



REALS ACADEMY

*Centre
for
Real Estate
Professional Development*

PROSPECTUS

2022



Background

Reals Academy is an establishment duly incorporated in Nigeria as a Limited Liability Company, approved by the *Nigerian Institution of Estate Surveyors and Valuers (NIESVS)* and duly registered by the *Estate Surveyors and Valuers Registration Board of Nigeria (ESVARBON)* as an Accredited Training Centre to provide Real Estate training and educational services. Reals Academy provides avenues for real estate professional development by exposing candidates/ participants to professional practice of real estate, integrating principles into practice and benchmarking on international best practice so as to ensure improved professional competence among real estate practioners / investors in Nigeria.

Our www.realsacademy.com.ng website; provides more information about the Academy.

Our Training Courses

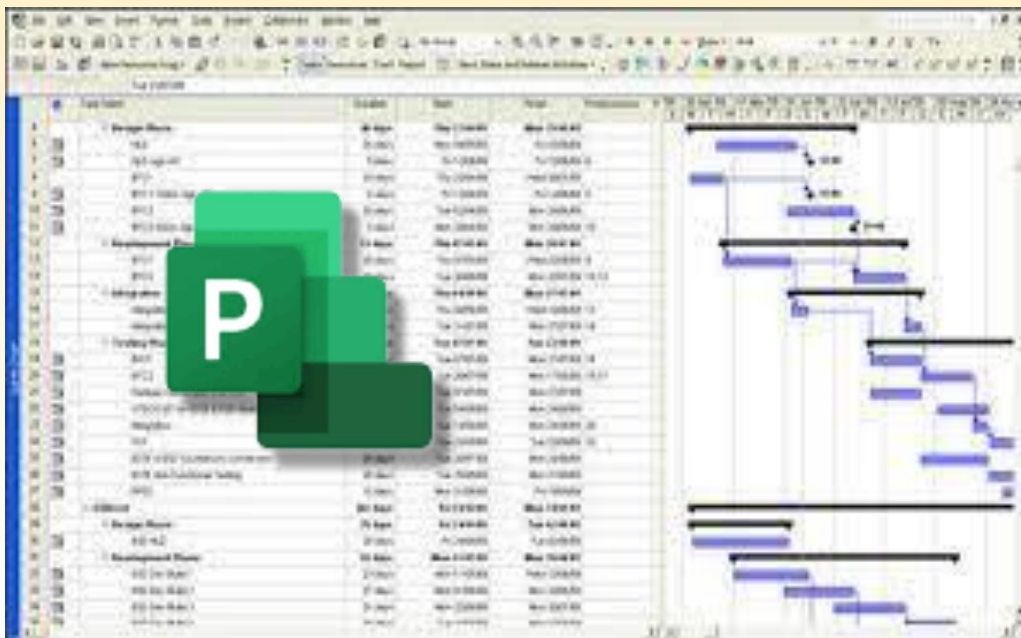
In line with the set out goals/objectives, Reals Academy has formulated courses that are essential to the practice and acquisition of Real Estate skills, thus expanding knowledge and improving intellectual strength on various areas of the profession.

The Academy delivers its training programme with utmost consideration of its participants/students of all walks of life by providing its training programmes with the option of physical and online class, this can be done in general or corporate/in-house settings thus taking advantage of the current surge of development in technology to improve the quality of knowledge being disseminated.

This prospectus presents the courses that are available in the academy. Special training can however be packaged on request to meet specific needs of any entity / organization.

SHORT COURSE ON THE USE OF MICROSOFT PROJECT FOR PROJECT MANAGEMENT (BASIC)

The scope of this short course covers the use of Microsoft Project in Project Planning. This centres on using Microsoft Project to prepare trackable project schedule. The programme will expose the participant to essential project knowledge of scope definition, estimating duration, scheduling techniques and precedence and dependencies. It will empower participants to develop network diagram from Gantt



LEARNING GOALS/ OBJECTIVES

Fundamental knowledge of using Microsoft Project

Understanding the process of project scheduling

Application of Microsoft Project skills to project scheduling

Ability to prepare highly effective project schedule for performance tracking and monitoring



Duration

Course hour: 20 hours

Duration: A 5-day program (Online and Classroom training)



