

# PRACTICAL AI FOR REAL ESTATE PROFESSIONALS

EXECUTIVE COURSE

AI SKILLS EVERYONE  
SHOULD HAVE



## Course Overview

### Quick facts

**Delivery:** live online

**Duration:** 4 x 2h (4pm-6:30pm CET)

**Dates:** 16,23,30 April and 7 May 2026

**Early bird pricing \*:**

ULI Members: €895

Non-members: €1,195

ULI Young Leader Members - Under 35: €750

**Learning experience:**

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

*\*Until 28 March 2026 - prices then increase by €100.*

*Prices do not include VAT.*

*„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)**

In partnership ULI Europe, VARi Knowledge Partners and Swiss Institute of Banking and Finance at the University of St. Gallen (SBF-HSG), are launching a dynamic new Education Programme created to empower real estate professionals with the skills, tools, and insights needed to thrive in a changing world. Designed around innovation, leadership, and practical application, this programme connects ULI’s global expertise with the industry’s most relevant emerging topics.

This course, “Practical AI for Real Estate Professionals,” 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 in real estate needs to have to stay competitive in an AI-powered world. We use experiential learning techniques that are both engaging and effective in delivering applicable knowledge fast. The course is extremely practical and features multiple cases studies designed by a team of leading academics.

# Who is this course for?

This event 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 or DeepSeek) but knowledge and skills are transferable to all AI platforms and models.

It is tailored for those with **limited expertise in AI**, aiming to enhance their ability to use these technologies for market analysis, investment strategy, and decision-making.

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

Sessions consist of a theoretical introduction followed by a practical workshop lead by subject area experts.

- **Session 1**

**Theory:** essential AI knowledge tailored for real estate professionals regardless of technical background.

**Application:** case studies of using AI to enhance strategic planning, investment analysis, and benchmarking.

- **Session 2**

**Theory:** strategies to overcome AI hallucinations and overview of advanced techniques like RAG and Agents.

**Application:** leveraging AI in handling documents including AI-powered searching and Deep Research agents in an example of a market research project.

- **Session 3**

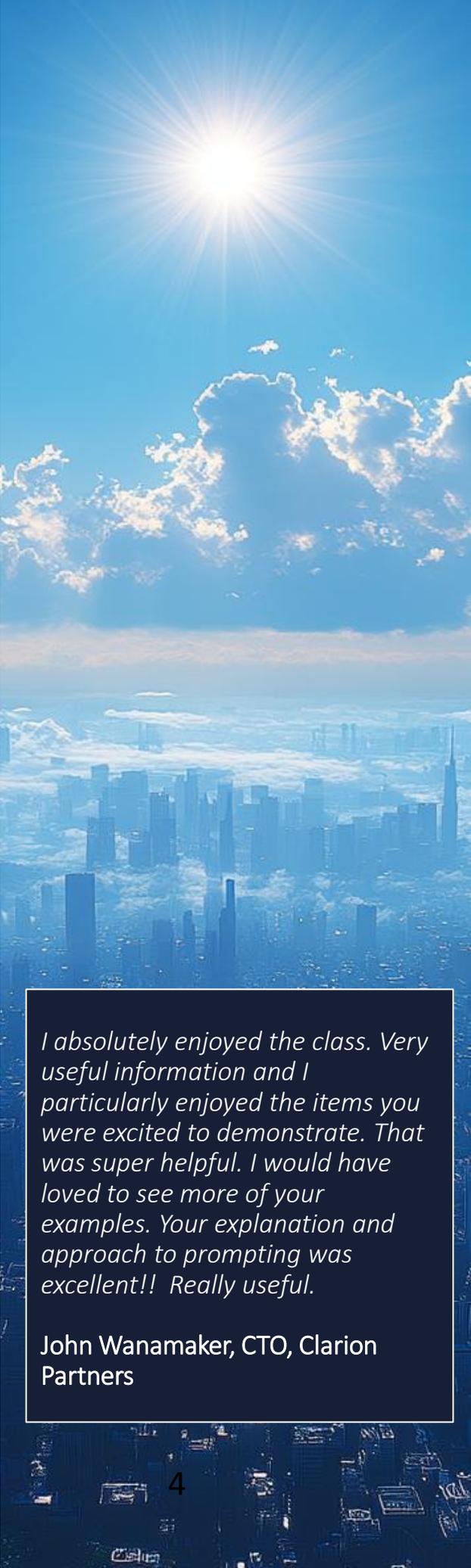
**Theory:** how AI translates English requests into data analysis code relevant for real estate applications.

**Application:** creation of compelling visualizations, interactive dashboards, and machine learning forecasts from property data without coding experience.

- **Session 4**

**Theory:** ethical implications and developments.

**Application:** implementation strategies, and operational transformation of AI in real estate organizations.



*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

# Use cases

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

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 and include:

- Developing a strategy for choosing a CEE country to invest in
- Producing market research on the London office market
- Forecasting residential rents and prices in Abu Dhabi
- Making an interactive map of key assets
- Creating an interactive dashboard to visualise price trends
- Evaluating options for implementing AI solutions by an asset management company

# MEET THE INSTRUCTORS



**NIKODEM SZUMILO, PHD**

Associate Professor of Economics and Finance at University College London, Director of the Bartlett Real Estate Institute, housed within the world's top-ranked faculty of built environment. His work encompasses areas such as real estate, urban studies, as well as urban and environmental economics.



**MONIKA SZUMILO, PHD**

Lecturer of Physics at University College London, and a Fellow of the Higher Education Academy with a passion for teaching practical AI and advancing Machine Learning algorithms. She has been teaching practical AI as well as developing Machine Learning algorithms for research at Imperial College London and UCL since 2020.



**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 - University College London, the Bartlett Faculty of the Built Environment.



**PROF. DR. ROLAND FUESS**

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.

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Learning



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