# Training Course on Real Estate Debt Funds and Alternative Lending

Professional Development Training Course Outline

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| **Category** | Real Estate Institute | **Duration** | 5 Days |
| **Base Fee** | $1,500 USD | **Delivery Mode** | Online / On-site Hybrid |

## Course Introduction

Real Estate Debt Funds and Alternative Lending represent a rapidly growing and increasingly critical segment of the real estate capital markets. In a landscape where traditional bank financing has become more constrained due to regulatory changes and risk aversion, private debt funds and other alternative lenders have stepped in to provide flexible, often higher-yield, financing solutions for a wide range of real estate projects. These funds pool capital from institutional and high-net-worth investors to originate or acquire various types of real estate-backed debt, including senior mortgages, mezzanine loans, bridge loans, and preferred equity. Understanding this evolving ecosystem requires a deep grasp of deal structuring, credit analysis, risk management, and the unique legal and operational aspects that differentiate alternative lenders from conventional financial institutions. For real estate developers seeking diverse capital sources, and for investors pursuing attractive risk-adjusted returns in private credit, mastering the intricacies of real estate debt funds and alternative lending is paramount for navigating complex financing landscapes and optimizing investment outcomes. Failure to engage with this segment can limit access to crucial capital or overlook significant investment opportunities. Training Course on Real Estate Debt Funds and Alternative Lending is designed to equip with the advanced theoretical insights and intensive practical tools necessary to excel in Real Estate Debt Funds and Alternative Lending. We will delve into sophisticated methodologies for identifying market opportunities for private real estate debt, master the intricacies of structuring and underwriting various alternative real estate loan products, and explore cutting-edge approaches to managing credit risk, assessing collateral, and navigating the operational and regulatory environment of debt funds. A significant focus will be placed on understanding the risk-return spectrum of private credit, the role of leverage within debt funds, and the due diligence required for both borrowers and investors. By integrating industry best practices, analyzing real-world complex real estate debt fund case studies, and engaging in hands-on credit analysis and deal structuring exercises, attendees will develop the strategic acumen to confidently deploy and manage capital in this dynamic sector, fostering unparalleled financing flexibility and enhanced returns, and securing their position as indispensable assets in the forefront of private real estate credit.

# Programme Curriculum

**Training Course on Real Estate Debt Funds and Alternative Lending**

**Introduction**

**Real Estate Debt Funds and Alternative Lending** represent a rapidly growing and increasingly critical segment of the real estate capital markets. In a landscape where traditional bank financing has become more constrained due to regulatory changes and risk aversion, private debt funds and other alternative lenders have stepped in to provide flexible, often higher-yield, financing solutions for a wide range of real estate projects. These funds pool capital from institutional and high-net-worth investors to originate or acquire various types of real estate-backed debt, including senior mortgages, mezzanine loans, bridge loans, and preferred equity. Understanding this evolving ecosystem requires a deep grasp of deal structuring, credit analysis, risk management, and the unique legal and operational aspects that differentiate alternative lenders from conventional financial institutions. For real estate developers seeking diverse capital sources, and for investors pursuing attractive risk-adjusted returns in private credit, mastering the intricacies of real estate debt funds and alternative lending is paramount for navigating complex financing landscapes and optimizing investment outcomes. Failure to engage with this segment can limit access to crucial capital or overlook significant investment opportunities.

**Training Course on Real Estate Debt Funds and Alternative Lending** is designed to equip with the advanced theoretical insights and intensive practical tools necessary to excel in **Real Estate Debt Funds and Alternative Lending**. We will delve into sophisticated methodologies for **identifying market opportunities for private real estate debt**, master the intricacies of **structuring and underwriting various alternative real estate loan products**, and explore cutting-edge approaches to **managing credit risk, assessing collateral, and navigating the operational and regulatory environment of debt funds**. A significant focus will be placed on understanding the risk-return spectrum of private credit, the role of leverage within debt funds, and the due diligence required for both borrowers and investors. By integrating industry best practices, analyzing real-world complex real estate debt fund case studies, and engaging in hands-on credit analysis and deal structuring exercises, attendees will develop the strategic acumen to confidently deploy and manage capital in this dynamic sector, fostering unparalleled **financing flexibility and enhanced returns**, and securing their position as indispensable assets in the forefront of **private real estate credit**.