Fee

~~₱~~100,000
Per participant

Who Should Attend



Everyone who is involved in any form of project planning, execution and monitoring

BASIC AND ADVANCE MS EXCEL SKILLS FOR PROPERTY VALUATION

This is a master class that combines refreshing the knowledge of participants in mathematics of Valuation and Valuation techniques with the know-how of using Microsoft Excel for valuation analysis and value assessment. The scope of the training extends to advance Microsoft Excel skills that are required for valuation analysis and modeling. With this training, participants will build capacity to be able to practically apply all valuation methods and analysis

The screenshot shows a detailed Excel spreadsheet for property valuation. The main title is 'Continental Reinsurance December, 2021 Presentation - Excel'. The spreadsheet is organized into several sections:

- PROPERTY AT OLUSA STREET, VICTORIA ISLAND:** This section includes a table for 'ANALYSIS' with columns for 'Year', 'Gross Rental Value', 'Freehold Rate', 'Discount Factor', and 'Discounted Rate'. It also includes a table for 'PROPERTY AT OLUSA STREET, VICTORIA ISLAND' with columns for 'Year', 'Gross Rental Value', 'Freehold Rate', 'Discount Factor', and 'Discounted Rate'.
- PROPERTY AT KUBUKA, ABUJA:** This section includes a table for 'ANALYSIS' with columns for 'Year', 'Gross Rental Value', 'Freehold Rate', 'Discount Factor', and 'Discounted Rate'. It also includes a table for 'PROPERTY AT KUBUKA, ABUJA' with columns for 'Year', 'Gross Rental Value', 'Freehold Rate', 'Discount Factor', and 'Discounted Rate'.
- Valuation:** This section is located at the bottom left and includes a table for 'Valuation' with columns for 'Year', 'Gross Rental Value', 'Freehold Rate', 'Discount Factor', and 'Discounted Rate'.
- Data Analysis:** This section is located at the bottom right and includes a table for 'Data Analysis' with columns for 'Year', 'Gross Rental Value', 'Freehold Rate', 'Discount Factor', and 'Discounted Rate'.

The spreadsheet also includes a 'Valuation' section at the bottom left and a 'Data Analysis' section at the bottom right. The 'Valuation' section includes a table for 'Valuation' with columns for 'Year', 'Gross Rental Value', 'Freehold Rate', 'Discount Factor', and 'Discounted Rate'. The 'Data Analysis' section includes a table for 'Data Analysis' with columns for 'Year', 'Gross Rental Value', 'Freehold Rate', 'Discount Factor', and 'Discounted Rate'.

TRAINING GOALS/ OBJECTIVES

1. To develop skills in the use of MS Excel
2. To encourage and ensure thorough analysis in Property Valuation process.
3. To understand the practicability of contemporary valuation approaches including Discounted Cash-Flow Analysis and other goal explicit models.
4. To minimize or prevent reluctance syndrome associated with manual analysis.
5. To demonstrate the practicality of scenarios analysis in Property Valuation .
6. To reduce likely human error in property valuation analysis and be able to work faster and better.
7. To understand financial modeling



Duration

Course hour: 40
hours

Duration: A 10-
day program
(physical class)



