



CONSTRUCTION MANAGEMENT | CM-037

Real Estate Development Management

Contact

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Course content

Why Attend

Real estate development turns land into valuable buildings through a sequence of feasibility, financing, design, approvals, construction and marketing. Developers must manage risk and value at each step.

This Aractech course covers the development process, site acquisition and due diligence, feasibility and appraisal, financing, planning approvals, design and procurement, construction management, sales and leasing, and risk management. Participants appraise a development project.

Course Methodology

- Case studies
- Appraisal exercises
- Group discussions
- Workshops
- Presentations

Course Objectives

- Understand the real estate development process
- Conduct site due diligence
- Prepare development appraisals
- Structure development finance
- Manage approvals, design and construction
- Plan sales, leasing and risk management

Target Audience

- Real estate developers
- Development and project managers

Course content

- Investors
- Asset managers

Course outline

Detailed course outline

Day-by-day outline for Real Estate Development Management.

Day 1 - Development Process

- 09:00-09:45 | Development stages
- 09:45-10:30 | Market analysis
- 10:30-11:00 | Stakeholders
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Stakeholders (continued)
- 11:45-12:30 | Risk
- 12:30-14:00 | Exercise: Market review

Day 2 - Site and Feasibility

- 09:00-09:45 | Site acquisition
- 09:45-10:30 | Due diligence
- 10:30-11:00 | Development appraisal
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Development appraisal (continued)
- 11:45-12:30 | Residual valuation
- 12:30-14:00 | Lab: Development appraisal

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Day 3 - Finance

- 09:00-09:45 | Funding sources
- 09:45-10:30 | Debt and equity
- 10:30-11:00 | Cash flow
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Cash flow (continued)
- 11:45-12:30 | Returns
- 12:30-14:00 | Exercise: Finance structure

Day 4 - Approvals, Design and Construction

- 09:00-09:39 | Planning approvals
- 09:39-10:56 | Design management
- 10:56-11:00 | Procurement
- 11:00-11:30 | Coffee break
- 11:30-12:05 | Procurement (continued)
- 12:05-12:43 | Construction risk
- 12:43-14:00 | Case study: Mixed-use development

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Day 5 - Sales and Leasing

- 09:00-09:54 | Marketing
- 09:54-10:48 | Sales and leasing
- 10:48-11:00 | Exit strategies
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Exit strategies (continued)
- 12:12-13:06 | Lessons
- 13:06-14:00 | Capstone: Development proposal

Seminar dates

Available seminar dates

Live dates and pricing for Real Estate Development Management generated from the course details page.

Date	Location	Format	Fee
9 - 13 November 2026	Vienna	Classroom	€3,225
14 - 18 December 2026	Barcelona	Classroom	€2,815
18 - 22 January 2027	Rome	Classroom	€3,460
15 - 19 February 2027	Munich	Classroom	€3,225
15 - 19 March 2027	Amsterdam	Classroom	€2,830
19 - 23 April 2027	London	Classroom	€2,315
17 - 21 May 2027	Istanbul	Classroom	€1,978
21 - 25 June 2027	Cape Town	Classroom	€1,625
19 - 23 July 2027	Barcelona	Classroom	€2,815
16 - 20 August 2027	Rome	Classroom	€3,460

Seminar dates

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Date	Location	Format	Fee
20 - 24 September 2027	Munich	Classroom	€3,225
18 - 22 October 2027	Amsterdam	Classroom	€2,830
15 - 19 November 2027	London	Classroom	€2,315
20 - 24 December 2027	Istanbul	Classroom	€1,978
9 - 13 November 2026	Online / Live	Online / Live	€1,815
14 - 18 December 2026	Online / Live	Online / Live	€1,815
18 - 22 January 2027	Online / Live	Online / Live	€1,815
15 - 19 February 2027	Online / Live	Online / Live	€1,815
15 - 19 March 2027	Online / Live	Online / Live	€1,815
19 - 23 April 2027	Online / Live	Online / Live	€1,815

Seminar dates

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Date	Location	Format	Fee
17 - 21 May 2027	Online / Live	Online / Live	€1,815
21 - 25 June 2027	Online / Live	Online / Live	€1,815
19 - 23 July 2027	Online / Live	Online / Live	€1,815
16 - 20 August 2027	Online / Live	Online / Live	€1,815
20 - 24 September 2027	Online / Live	Online / Live	€1,815
18 - 22 October 2027	Online / Live	Online / Live	€1,815
15 - 19 November 2027	Online / Live	Online / Live	€1,815
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