

# IREM Master List of Courses for NMREC Approval 5.9.18

## CPM

### Asset Analysis of Investment Real Estate - ASM605

Asset Analysis of Investment Real Estate (ASM605)

#### Course Description

This deep dive into asset management puts you in the driver's seat, using real-world investment scenarios, to enable you to consistently deliver forecasted returns for owners and investors. Hands-on application of essential financial concepts will help you perform multiple cash flow analyses. Get ready for the big time.

Register today and walk away with the financial acumen to strengthen client relationships and win new business.

- Make it Work. Learn to apply concepts to **conduct cash flow analysis**.
- Weigh your Options. **Analyze alternatives** to test potential courses of action for a property.
- Make your Two Cents Count for A Lot More Than Two Cents. Learn to **make an informed recommendation**, given the ownership goals, and what you've learned.
- The Mighty Management Plan. Unlock the key elements of writing a management plan for investment real estate.



#### Course Length

**Classroom:** The classroom course is 1 day, including lunch and breaks. Typical course timeframe is 8:00 a.m. to 5:00 p.m. each day. Select a specific offering of the course from the dropdown menu above for exact dates and times. The course exam is taken online within 7 days after completing the course; instructions to access the exam are provided during the course.

**Online:** The online course takes approximately 3-5 hours to complete, followed by the online course exam.

Access to the online course ends when you complete the course or 6 months after registration, whichever comes first

#### Learning Objectives

##### Lesson 1: Cash Flow Analysis

Real estate managers use measures of return to make the best financial decisions regarding a property in order to meet ownership goals. To that end, real estate managers must analyze a property's financial status by conducting cash flow projections over the holding period, in order to establish a baseline of performance.

In this lesson, you will learn how to:

- Walk-through a cash flow analysis from start to finish
- Define and conduct a midstream analyses

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### Lesson 2: Analyzing Alternatives

Once baseline performance is established, the real estate manager can propose and test the financial outcome of several potential alternative scenarios for the property from addressing capital improvements to reducing operating expenses and increasing net income.

In this lesson, you will learn how to:

- Analyze and compare several courses of action for the property

### Lesson 3: Making a Recommendation

After the as-is and alternative analyses are conducted, it is time to compare the results of each scenario and make the best recommendation, based on the specific goals of your ownership.

In this lesson, you will learn how to:

- Select a recommendation to present to ownership

### Case Study

Apply all concepts learned in a comprehensive case study

### Course Schedule

These are guidelines; you may adjust timing but total hours must remain the same.

#### Start Time End Time Minutes Description

##### Introduction

8:00 8:30 0:30 Registration  
8:30 8:45 0:15 Student Introductions  
8:45 8:55 0:10 IREM® Membership  
8:55 9:00 0:05 Course Overview

##### Lesson 1: Cash Flow Analysis

9:00 9:05 0:05 Lesson Introduction  
9:05 9:30 0:25 Cash Flow Analysis + Scenario  
9:30 10:00 0:30 Activity 1.1: Cash Flow Analysis  
10:00 10:15 0:15 **BREAK**  
10:15 10:40 0:25 Midstream Analysis + Scenario  
10:40 11:10 0:30 Activity 1.2: Midstream Analysis  
11:10 11:15 0:05 Conclusion

##### Lesson 2: Analyzing Alternatives

11:15 11:20 0:05 Lesson Introduction  
11:20 12:00 0:40 Analysis of Alternatives + Scenario  
12:00 1:00 0:60 **LUNCH**  
1:00 1:30 0:30 Activity 2.1: Analysis of Alternatives  
1:30 1:35 0:05 Conclusion

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### **Lesson 3: Making a Recommendation**

1:35 1:40 0:05 Lesson Introduction  
1:40 1:50 0:10 Making a Recommendation  
1:50 2:00 0:10 Activity 3.1: Making a Recommendation  
2:00 2:05 0:05 Conclusion

### **Case Study: The Baker Property**

2:05 2:45 0:40 Case Study  
2:45 3:05 0:20 Reporting Your Findings: The Management Plan  
3:05 3:20 0:15 Conclusion

### **Optional: Writing a Management Plan**

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