

PRACTICAL GENERATIVE AI FOR REAL ESTATE

8-10 HOURS OF SELF-
PACED ONLINE LEARNING.

AI SKILLS EVERYONE
SHOULD HAVE



University of St.Gallen
Swiss Institute of Banking and Finance



KNOWLEDGE
PARTNERS



Quick facts

Delivery: online (self-paced)

Duration: 8-10h (videos, reading materials, exercises)

Pricing:

Part 1: CHF 395

Part 2: CHF 395

Parts 1+2: CHF 695

Learning experience:

- accessible theory
- practical examples
- familiar case studies
- interactive content

„The course was excellent to familiarize myself with the world of AI for Real Estate. Niko, Monika and Thomas’s passion on the topic is contagious and will drive you to fully immerse yourself in the use of AI on your day-to-day projects.”

Karl Schaefer, Portfolio Manager, Abu Dhabi Investment Authority (ADIA)

Overview

It is an **essential primer on generative AI for real estate professionals**. It covers the basics of what AI is and how to use it in an accessible way tailored to the real estate industry. **It requires no technical knowledge or AI skills.**

It covers **knowledge and skills everyone needs to have** to stay competitive in an AI-powered world, carefully curated by leading AI experts and real estate academics.

The course is extremely practical and features **multiple case studies designed by a team of world-leading academics and professional** from the University College London (ranked #1 in the world for built environment) specifically for this course.



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VARi KNOWLEDGE PARTNERS

Who is this course for?

This course is designed for **real estate professionals** looking to understand how AI tools can be applied to real estate workflows safely and effectively. The course uses publicly available tools as examples (ChatGPT, Gemini, Copilot, DeepSeek or Claude) but knowledge and skills are transferable to all AI platforms and models.

It begins with introducing core knowledge to accommodate those with **limited expertise in AI**. It then expands quickly to more complex concepts and their real estate applications, offering interesting content to more **advanced users of AI**.

The curriculum balances **rigorous theoretical knowledge** with **practical applications**, equipping learners with the skills needed to leverage AI effectively in real estate.

Past participants

Top job titles

Manager	33%
C-Suite/Partner	24%
Analyst	11%
Head of Dep.	9%
Senior Specialist	9%
Director	7%
Entry-Level	4%
VP/Deputy Exec.	2%

Top industries

Investment	24%
Consulting	20%
Real Estate	20%
Banking	16%
Facility Mgmt	11%
Education	4%
Transport	4%
Retail	2%

Outline

Part 1: Fundamentals of AI for Real Estate

- What is AI and Conversational AI?
- What are hallucinations and how to avoid them?
- Prompt engineering for real estate applications.

Summarise and analyse long documents (Investment memos and ESG reports).

Get strategy advice and create property business plans using research-backed methods of using AI.

Get answers to difficult, reasoning-based problems (e.g. How do interest rates affect real estate investment?)

Writing documents with AI (Getting AI to write like a real estate professional).

Part 2: Intermediate AI for Real Estate

- What are agents and how to use them?
- How does AI search the internet or databases and how to use it for real estate research?
- What is multimodal AI?

Valuation and risk analysis using AI.

Deep Research on site selection and market recommendations (Including assumptions for valuation and underwriting).

Making presentations using AI.

Analysing and forecasting data using AI

Making maps, graphs and charts with AI (including interactive ones)

I absolutely enjoyed the class. Very useful information and I particularly enjoyed the items you were excited to demonstrate. That was super helpful. I would have loved to see more of your examples. Your explanation and approach to prompting was excellent!! Really useful.

John Wanamaker, CTO, Clarion Partners

Niko's course is an invaluable primer on AI, tailored very specifically to the needs of real estate professionals and researchers. Niko and Monika deliver the course in a clear, approachable style that is highly conducive to learning in teams with where a wide spectrum of existing skills and understanding exists. It is a thoroughly enjoyable and insightful programme.

William Matthews, Partner, Head of Capital Markets Research, Knight Frank

Learning experience

We use experiential learning techniques that are both engaging and effective in delivering **applicable knowledge fast**.

The **learning process** is based on:

1. **Theory – only the essentials** you can't work without delivered in an accessible way.
2. **Applied examples** – applications of the theory to practical, real estate, problems.
3. **Use cases** – research-driven applications of AI.
4. **Self-study** – guided reading.
5. **Individual practice** – exercises designed to encounter and resolve common issues.
6. **Assignments** – test your knowledge and ability.

Each case study demonstrates an application of **state-of-art, research-based use of AI techniques** to solve a very relatable problem.

All **uses cases we present have been developed in-house** by academics collaborating with industry experts.

The content is **updated regularly** to make sure that everything you see is up to date. We use the **latest education technology** to improve timeliness and quality of our content.

As the technology improves, we also continually add **new use cases** as soon as we develop them.



NIKODEM SZUMILO, PHD

Associate Professor at University College London, Director of the Bartlett Real Estate Institute, housed within the world's top-ranked faculty of built environment. Focused on real estate finance as well as urban and environmental economics. Lecturer at the University of St Gallen.



MONIKA SZUMILO, PHD

Lecturer of Physics at University College London, and a Fellow of the Higher Education Academy focused on AI and advancing Machine Learning algorithms. Teaching practical AI and developing Machine Learning algorithms at Imperial College London and UCL since 2020. Lecturer at the University of St Gallen.



ROLAND FUESS, PHD

Professor of Real Estate Finance at the University of St. Gallen and a member of the board of the Swiss Banking and Finance Institute (SBF-HSG) at the School of Finance. His main research interests are real estate finance and economics, automated valuation models, real estate valuation, sustainable real estate, private debt, and applied financial and spatial econometrics.



THOMAS WIEGELMANN, PHD

In the real estate industry since 1999 across consultancy, corporate finance as well as investment and asset management. He is an Honorary Professor at UCL and Lecturer at the University of St Gallen.

Instructors

Experts in AI, Real Estate and Education

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