

Frank Gallinelli

RealData Software - www.realdata.com

© Copyright 2003-2019 Frank Gallinelli - All Rights Reserved



<u>Introduction</u>

Part 1 - The Basics of Real Estate Investment Analysis

- Lesson 1 What is an Investment and Who is an Investor?
- Lesson 2 What Do Income-Property Investors Really Buy?
- Lesson 3 The Four Basic Returns of the Income-Stream
- Lesson 4 Property Analysis

Part 2 - Financial Terminology

- Lesson 5 Financial Terminology
- Lesson 6 Annual Property Operating Data (APOD)
- Lesson 7 Net Operating Income and Capitalization Rates
- Lesson 8 Income Capitalization Examples
- Lesson 9 Derived Capitalization Rate

Part 3 - Real Estate Pro Formas

- Lesson 10 Structure of a Real Estate Pro Forma
- Lesson 11 Real Estate Operating Pro Forma: Examples
- Lesson 12 Income Capitalization Examples

Part 4 - Time Value of Money

- Lesson 13 Time Value of Money
- Lesson 14 Discounted Cash Flow
- Lesson 15 Time Value of Money and Discounted Cash Flow Examples

Part 5 - Real Estate Financing Calculations

- Lesson 16 Real Estate Financing Calculations (Part 1)
- Lesson 17 Real Estate Financing Calculations (Part 2)
- Lesson 18 Real Estate Financing Calculations (Part 3)

Part 6 - Additional Metrics

Lesson 19 - Cash-on-Cash Return (Part 1)

```
Lesson 20 - Cash-on-Cash Return (Part 2)
```

Lesson 21 - Return on Equity

Lesson 22 - Net Present Value and Profitability Index

Part 7 - Internal Rate of Return and Modified Internal Rate of Return

Lesson 23 - Internal Rate of Return (Part 1)

Lesson 24 - Internal Rate of Return (Part 2)

Lesson 25 - Modified Internal Rate of Return

Lesson 25A - Equity Multiple

Part 8 - Case Studies

Introduction

The Case Studies — A Prologue

Case Study 1 - Investment in an Apartment Building (Part 1)

Case Study 1 - Investment in an Apartment Building (Part 2)

Case Study 1 - Investment in an Apartment Building (Part 3)

Case Study 2 - Investment in a Mixed Use Property (Part 1)

Case Study 2 - Investment in a Mixed Use Property (Part 2)

Case Study 2 Investment in a Mixed Use Property (Part 3)

Case Study 3 - Triple-Net Lease Property (Part 1)

Case Study 3 - Triple-Net Lease Property (Part 2)

Case Study 4 - Investment in a Retail Strip Center (Part 1)

Case Study 4 - Investment in a Retail Strip Center (Part 2)

Case Study 4 - Investment in a Retail Strip Center (Part 3)

The Case Studies — An Epilogue

Part 9 - Real Estate Partnerships

Lesson 26 - Partnership Structures

Lesson 27 - The General Partnership

Lesson 28 - The Limited Liability Company (LLC)

Lesson 29 - Preferred Return and Waterfalls

Lesson 30 - Additional Partnership Considerations

Part 10 - Real Estate Development

Lesson 31 - Project Feasibility—The Back Door Approach, Part 1

Lesson 32 - Project Feasibility—The Back Door Approach, Part 2

Lesson 33 - Project Feasibility—The Front Door Approach

Lesson 34 - Small Office Building Development - Case Study, Part 1

Lesson 35 - Small Office Building Development - Case Study, Part 2

Lesson 36 - Apartment Development - Case Study, Part 1

Lesson 37 - Apartment Development - Case Study, Part 2

Lesson 38 – Phased Commercial Development Project

Part 11 - Value-Add Investments

Lesson 39 - Part 1 - Value Add in Real Estate

Lesson 40 – Part 2 – Adding Value to a Rental Property

Lesson 41 – Part 3 – Value-Add Apartment Renovation

Lesson 42 - Part 4 - More Ways to Add Value