

# PROSPECTUS

---

## Real Estate Fundamentals

Interactive one-day course for  
sustainability managers and  
responsible investment professionals



HILLBREAK

# INTRODUCTION

---

It is now increasingly common for property companies, real estate trusts and fund managers to employ sustainability professionals to lead, manage and support their responsible investment and CSR activities. Very often, these professionals are expert in environmental and/or socio-economic matters but have limited experience in, or knowledge of, key commercial property disciplines.

By assisting sustainability and responsible investment professionals working within a property context to better understand the fundamentals of real estate markets and related surveying disciplines, our aim with this highly-interactive and intensive one-day course is to enhance their ability to:

- engage with their colleagues and stakeholders in the furtherance of positive ESG outcomes; and
- enhance their contribution to the strategic, operational and financial goals of their employer organisations and their respective investor clients.



# OBJECTIVES

---

## Participants can expect to develop:

- A stronger appreciation of the commercial property market, including present and future challenges.
- A better understanding of core property investment and development processes.
- A working knowledge of valuations and appraisal methods for property investment and development schemes and how sustainability factors interact with these.
- Deeper insights about the work undertaken by different professionals within the sector, including the notable standards by which they are governed (e.g. valuers, investment managers).
- Familiarity with, and understanding of, property jargon.
- The knowledge with which to connect ESG objectives and principles to 'traditional' commercial property drivers.

The unique course, specifically tailored for real estate sustainability professionals, will be run in a roundtable format with a combination of classroom-style teaching, Q&A, individual and group exercises and facilitated discussions. In this way, it is hoped that all participants will learn by having the opportunity to steer content whilst interacting with each other and the facilitators.



# AGENDA

---

## The course includes the following elements:

- Welcome, introductions and ice-breakers
- Current state of the UK property market and its challenges
- Following the money: the property investment process – who does what for whom and why?
- Obligations and rights of landlords and occupiers
- Property value, valuations and the role of the valuer
- Investment appraisals and the impact of sustainability factors
- Changing skylines: the property development process - who does what for whom and why?
- Development appraisals and the impact of sustainability factors
- Wrap-up and review

# DETAILS

---

The course is facilitated by **Miles Keeping & Jon Lovell**, co-founders of Hillbreak.

Miles is a Visiting Professor of Sustainable Real Estate at Oxford Brookes University. He is an eminent thought-leader and advisor, and an APC Assessor for the RICS. He was a senior lecturer at Oxford Brookes University prior to joining private practice. He is a Board Director of the Investment Property Forum and Chairman of the Green Property Alliance.

Jon is vice-Chair of the Urban Land Institute in the UK and is chair of its Sustainability Council. He has extensive experience of advising on real estate and related sustainability matters internationally, and is a prominent thought-leader within the industry.

Other details include:

- **Course length:** one day
- **Capacity:** capped at 12 participants
- **Eligibility:** exclusive to in-house sustainability professionals
- **Reference materials:** provided
- **Post-course support:** all participants invited to join closed-group Q&A forum
- **Refreshments:** provided (including lunch)
- **Networking:** post-course drinks hosted by Hillbreak





[enquiries@hillbreak.com](mailto:enquiries@hillbreak.com)  
[www.hillbreak.com](http://www.hillbreak.com)



HILLBREAK

© 2017 Hillbreak Ltd. All Rights Reserved.