

An Introduction to Property

A course providing a 360° overview of the property industry, benefitting those with little or no property-specific training or those with one-sided experience.

We are proud to have brought real value to attendees ranging from those new to the industry to those having worked 20+ years in the industry.

Your teachers have worked in property for decades themselves and share their experience and insight with you in an enthusiastic and engaging manner.

We run public and in-house courses (from ½ to 2 days).

Contact:

cleo@propertyoverview.co.uk

+44 (0)7722 866610

Course run in association with Cambridge Finance

Our Team

Cléo Folkes,
CAIA, MA



Cléo has worked in RE for over 23 years, mainly in research, strategy, & investment advisory UK & abroad across the industry (PE, agents, SWF)

Deborah Davis



Deborah worked in commercial RE in many roles, mainly IT-related, and understand the business processes and the need to work together. She has worked with all areas of business

Maria Wiedner,
CFA, MRICS



A real 'quant', Maria worked on Indices, REITs and derivatives for years before she started providing training courses.

Philip Walker,
FRICS



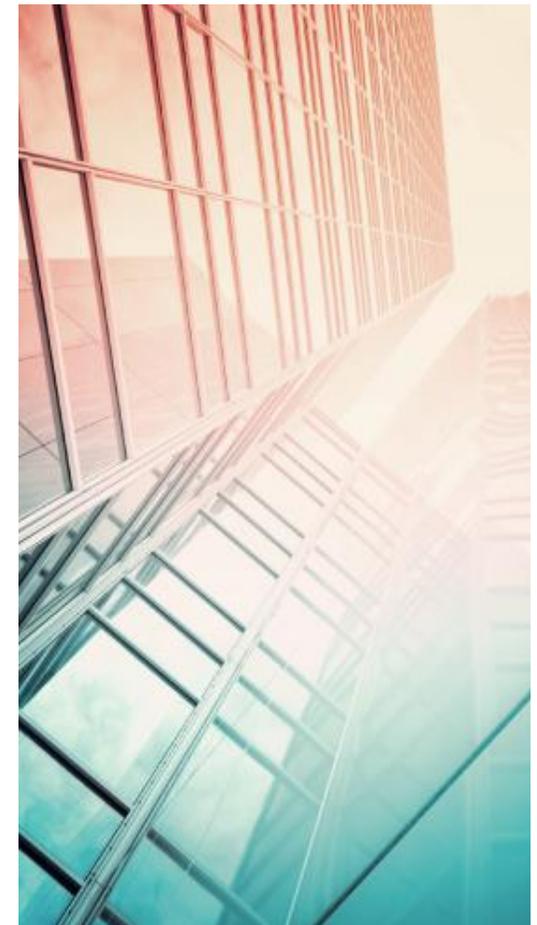
Philip has decades worth of valuation experience gained working for debt & equity investors, consultants, banks and family trusts. Immediate past chair Argus/Circle Investor User Group

Introduction to Property



Property Overview Ltd
property consulting & training

Training the institutional property industry in the UK and abroad





Training course modules

- Characteristics of real estate
- The market drivers of the lettings & investment market by sector
- The growth of population & cities impacting land values & rent
- Market Analysis
- Key terms & principles explained (lettings & investment)
- Key roles & market participants
- Lease events
- Investor objectives & constraints
- Financial products and vehicles
- Risk-return profile of stocks, bonds, cash & property
- Comparing property with major asset classes & alternative property investments
- Valuations

- Case study of office space letting, construction & supply in London
- 2 investment case studies

“This course provided an excellent overview for team members new to commercial property. With a small group size, knowledgeable tutors, and plentiful relevant content delivered with clarity, my team came away with a thorough understanding of the industry.”
Simon Mallinson, MD, RCA

This course will help people of all ages, for those with no, little or decades worth of property experience, but who would benefit from improving their property knowledge through targeted training

Who should attend

Are you working with clients in the property industry and would you like to be able to speak their language, understand how they think to help you clinch the deal?

Did you recently join the industry from another background and need a basic understanding to set you up for a flying start?

Have you been working in property for ages but haven't received property specific training and have knowledge gaps you'd like to fill?

Course Cost (mainland UK)

1-day in-house course £2,500, 2-day £4,500, includes 6 attendees, £50pp surcharge for additional attendees to a maximum of 10 in total. Incurs 20% VAT

Key Clients

We train a range of clients, f.e.

- Altus (includes Argus, Voyanta)
- LaSalle Investment Management
- RCA
- Datscha
- Colliers

Contact Us

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