**Course Objectives**

Upon completion of this course, participants will be able to:

1. Analyze the role and growth of **real estate debt funds and alternative lending** within the broader capital markets.
2. Differentiate between various **types of real estate debt instruments** offered by alternative lenders (e.g., senior, mezzanine, bridge, preferred equity).
3. Comprehend the **investment strategies and risk-return profiles** of real estate debt funds.
4. Master the process of **originating, underwriting, and structuring alternative real estate loans**.
5. Develop expertise in conducting thorough **due diligence for real estate debt investments**, from both lender and borrower perspectives.
6. Implement robust **credit risk management frameworks** tailored for private real estate debt portfolios.
7. Understand the **legal and regulatory considerations** specific to real estate debt funds and alternative lending.

8. Analyze the impact of **leverage on real estate debt fund performance** and risk.
9. Explore the **operational aspects of managing a real estate debt fund**, including servicing and asset management.
10. Evaluate current **market trends, challenges, and opportunities** in the alternative real estate lending landscape.
11. Defining Real Estate Debt Funds: Structure, Mandate, and Role in the Capital Stack
12. Geographical Focus and Property Type Specialization of Debt Funds
13. Early Warning Signals for Loan Default.

**Target Audience**

This course is designed for professionals involved in real estate finance, investment, and lending:

1. **Real Estate Developers:** Seeking alternative financing sources for projects.
2. **Institutional Investors & Consultants:** Allocating capital to real estate debt funds.
3. **Private Equity & Debt Fund Managers:** Involved in originating and managing real estate credit.
4. **Financial Analysts & Underwriters:** Evaluating real estate debt opportunities.
5. **Lending Professionals (Non-Bank):** Expanding knowledge of alternative lending structures.
6. **Real Estate Advisors:** Guiding clients on diverse financing solutions.
7. **High-Net-Worth Individuals & Family Offices:** Exploring private real estate debt investments.
8. **Credit Risk Managers:** Specializing in real estate credit portfolios.

**Course Duration: 5 Days**

**Course Modules**

**Module 1: Evolution of Real Estate Debt Markets & Alternative Lending Overview**

- The Traditional Real Estate Debt Landscape (Banks, Agencies).
- Drivers of Growth in Alternative Lending: Post-GFC Regulatory Environment (Basel III, Dodd-Frank), Demand for Flexible Capital, Investor Appetite for Yield.
- Defining Real Estate Debt Funds: Structure, Mandate, and Role in the Capital Stack.
- Key Characteristics of Alternative Lending vs. Traditional Bank Lending (Speed, Flexibility, Risk, Cost).
- Overview of the Real Estate Debt Market Size and Key Players.

**Module 2: Types of Alternative Real Estate Debt Instruments**

- **Senior Secured Debt:** Direct Origination by Debt Funds vs. Bank Loans.
- **Mezzanine Debt:** Structure, Interest (Current Pay, PIK), Equity Participation (Warrants), Default Remedies.
- **Bridge Loans:** Short-Term, High-Leverage Financing for Acquisitions, Repositioning, or Value-Add.
- **Preferred Equity:** Hybrid Instrument with Debt-like Returns and Equity-like Subordination.
- Whole Loans and A/B Note Structures.
- Distressed Debt and Special Situations Lending.

**Module 3: Real Estate Debt Fund Strategies and Investment Thesis**

- Core Debt Strategies (Lower Risk, Stabilized Assets).
- Value-Add Debt Strategies (Transitional Assets, Moderate Risk).
- Opportunistic/Special Situations Debt Strategies (Higher Risk, Distressed Assets, Development Loans).
- Geographical Focus and Property Type Specialization of Debt Funds.
- Risk-Adjusted Returns Expected from Different Debt Strategies.

- How Debt Funds Generate Returns: Interest Income, Fees, Prepayment Penalties, Equity Upside.

**Module 4: Real Estate Loan Origination & Underwriting for Alternative Lenders**

- Sourcing Deals for Debt Funds: Direct Relationships, Brokers, Capital Advisors.
- Underwriting Process for Alternative Loans: Due Diligence (Property, Sponsor, Market).
- Key Underwriting Metrics: Loan-to-Value (LTV), Loan-to-Cost (LTC), Debt Service Coverage Ratio (DSCR), Debt Yield.
- Structuring Loan Covenants: Financial Covenants, Reporting Requirements, Operational Covenants.
- Legal Documentation: Loan Agreements, Security Agreements, Intercreditor Agreements (for pari passu or subordinated debt).

