY TWO MODULES – THURSDAY, 29 NOVEMBER 2019

Morning	Afternoon
<p>UNDERTAKING SUCCESSFUL PROPERTY DEVELOPMENTS: Discussions on how to successfully deliver a development idea</p> <ul style="list-style-type: none"> • Initiating development ideas • Developing commercial and residential developments • The development process in the emerging market context • Case study: SWOT Analysis 	<p>RAISING DEBT AND EQUITY FOR OPTIMISING DEVELOPMENTS: Discussions on how to effectively & efficiently finance property developments</p> <ul style="list-style-type: none"> • Funding a property development or investment • Key types of finance in Africa - traditional and alternative • The 5 Cs of Credit • The investor's perspective

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Date: 28 - 29 November 2019

Venue: Eko Hotel, Lagos, Nigeria

Accreditation: University of Cape Town

Price: NGN322,380 / \$995



WHY THIS COURSE MATTERS TO YOUR CAREER

Our students come from three broad professional groups: Property Professionals, Built Environment Professionals and the Professional Services that work for clients' within the sector. Due to the rigorous nature of the platform, our candidates normally possess a minimum of three to five years of experience.



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