Fee

~~₱~~150, 000
**Per
participant**

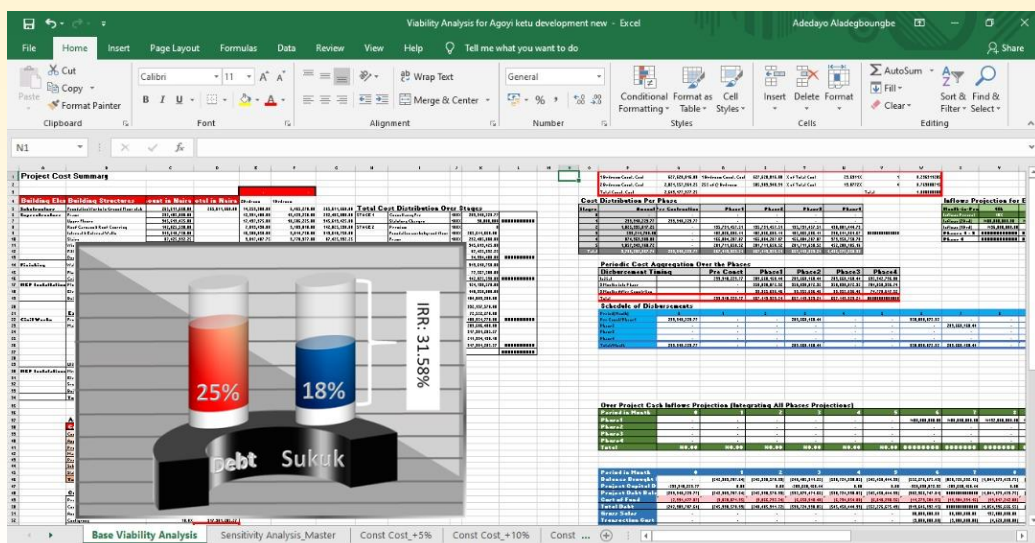
Who Should Attend



Estate Surveyors and Valuers

REAL ESTATE APPRAISAL USING MICROSOFT EXCEL

Real Estate Appraisal involves a lot of processes with application of scientifically proven techniques. This short course is packaged to build the capacity of Estate Surveyors and Valuers be able to carry out viability study with risk assessment using sensitivity analysis following principles and theories of Appraisal. Participants will find the applications of cash flow based viability techniques to be practicable, realistic and easy. They will be able to render appraisal services following best practices and which will reflect and/or confirms with the reality of the project, the financing and the market, while addressing all stakeholders concerns.



TRAINING GOALS/ OBJECTIVES

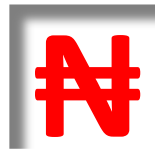
1. Develop skills in the use of Microsoft excel.
2. Encourage and ensure thorough analysis in real estate appraisal.
3. Develop skills in spreadsheet modeling for property valuation and real estate appraisal.
4. Develop ability to apply Cash-Flow based Appraisal Techniques.
5. Equip with the knowledge and processes of conducting Sensitivity Analysis in Appraisal



Duration

Course hour: 40
hours

Duration: A 10-
day program
(physical class)



Fee

₱150,000
Per
participant

Who Should Attend



Estate Surveyors and Valuers who have good knowledge of Spreadsheet Applications or have attended our Basic and Advance MS Excel skills for Valuation

STRATEGIES OF MAKING REWARDING SALES IN REAL ESTATE AGENCY

This training is aimed at building the capacity of real estate agents to be able to optimize performance in the agency practice. Issues in focus centre on securing briefs, managing clients including handling obligations, processes of handling transactions and hints on ensuring realization of fee in successful dealings. The training provides guides on handling failed transactions, and securing fees in the events of successful sales or purchase.



TRAINING GOALS/ OBJECTIVES

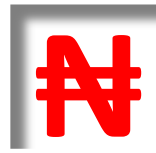
1. To demonstrate approaches for getting and keeping clients.
2. To develop skills in minimizing failed transactions.
3. To develop strategies for realization of fee in any concluded transaction.
4. To determine the modality of ensuring client satisfaction.
5. To know the process of establishing sales product in agency.
6. Handling objections



Duration

Course hour: 8
hours

Duration: A day
program (physical
class)



Fee

₱10,000
Per
participant

Who Should Attend



Everyone

REAL ESTATE INVESTORS CLASS (ESSENTIAL)

Our Real Estate Investors Class (Essential) is packaged to equip investors with the knowledge of real estate as a property and its productivity analysis. Participants will have the understanding of the process of developing real estate product and the bases of real estate investment decisions.

The class Involves 8 courses convey basic knowledge about land, building, knowledge of laws affecting real estate investing and the development of real estate asset. This class will put investors on the path of knowledge and skill to be able to identify and appreciate the subject matter expatriate involved in real estate investment so as to be able to always do it right.



