

## GENERAL INFORMATION

**ARGUS Valuation-DCF®** is a commercial real estate financial analysis software program used to forecast and model real estate cash flows, prepare budgets and use 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 Beginner** presents the program in a thorough, understandable format using Realogic's extensive DCF modeling experience.

Fundamental concepts are introduced and sample properties are reviewed and modeled, providing a hands-on learning environment.

The goal of the **Realogic Training: ARGUS DCF Beginner** course is to enable new users with the skills to model and update basic commercial real estate

## INTENDED AUDIENCE

The **Realogic Training: ARGUS DCF Beginner** course is geared towards real estate individuals with little or no recent experience in ARGUS DCF including:

<b>Financial Analysts &amp; Associates</b>	<b>Business School Students</b>
<b>Appraisers &amp; Property Management</b>	<b>Portfolio &amp; Asset Managers</b>

We provide specialized industry knowledge to those looking for a competitive advantage, facilitate rapid education of new hires and provide insight for those who may not create real estate assets by occupation. Attendees are expected to have an interest in commercial real estate and financial analysis.

## WHAT TO EXPECT

- Classes of 6 attendees are held our downtown Chicago office
- Class hours are 9:00AM to approximately 4:30PM; 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*

### Software Introduction and Brief Overview

- Discounted cash flow modeling theory
- How ARGUS handles DCF modeling
- Basic real estate terminology & concepts

### Realogic Tower (Sample File)

Instructor walks through existing ARGUS DCF model to discuss modeling concepts, including:

- Property Description
- Timing
- Area Measures
- Inflation Rates
- Miscellaneous Revenues
- Expenses
- Capital Expenditures
- General Vacancy Loss / Credit Loss
- Contractual Tenant Input & Vacant Lease Up assumptions

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

- Expense Reimbursements
- Market Assumptions
- Basic Valuation
- Reporting

### Lake Street Plaza (Case Study)

Attendees model a 5-tenant building from scratch with instructor guidance. The goal is to tie out to the cash flow for this building before the end of the class.

### Review and Q & A

## 2016 DATES & DETAILS

January 7th	July 7th
February 4th	August 4th
March 3rd	September 8th
April 7th	October 6th
May 12th	November 3rd
June 9th	December 1st

- 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 DCF Training in ARGUS® | Excel for Commercial Real Estate

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