

# Course : Analyzing and Managing the Risks of a Real Estate Transaction

**Anticipate and manage risks to ensure the success of a real estate transaction from start to finish**

**Practical course - 2d - 14h00 - Ref. IFM**

**Price : 1680 € E.T.**

NEW

Every real estate transaction involves numerous stakeholders operating within a framework of legal, technical, financial, and environmental constraints in an increasingly selective market. This training course provides a structured approach for identifying and addressing each category of risk.

## Teaching objectives

**At the end of the training, the participant will be able to:**

- ✓ Identify the different categories of risk associated with a real estate transaction and assess their impact on the project's feasibility
- ✓ For each risk category, apply the appropriate prevention methods and security measures
- ✓ Calculate and interpret the key financial risk indicators for a transaction
- ✓ Develop a consistent and practical risk analysis framework that can be adapted to one's own operations

## Intended audience

Directors and managers in program and development; legal managers; management controllers; mortgage analysts and loan officers; investors; transaction managers at investment or real estate companies. Sectors: real estate development, real estate subsidiaries of financial or insurance groups, real estate investment companies.

## Prerequisites

None

## Course schedule

### PARTICIPANTS

Directors and managers in program and development; legal managers; management controllers; mortgage analysts and loan officers; investors; transaction managers at investment or real estate companies. Sectors: real estate development, real estate subsidiaries of financial or insurance groups, real estate investment companies.

### PREREQUISITES

None

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

## 1 Identify the key players and define the scope of the operation

### Compétences visées

- Identify the key players involved in a project (developers, real estate brokers, investors, lenders, local governments, etc.) and specify their roles, responsibilities, and spheres of influence
- Analyze interactions among stakeholders to anticipate areas of common ground, tension, and risk
- Identify the applicable regulatory and environmental framework (ZAN, RE2020, etc.) and its recent developments
- Establishing the Method: Developing a Risk Analysis Framework as the Guiding Principle of the Training

### Activités pédagogiques

- Case Presentation "common thread" (mixed-use commercial and residential development) and mapping of stakeholders, roles, and responsibilities.

## 2 Assess Legal and Administrative Risks

### Compétences visées

- Compare land acquisition mechanisms (synallagmatic promise vs. unilateral promise to sell) and their conditions precedent
- Review planning permits and verify their compliance with the project's regulatory framework
- Take into account the impact of recent changes in urban planning law on the process of securing permits (shorter appeal deadlines, regulations governing amended permits, etc.)
- Identify the main land and administrative risks, from feasibility to completion, and the measures to be taken from the project's inception

### Activités pédagogiques

- Case Study—Filling Out a Risk Assessment Grid: Legal and Administrative Aspects

#### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

#### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

#### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at psh-accueil@orsys.fr to review your request and its feasibility.

### 3 Identify technical and operational risks

#### Compétences visées

- Identify key considerations related to technical decisions and their impact on quality, costs, and timelines
- Developing a Technical Due Diligence Process and a Prevention Checklist
- Analyze the causes of nonconformities, defects, and workmanship issues; define preventive and corrective actions

#### Activités pédagogiques

- Case Study - Collaboratively Developing a Due Diligence Process and a Prevention Checklist: Technical and Operational Aspects

### 4 Analyze financial and economic risks

#### Compétences visées

- Break down the developer's balance sheet to understand the economic structure of the project
- Identify the main sources of financial risk and areas requiring budgetary vigilance
- Understanding and Interpreting Prudential Ratios (LTV, LTC, ICR, DSCR) and Cost Sensitivity
- Use these indicators to simulate different scenarios and adjust financing decisions

#### Activités pédagogiques

- Case Study—Analyzing the Results of the Operation and Conducting a Critical Analysis of Key Metrics

### 5 Anticipating Business and Market Risks

#### Compétences visées

- Analyze market trends (residential, office, retail) and regional dynamics
- Assessing cycles and shifts in land use: land-use efficiency, urban logistics, and new uses
- Assess market risks: vacancies, oversupply, reliance on a single segment
- Identify the factors that help secure product positioning based on the type of operation

#### Activités pédagogiques

- Case Study—Incorporating Business Risks into the Grid, Followed by a Simulation of Unforeseen Events (Rising Construction Costs, Building Permit Delays, Market Drifts) and Continuous Recalibration of the Balance Sheet

## 6 Strengthening Contractual and Partnership Relationships

### Compétences visées

- Identify the risks arising from interactions among project stakeholders
- Review the key contractual provisions and assess their scope and implications
- Analyze the standard safeguards ensuring the continuity and security of commitments (mirror clauses, coordination of legal documents)
- Define best practices for negotiation and contract monitoring throughout the duration of the project

### Activités pédagogiques

- Case Study—Analyze anonymized contracts to identify sensitive clauses and complete the worksheet.

## 7 Incorporating Regulatory and Environmental Risks (ESG)

### Compétences visées

- Analyze the risks associated with compliance with regulatory and environmental requirements
- Outline the principles of the CSRD and the status of its timeline in 2026 (impact of the Omnibus Package)
- Assessing the expectations of responsible investors (SRI) and ESG as both a risk and a value driver

### Activités pédagogiques

- Case Study - Incorporating ESG, environmental, and regulatory constraints into the matrix

## 8 Strengthen security measures

### Compétences visées

- Identify the tools for preventing and managing risks in an operation
- Analyze the control, audit, and monitoring mechanisms that enhance traceability and reliability
- Develop a due diligence process covering legal, financial, technical, and environmental aspects

### Activités pédagogiques

- Case Study - Consolidate the final risk matrix and present the results as a group

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## Dates and locations

### REMOTE CLASS

2026 : 30 Nov.

2027 : 8 Mar., 14 June, 6 Sep., 29 Nov.

### PARIS LA DÉFENSE

2027 : 8 Mar., 14 June, 6 Sep., 29 Nov.