TRAINING GOALS/ OBJECTIVES

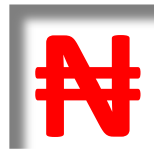
1. To provide participant with the knowledge of safe property acquisition.
2. To equip participant to be able to do it right in Real Estate Investing even in the area of first home ownership.
3. To prepare the participant to be a strategic decision maker in Real Estate Investing.
4. To provide participant with the knowledge base to be an informed and rational Real estate investor.
5. To equip participant on how to optimize returns and minimize risks in real estate investment.
6. To expose participant to the procedures of successful property development.
7. To train participant in packaging development proposal for sourcing finance



Duration

Course hour: 40
hours

Duration: A 10-
day program
(physical class)



Fee

₱150, 000
Per
participant

Who Should Attend



Employees of Property Investment and Development Companies, Estate Surveyors, All aspiring home owners, all existing and aspiring Real Estate Investors/ Developers, Employees of mortgage home/ savings and loans

REAL ESTATE INVESTORS CLASS (ADVANCE)

Advance Real Estate Investors class is for investors who are major in any of the professions in the built environment or who had attended our Essential Real Estate Investors class. The class focuses on strategic issues in real estate investing.

Apart from being able to come up with appropriate financing model, the class will empower participants with the processes of effective project management for achievement of the design goal of the project.

This class, just as the essential class, comprises of 8 courses meant to strategically empower investors to be able to optimize investing with functional and cost effective organizational structure.



TRAINING GOALS/ OBJECTIVES

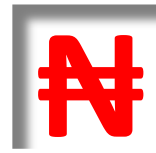
1. Empower participants with the know-how of receiving Business case for property development.
2. Ability to put together, a development proposal to attract funding.
3. Knowledge effective project management in the best interest of the delivery of real estate development.
4. Knowledge of corporate set-up and management of a real estate investing company.
5. Understanding of different financing approaches and how to adopt them



Duration

Course hour: 40
hours

Duration: A 10-
day program
(physical class)



Fee

~~₱~~150, 000
**Per
participant**

Who Should Attend

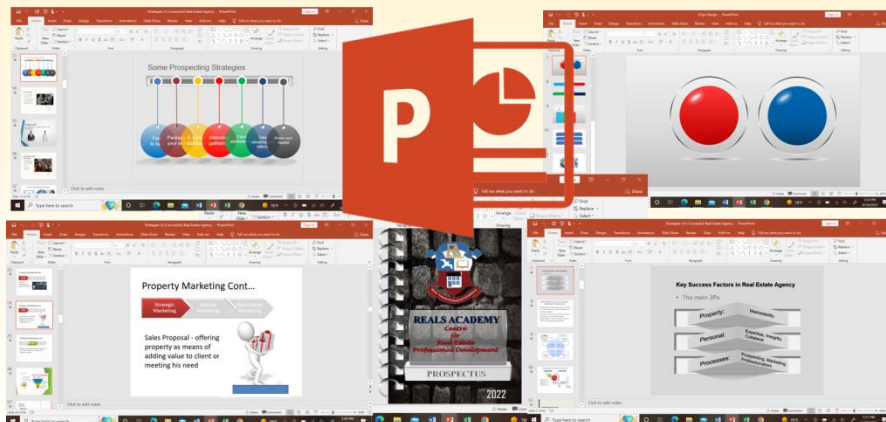


Employees of Property Investment and Development Companies, Estate Surveyors, All aspiring home owners, all existing and aspiring Real Estate Investors/ Developers, Employees of mortgage home/ savings and loans

