

■ **REAL ESTATE FINANCE & VALUATION** by Ramya Aroul

UNIT DESCRIPTION

Hotel real estate investments create value and provide gains to all stakeholders including owners, management companies, and/or franchisees. Therefore, understanding the value of hotel real estate investments and the financial nuances of these real estate investments is critical to the success of mid-level and senior management in the hospitality industry.

This course focuses on developing a comprehensive know-how and tool set that enables you to be skilled at creating educated opinions on hotel asset values and investment decisions. It also trains participants to apply appropriate analytical tools to reach at prudent real estate decisions related to mortgage financing and equity investment.

LEARNING OBJECTIVES

By the end of the Unit, participants will be able to:

Knowledge

- Understand the fundamentals of capitalization rate.
- Demonstrate understanding of hotel appraisal and investments.

Competencies

- Estimate hotel values using traditional and econometric hotel appraisal methods.
- Apply these concepts to leveraged investment analysis and interpret the results.

Mindset

- Develop and improve decision-making skills.

METHODOLOGY

- Problem solving with case studies.
- Interactive participation and group work.
- Reading assignments and problem sets.