**Module 5: Credit Risk Management in Private Real Estate Debt**

- Identifying and Assessing Credit Risks in Real Estate Debt: Borrower Risk, Property-Level Risk, Market Risk, Structural Risk.
- Loan Portfolio Monitoring and Surveillance.
- Early Warning Signals for Loan Default.
- Stress Testing Debt Portfolios under Various Economic Scenarios.
- Managing Loan Defaults: Workout Strategies, Foreclosure Process, Deed-in-Lieu.
- Role of Collateral and Guarantees in Mitigating Credit Risk.

**Module 6: Fund Structuring, Capital Raising, and Operations**

- Legal Structures for Real Estate Debt Funds (Limited Partnership, REIT Debt Fund).
- Capital Raising from Limited Partners (LPs): Investor Due Diligence on Fund Managers.
- Fee Structures: Management Fees, Carried Interest (Promote), Hurdle Rates.
- Use of Leverage at the Fund Level: Warehouse Lines, Repo Agreements, Securitization of Fund Assets (CLOs).
- Operational Aspects: Loan Servicing, Asset Management for Loans, Investor Reporting.

**Module 7: Regulatory and Legal Landscape**

- Regulatory Environment for Private Credit and Debt Funds (e.g., Dodd-Frank, AIFMD).
- Licensing and Registration Requirements for Debt Fund Managers.
- Anti-Money Laundering (AML) and Know Your Customer (KYC) Compliance.
- Data Privacy and Cybersecurity Considerations.
- Intercreditor Dynamics: Navigating Relationships with Senior Lenders and Equity.
- Emerging Regulatory Scrutiny on Private Credit Markets.

**Module 8: Market Dynamics, Trends, and Future Outlook**

- Current State of the Real Estate Debt Market: Supply and Demand Imbalances.
- Competition from Traditional Lenders and Other Alternative Sources.
- Impact of Interest Rate Environment and Economic Cycles on Debt Fund Strategies.
- Emerging Trends: ESG Lending, Green Bonds for Real Estate Debt, Technology in Loan Origination/Servicing (PropTech).
- Case Studies of Successful and Challenging Debt Fund Deals.
- The Role of Real Estate Debt Funds in Distressed Market Cycles.

**Training Methodology**

- **Interactive Workshops:** Facilitated discussions, group exercises, and problem-solving activities.
- **Case Studies:** Real-world examples to illustrate successful community-based surveillance practices.
- **Role-Playing and Simulations:** Practice engaging communities in surveillance activities.
- **Expert Presentations:** Insights from experienced public health professionals and community leaders.
- **Group Projects:** Collaborative development of community surveillance plans.
- **Action Planning:** Development of personalized action plans for implementing community-based surveillance.
- **Digital Tools and Resources:** Utilization of online platforms for collaboration and learning.
- **Peer-to-Peer Learning:** Sharing experiences and insights on community engagement.
- **Post-Training Support:** Access to online forums, mentorship, and continued learning resources.

**Register as a group from 3 participants for a Discount**

Send us an email: info@fineskilltrainingcenter.com or call +254769199797

**Certification**

Upon successful completion of this training, participants will be issued with a globally recognized certificate.

**Tailor-Made Course**

We also offer tailor-made courses based on your needs.

**Key Notes**

- Participants must be conversant in English.
- Upon completion of training, participants will receive an Authorized Training Certificate.
- The course duration is flexible and can be modified to fit any number of days.
- Course fee includes facilitation, training materials, 2 coffee breaks, buffet lunch, and a Certificate upon successful completion.
- One-year post-training support, consultation, and coaching provided after the course.
- Payment should be made at least a week before the training commencement to FINESKILL TRAINING CENTER account, as indicated in the invoice, to enable better preparation.

## Upcoming Scheduled Sessions

| Start Date | End Date | Location | Price |
|---|---|---|---|
| **07 Sep 2026** | 11 Sep 2026 | Physical | $1,500 |
| **14 Sep 2026** | 18 Sep 2026 | Physical | $1,500 |
| **21 Sep 2026** | 25 Sep 2026 | Physical | $1,500 |
| **28 Sep 2026** | 02 Oct 2026 | Physical | $1,500 |
| **05 Oct 2026** | 09 Oct 2026 | Physical | $1,500 |

| Start Date | End Date | Location | Price |
|---|---|---|---|
| **12 Oct 2026** | 16 Oct 2026 | Physical | $1,500 |
| **19 Oct 2026** | 23 Oct 2026 | Physical | $1,500 |
| **26 Oct 2026** | 30 Oct 2026 | Physical | $1,500 |

Ready to enroll or request a customized program? Book online or contact us:

**Register Online Now**

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