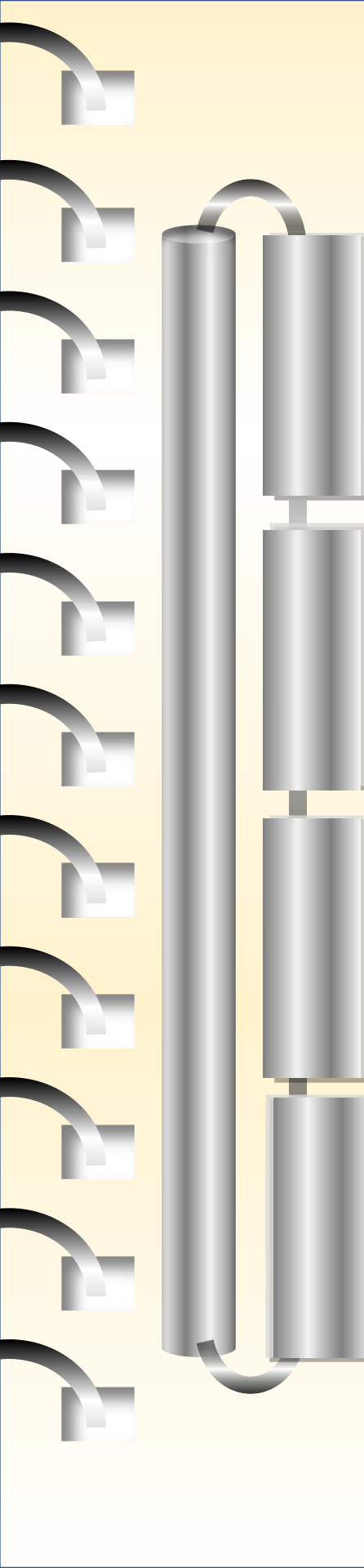
THE USE OF MICROSOFT POWERPOINT AND PRESENTATION STRATEGIES

This is packaged as a 2-day training comprising two modules. Module 1 focuses on PowerPoint skills covering basic and advance tools/ processes that could be adopted to make eye-catchy stunning presentation, and thus, avoiding “death by PowerPoint”.

Module 2 addresses the art of presentation, exposing participants to strategies for successful and impactful presentation that gets the attention of audience no matter the class of the audience, marketers, consultants, promoter of ideas, lectures and facilitators will find the training extremely useful. It is one thing to have an idea or knowledge, it is another to know how to pass the idea or knowledge to the target audience



TRAINING GOALS/ OBJECTIVES



Equipping participants with the basic and advance skills of using PowerPoint to prepare presentation

Getting participants informed of the guiding rules in preparing presentation using PowerPoint

Exposing participants to strategies of handling audience in presentation

Exposing participants to tips for successful presentation



Duration

Course hour: 8 hours

Duration: A 2-day program (physical class)



Fee

Physical:
₱30, 000;
Online
class:
₱20, 000
**Per
participant**

Who Should Attend



Everyone that does or could be required to do presentation for marketing, teaching, lecturing, facilitating or presentation of ideas

STRATEGIC PROPERTY PORTFOLIO MANAGEMENT

This programme is assured at empowering property managers in the areas of best practices in Property Portfolio Management. Management styles and strategies go a long way to determine the performance of property portfolio. This training draws the attention of participants to strategic issues and processes that are involved and should always be carried out in managing property either as in-house or outsourced manager. The training is however for people with basic knowledge of property management.



TRAINING GOALS/ OBJECTIVES

1. Knowledge of minimizing tenant risks on Property Portfolio Management .
2. Skills of ensuring effective property Portfolio Management with proven strategies.
3. Understanding the basis of repair obligations of parties in management of property.
4. Tips on dealing with people for better portfolio performance.
5. Understanding the process of maintenance management



Duration

Course hour: 8
hours

Duration: A 2-day
program (physical
class)



Fee

~~₦~~30, 000
(Online and
Classroom
training)
**Per
participant**

Who Should Attend



Estate Surveyors, Investment Managers,
Stock Brokers, Real Estate Practitioners.

REFRESHER CLASS ON PROPERTY VALUATION (MODULE 1)

This programme is mainly for Estate Surveyors and Valuers. The class is to provide opportunity for participants to learn again the fundamental principles and theories of Valuation, and be exposed to the applications of the principles and theories in practices.

Throughout the programme, participants are exposed to the congruencies between the principles and practices of Property Valuation. The training provides opportunity to learn , learn and relearn Valuation Principles towards international best practices



TRAINING GOALS/ OBJECTIVES

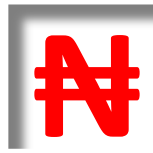
1. Provision of opportunity for participants to have better understanding of fundamental valuation principles and theories.
2. Exposing participants to the practical applications of the valuation principles and theories.
3. Knowledge of carrying out valuation on built practice for high degree of reliability.
4. Simplification and application of knowledge of valuation tables.
5. Know-how of identification and assessment of value concept for common valuation purposes.



