

GENERAL INFORMATION

ARGUS Valuation-DCF® software is a commercial real estate financial analysis program used to forecast and model real estate cash flows, prepare budgets and as a tool to determine valuations for transaction based needs. Realogic has provided discounted cash flow software training since 1992, serving over 5,000 students and professionals. In addition, Realogic provides financial analysis services and software to the commercial real estate industry.

COURSE DESCRIPTION

Realogic Training: ARGUS DCF Advanced presents advanced topics via module based format using Realogic's extensive DCF modeling experience.

Advanced concepts are introduced, fundamental topics are reinforced and mini cases are completed, providing a hands-on learning environment.

The goal of the course is to enable users to model more difficult office and retail commercial real estate concepts in the program.

INTENDED AUDIENCE

The **Realogic Training: ARGUS DCF Advanced** course is geared towards real estate users who recently completed the ARGUS DCF Beginner class or have an intermediate understanding of the program.

Financial Analysts & Associates **Business School Students**
Appraisers & Property Management **Portfolio & Asset Managers**

We provide specialized industry knowledge to those looking for a competitive advantage, facilitate rapid education of new hires and provide insight for those responsible for modeling real estate assets in their regular work duties.

WHAT TO EXPECT

- Classes of 6 attendees are held at our downtown Chicago office
- Class hours are 9:00AM to approximately 3:30PM; breakfast included
- Payment due before the training date (via check or credit card)

Attendees take home -

- Sample **ARGUS DCF Models** used during training & discussion
- One-page **Quick Reference Sheet**, focused on tips & tricks for quick recall of the ARGUS Valuation - DCF fundamentals
- 100+ page bound copy of **Slideshow Presentation** for reference after class

AGENDA

9:00 am: *Breakfast and Introductions*

General Vacancy Loss: Explores the calculation differences available within the Vacancy Loss section of ARGUS along with other concepts regarding Vacancy Loss.

Expense Reimbursements: Explains the concept of Detailed Reimbursement Methods in ARGUS as well as introducing new concepts of expense reimbursement modeling.

Variable Expense Gross-Ups: Demonstrates how to model two gross-up methods in ARGUS as well as the basic theory behind grossing up expenses.

Major Contributions: How to model advanced retail recovery concepts for centers with major contributions. Concepts of major contributions for anchor tenants and deductions for the remaining tenants are covered in this section.

Sales and Percentage Rent: Explains concept of percentage rent and how to model different examples in the program.

12:00 pm: *Lunch Break (approximately 1 hour)*

Debt Financing: Provides an understanding of different types of debt financing within ARGUS.

Portfolio & Sensitivity Analysis: Consolidate several ARGUS files to obtain a cash flow for the entire portfolio. Also shows how sensitivity analysis is used at the portfolio level.
Audit Process: Demonstrate the audit / review process after creating or updating an ARGUS file.

Pacific Tower (Case Study): Students complete 10-tenant retail center with guidance from the instructor.

Afternoon session incorporates topics covered in the morning as well as modeling skills learned on Day One. Goal for the afternoon: tie out property cash flow, included in manual.

Review and Q&A

2016 DATES & DETAILS

January 8th	July 8th
February 5th	August 5th
March 4th	September 9th
April 8th	October 7th
May 13th	November 4th
June 10th	December 2nd

- Group discounts available
- Customized on-site training also available
- 10 business days notice to cancel w/ full refund

SOFTWARE: **REALOGIC ABSTRACT®** | **REALOGIC TOOLS®** (ARGUS to Excel) | **REALOGIC BUDGET®**

SERVICES: Lease Abstracting | Valuation & Underwriting | Due Diligence & Advisory

TRAINING: Realogic Training in ARGUS® | Excel for Commercial Real Estate

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