BAYFIELD



Retail Property Investment School

Public & In-house training: Five days

Learn how to build Real Estate Cash Flows in Excel. This course is the only one of its kind that shows you how to build sophisticated flexible models from first principles. The course concentrates on tools and solutions rather than templates. Several alternatives are built from scratch offering you maximum control over the model building process.

You will learn how to set up rent functions for a multi-let property including all the standard lease features occurring in the UK. You will also learn how to add debt structures, calculate various return metrics and build in sensitivities and scenarios to complete your Real Estate investment case.

On this course you will...

- Revise income mathematics
- Learn how to structure a cash flow
- Learn how to build lease behaviour into income streams
- Build in different debt structures
- Analyse using sensitivity and scenario analysis
- Employ all the short-cuts and solutions to common modelling problems

Who will benefit from this course?

- Real Estate Analysts and Investors
- Surveyors
- Portfolio Analysts
- Investment Managers
- Real Estate professionals at any level with exposure to real estate financial models on a frequent basis
- Mid-level to senior Real Estate Analysts who would like to start building their own real estate models quickly, rather than relying solely on coaching from existing team members
- Junior or new Real Estate Analysts who would like to start building their own real estate models quickly, rather than relying solely on coaching from existing team members
- APC candidates who would like the opportunity to consolidate their competencies by understanding how theory and variables interact within the precision context of a financial model.

Course Outline

DAY ONE

The history of Shopping Centres

- Retail and Shopping Centre History
- Shopping centre definitions: Industry definitions, Retail Quilts
- REVO, ICSC and other Membership, Research and Policy Bodies

Retailers, consumers and consumer behaviour:

- Retailers Classifications
- Consumer Classifications
- Operational Metrics: Footfall, Dwell, Frequency, Spend

Shopping Centre Design

- Humanics, Mechanics, Branding and Design
- Design, considerations and Metrics

Sustainability in shopping centres

- Queensgate Shopping Centre

Shopping Centre Game

DAY TWO

International Retail industry

- The Retail Trading Billionaire game
- Online Retailing
- Development, Size& Structure of the Market

Retail Property Macro Economics

- Global Demand and Supply
- Retail Property Indicators in the global retail
- Occupier, asset and development markets
- How retail responds to trends

Understanding Key Retail lease covenants

Introduction to Financial Modelling of Retail Property Assets

- Retail Property Development
- Retail Property investment

DAY THREE

Bayfield Training shopping centre

- Lease a shopping centre
- Reviewing the lease strategy

Shopping centre financial model analysis

Future of retailing, Technology

Shopping Centre Ownership

- Companies, Partnership, REITS an Joint Ventures
- Global Retail Property ownership control

Course Outline continued...

DAY FOUR

Bayfield Retail Quilt™

- Retailer Classification within sample
- Catchment Areas analysis within sample
- Operational Metrics within sample
- Bottom up shopping centre definition

Retail Property Analytics

- Analysis of vacancy and appropriateness of tenant mix
- Catchment vs Operational dimension analysis
- Fragmentation, clustering and co-location analysis
- Sustainable Metrics

Analytics and Value

- Understanding the interaction between Retail Property KPIs and their impact on asset level returns: Footfall, Threshold, Engagement and Conversion
- The mathematics of optimizing Retail Property KPIs

Retail Property Appraisals

- Turnover, affordability ratios and rental capture
- Rental Growth, inflation and fixed rent
- Financial model layout
- Retail Tenancy Scheduled and ITZA calculations
- Rent Functions and rental projection
- Service Charges and Operational Expenditure (OPEX) and Capital Expenditure (CAPEX)
- Project Financing
- Internal Rate of Return (IRR), Net present value (NPV) and other metrics

Macroeconomics

- Macroeconomics impacts on retail property KPIs
- Sensitivity analysis
- Resilience through demographic change and different stages of the business cycles

DAY FIVE

Shopping Centre Case Study

- Delegates are presented with a leased shopping centre, location and catchment information and a schedule of leases
- The trainer will facilitate a discussion on location, catchment, shopping centre design and leasing strategy
- Delegates will then be required to enter the tenant information into an Excel template

Tenancy Schedule Analysis

- Analyse the tenancy schedule of the case study shopping centre using the visualisation techniques and metrics learned in day one
- The centre will be ranked according to the various metrics and benchmarked

Full Project Cash Flow

- Techniques for planning complex functions
- Building a rent function for the case study shopping centre
- Testing the rent function
- Creating CAPEX and OPEX functions for the case study
- Calculating IRR,NPV and other Investment Metrics
- Testing the IRR for errors

Risk Analysis of Retail Property Appraisals

- How resilient is your leasing strategy to the scenarios presented?
- Has your shopping centre performed within expectations
- Which solutions might you propose to help maintain the value of your centre?

Contact us

Email: r.augustiniene@bayfieldtraining.com
Telephone: +44 (0) 207 866 8180
Website: www.bayfieldtraining.com

Address:

Unit 4 Grain House
Mill Court, Great Shelford
Cambridge CB22 5LD