Duration

Course hour: 32
hours

Duration: A 8-day
program (physical
class)



Fee

₱100, 000
**Per
participant**

Who Should Attend



Estate Surveyors

PREPARATORY CLASS FOR NIESV EXAMINATION

This programme prepares candidates for various levels of the examination of the Nigerian Institution of Estate Surveyors and Valuers in pursuit of professional progression towards becoming professional members of the Institution.

The stages of the examination include Foundation in Estate Management (FEM), Professional Qualifying Examination 1 (PQE1), Professional Qualifying Examination 2 (PQE2), Professional Qualifying Examination 3 (PQE3) and Professional Practice examination (PPE).

The 13 weeks lectures (weekend only) focuses on the NIESV Examination syllabus with exposure exposure to practical hints



TRAINING GOALS/ OBJECTIVES

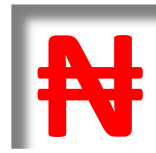
1. Expose candidate to depth of knowledge based on NIESV examinations curriculum for success in examination at various stages.
2. To incorporate knowledge and values of the discipline to Candidates.
3. Understanding the central concepts, principles and techniques of the profession and its application in practice/
4. To produce responsible professionals and then ensuring their continuing competence in the field of practice.
5. To know the principles and ethics guiding the profession.
6. Supporting the inspiration of those that have the aim of becoming professionally qualified estate surveyors and valuers



Duration

Course hour: 32
hours

Duration:
13weeks lectures
(weekend only)



Fee

FEM- ₦50, 000;
PQE1- ₦60, 000;
PQE2- ₦60, 000;
PQE3- ₦70, 000;
PPE- ₦60, 000;
PQE3 & PPE -
₦100, 000

**Per
participant**

Who Should Attend



Anyone who wants to become
a Professional Estate Surveyor

PROSPECTS AND PROCEDURE OF RENDERING CONSULTING SERVICES IN LAND TITLE DOCUMENTATIONS

This training is packaged as an empowerment programme. At the end of the training, participants will be equipped with the skills of handling processing of land title in firm of obtaining governor's consent on transfer deeds in secondary transition, including conducting title search and obtaining Certified True Copy (CTC) of title. The training will prepare participants for more expository services areas in land administration.

With this training, you will be able to earning legitimate income, or at least increase your source of income for and ultimately the bottom-line.

TRAINING GOALS/ OBJECTIVES

Equip the participants with the procedure and guidelines of processing land title in Nigeria

Enlightening participants on the likely pit fall and challenges in handling land title pricing

Generally expose the participants to the business of processing land title

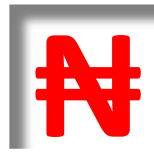
Understanding of application process, and the required documents for the various category of land documentation



Duration

Course hour: 8 hours

Duration: A 2-day program (Online and Classroom training)



Fee

~~₦~~50,000
Per Participant

Who Should Attend



Estate Surveyors and valuers, real estate practioners, lawyers, real estate investment managers among others



REAL ESTATE PRACTICES AND ENTREPRENEURSHIP MASTERCLASSES

This programme aims at exposing participants to the principles of real estate practices and entrepreneurship in a dynamic world. Participants shall have the opportunity to acquaint themselves with the various laws and policies affecting real estate practices with a view to having real estate practices that conforms with all extant laws. This programme shall also expose participants to the various areas of real estate consultation services and equally afford them with deep understanding of the strategies required to earn and receive fees from the various real estate services rendered to clients. Participants shall also be opportune to learn all what it takes to becoming self-starter real estate entrepreneurs

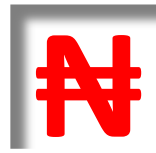
TRAINING GOALS/ OBJECTIVES

1. Exposing participants to the basic principles of real estate practices.
2. Exposing participants to the various laws affecting real estate practices.
3. Knowing the various areas of real estate consulting services.
4. Understanding the service provision in the various areas of real estate consulting services.
5. Knowing the strategies of earning and receiving fees in rendering real estate services in the various service area.
6. Know-how of corporate management for best practices



Duration

Course hour:
Duration: A
month (Online
training)



Fee

₦250,000
Per
Participant

Who Should Attend



Everyone that does not have Estate
surveying background

OFFICE ADDRESS:

**1A, Akin Taylor close, off Bamishile off Allen Avenue, Ikeja,
Lagos**

For Enquiries:

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www.realacademy.com.ng