Bruce Kirsch’s Foundational Topics
For Real Estate Investors

Suffice it to say, there is a colossal amount to learn in order to set yourself up to be a truly responsible fiduciary of both your investments and others. At a minimum, the depth and breadth of knowledge you should gain should be similar to that of a collegiate-level real estate finance and investments course. Without an understanding of these very basic concepts you are flying blind and putting yourself, as well as others at serious financial risk.

With this in mind, Bruce Kirsch developed a list of concepts you should be comfortable with before investing your’s or other’s money in real estate.

- Risk and one’s own risk profile
- Time value of money and the discounted cash flow model
- Internal rate of return and other investment performance indicators
- Loan amortization
- Commercial leases
- Property acquisition pro forma analysis
- Financial modeling
- Due diligence analysis
- Cap rates
- Property development feasibility and pro forma analysis
- Use of debt and mortgages, along with distressed loan basics
- Investment exit strategies
- Income tax implications of investing
- Real estate law
- Real estate market cycle