



ARGUS Enterprise®

VIRTUAL TRAINING (EMEA)

Online courses include training comprised of real-world scenarios. Course descriptions and topics are listed below.

To set up an instructor-led online training session, please contact us at [argus@altusgroup.com](mailto:argus@altusgroup.com)

Below we offer a couple two learning tracks:

- Traditional Valuation Methodology Training Track
- Discounted Cash Flow (DCF) Methodology Track

## Traditional Valuation Methodology Training Track

The Traditional Valuation Methodology Track is geared to new users of ARGUS Enterprise that focus on traditional valuation of tenants, properties and portfolios of commercial real estate. The Traditional Valuation Methodology Track is comprised of four core courses that will help get you started on navigating, modelling and reporting within ARGUS Enterprise.

### **Session 1: Introduction to ARGUS Enterprise**

The Introduction to ARGUS Enterprise session will offer an overview of the Portfolio and Property level interfaces found within ARGUS Enterprise. The course will also cover Global Categories in the backstage area, ARGUS Enterprise best practices for Portfolio use, Portfolio creation, Property Template usage. This session includes hands-on activities that reinforce the content being taught.

### **Session 2: Tenancy Schedule**

The tenancy schedule session will teach a user how to create custom views, enter varying types of lease information into the tenants – tenancy schedule section, including rent reviews, lease breaks, stepped rent and future leases. A user will also enter revenues and expenses into to the program while viewing multiple types of traditional valuation reports. This session includes hands-on activities that reinforce the content being taught.

### **Session 3: Advanced Tenancy Schedules**

The advanced tenancy schedule session a deeper dive is taken into the tenants – tenancy schedule section of ARGUS Enterprise. Users will duplicate an existing property and make modifications in the tenancy schedule to allow for more advanced topics including, ITZA rent, froth and market leasing profiles. This session includes hands-on activities that reinforce the content being taught.

### **Session 4: Investment, Valuation, Reporting & Sensitivity**

The investment, valuation, portfolio reporting and sensitivity session a user will learn how to input investment (property purchase & debt financing) and valuation (assumptions, property exit & present value) data into ARGUS Enterprise. Investment and valuation reports will also be viewed. A user will learn how to goal seek at the property and portfolio level. Portfolio level reports will be run, along with portfolio level sensitivity scenarios. This session includes hands-on activities that reinforce the content being taught.

## Discounted Cash Flow (DCF) Methodology Training Track

The discounted cash flow (DCF) methodology track is geared to new users of ARGUS Enterprise that focus on discounted cash flow valuation of tenants, properties and portfolios of commercial real estate. The discounted cash flow (DCF) track is comprised of four core courses that will help get you started on navigating, modelling and reporting within ARGUS Enterprise.

### **Session 1: Introduction to AE**

The introduction to ARGUS Enterprise course will offer an overview of the portfolio and property level interfaces found within ARGUS Enterprise. The course will also cover an overview of classifications and setting up a basic commercial property with inputs that include miscellaneous revenues, operating and capital costs, and a single tenant. A property cash flow report will be generated to review. This session includes hands-on activities that reinforce the content being taught.

### **Session 2: Tenancy Schedule**

The tenancy schedule session will cover the set-up of office and retail tenants utilizing complex rent schedules and leasing terms. Rent changes will be applied through base rent, stepped rent, turnover rent and indexation increases. This course will also illustrate how to lease up vacant space through space absorption. Multiple tenant and audit reports will be run to review the file. This session includes hands-on activities that reinforce the content being taught.

### **Session 3: Recoveries, Investment and Valuation**

The recoveries, investment & valuation session will model simple and complex office and retail recovery structures and apply them to tenants. Individual tenant and expense recovery reports will also be used in this course. The session will also cover the investment and valuation functions in the valuation-cash flow module including purchase price, debt financing, exit calculations and present value discounting. Along with inputting data, various investment and valuation reports will be viewed. The user will also create a general vacancy for a property while excluding specific tenants from the calculation. This session includes hands-on activities that reinforce the content being taught.

### **Session 4: Portfolio Reporting & Sensitivity**

The discounted cash flow methodology track – reporting & sensitivity session a user will learn how to run portfolio level reports and set up key parameters. The analysis tab will be highlighted along with various types of sensitivities that can be run at the scenario level. The ARGUS Enterprise audit log will be viewed. A list of shortcut keys and UK industry terms is provided.