

Certificate in Commercial Real Estate

Duration: 9 months

Price: £1,465 + VAT (members), £1,745 + VAT (non-members)

Course Summary

Commercial real estate serves a vast array of purposes, supporting public and private sector business and services, such as government, service industries, education, healthcare, manufacturing, telecommunications and other civil infrastructure.

This course is designed to give you a broad overview of the most important areas of knowledge in this sector, following the technical subject areas identified by RICS as being essential to everyone working in the sector.

Written by leading industry professionals, this online course utilises in-depth case studies and practical understanding of the topic areas. Through the forum, you'll have access to an industry expert to answer your questions and help you through the course.

By the end of the course, you'll understand a broad array of aspects that affect the value and of commercial property. This course is suitable for professionals working in the commercial property sector, for APC candidates on the Commercial Real Estate pathway, and for registered surveyors in other sectors.

Course Contents

Each module consists of the following units.

Interactive self-study	An interactive eLearning presentation delivers fundamental technical content. The content will be delivered in bite-size chunks, including diagrams, podcasts and interactive activities.
Reading materials	Each module has structured essential and further reading materials. These could be professional guidance and standards from RICS or taken from the latest insight articles and research.
Case study	For each module, you'll be given the opportunity to study a practical, real life case study and submit a written response using the knowledge you've learned on the module, and your own experience.

Consolidation Session	<p>This recorded web class consolidates the learning from the eLearning module, reading materials, case studies and common questions that have been raised in the forum.</p> <p>You'll have the opportunity to ask any questions to the trainer in the Q&A forum after completing the web class.</p>
End of module quiz	A short quiz helps demonstrate that you are ready for the next module
End of program Exam	Upon completion of all technical modules, there will be an examination to test knowledge. A RICS certificate of completion will be granted upon successful completion.

Course Structure

Module Titles:

1. Inspection
2. Measurement
3. Valuation
4. Letting and Leasing
5. Purchase and Sale
6. Development Appraisals
7. Strategic Real Estate Consultancy
8. Property finance and Funding
9. Investment Management

1. Inspection

Learning Outcomes	Conduct commercial property inspections and prepare accurate reports and schedules
Content	<ul style="list-style-type: none"> • Core principles of property inspection • Accurate recording of building and site characteristics • Building construction, location analysis and defects

2. Measurement

Learning Outcomes	Select the appropriate measurement tools and basis, and apply best practice to capture accurate data
Content	<ul style="list-style-type: none"> • Methods of measurement and data capture • Measurement techniques, principles and best practice for a variety of commercial property types • Preparation and presentation of measurement data

3. Valuation

Learning Outcomes	Identify the correct valuation method for a commercial property and undertake capital and rental valuations
Content	<ul style="list-style-type: none"> • Commercial valuation methods • Valuation process and factors influencing value • Valuation of offices and commercial properties

4. Letting and Leasing

Learning Outcomes	Demonstrate knowledge and understanding of how various types of property are let or leased
Content	<ul style="list-style-type: none"> • Types of property/interests and letting methods used • Market economics and legal frameworks • Property selection and deal negotiation for commercial property leasing/letting

5. Purchase and Sale

Learning Outcomes	Demonstrate knowledge and understanding of how various types of property are sold
Content	<ul style="list-style-type: none"> • Types of property/interests and purchase and sales methods • Market economics and legal frameworks • Property selection and deal negotiation for purchase or sale

6. Development Appraisals

Learning Outcomes	Undertake development appraisals using relevant techniques and methodology
Content	<ul style="list-style-type: none"> • Determine when a development appraisal is appropriate and what information is required • Define the components of a residual valuation and when it is used. • Appreciate what sensitivity analysis is, what it tells us, and its importance

7. Landlord and Tenant

Learning Outcomes	Gain knowledge and understanding of the law and practice relating to landlord and tenant and learn to carry out relevant negotiations to provide solutions to issues affecting both owners and occupiers of real estate
Content	<ul style="list-style-type: none"> • Principles of property law and the landlord and tenant relationship • Content, form and structure of leases • Reading and interpreting leases • Preparing, serving and responding to legal notices

8. Property finance and Funding

Learning Outcomes	Identify the factors that affect the ability to obtain finance to fund any investment project, and identify appropriate sources of finance
Content	<ul style="list-style-type: none"> • The impact of gearing on equity returns • The ability to demonstrate this gearing effect numerically • How mezzanine and equity finance might be priced • The financing process

9. Investment Management

Learning Outcomes	Apply the principles of managing property as a financial investment
Content	<ul style="list-style-type: none">• The fundamental elements of property return including capital and rental returns, plus how these are generated in practice• Understanding the mainstream types of property valuation and being conversant with the theory behind these• Gaining a good working knowledge of the principles of portfolio management and asset management.

End of course Assessment

To complete the course and gain the certificate, you'll need to finish all components and pass a short quiz at the end of each module.

In addition, at the end of the course you'll be given a multiple-choice exam of around thirty questions covering all the areas you have studied.

You can take time to prepare and get to choose when you sit the exam, as long as its within thirty days of your final module finishing.