



Universität St.Gallen

Schweizerisches Institut für Banken
und Finanzen

Fit for AI in Real Estate

Four-day seminar, in collaboration with the Swiss Institute for Banking and Finance and VARi Knowledge Partners.

Start: September 23, 2026

Course Content

The seminar consists of four course days in September/October 2026. It examines the transformative impact of Artificial Intelligence (AI) on the real estate industry, with a strong emphasis on the practical use of generative AI. Designed specifically for executives and decision-makers, the certification program equips participants to strategically leverage AI and to develop and implement advanced, data-driven AI strategies within their organizations. Participants gain a solid understanding of the key building blocks, tools, and processes required to successfully integrate AI into real estate operations. Throughout the course, they explore AI-powered real estate market research, investment analysis, and risk assessment. The program culminates in hands-on workshops, including the application of AI to solve a Harvard case study. By bridging the gap between theoretical AI concepts and real-world implementation, the curriculum provides a comprehensive foundation for transforming real estate practices through intelligent technologies.



Program Overview

Four days in September/Oktober 2026, Start 23. September 2026

September 23, 2026. 14:00 to 18:15 (Online)

September 30, 2026. 09:00 to 17:00 (KV Business School Zürich)

October 01, 2026. 09:00 to 17:00 (KV Business School Zürich)

October 02, 2026. 09:00 to 16:00 (KV Business School Zürich)

Day 1

Introduction to Artificial Intelligence

Online

Wednesday, September 23, 2026

Topic 1

14:00-15:30

What is AI and How Does It Work?

A technical but accessible introduction to artificial intelligence, designed for real estate professionals with no technical background: What is artificial intelligence? Definitions and distinctions; How AI differs from traditional software: learning rules vs. following rules; Neural networks: the building blocks of modern AI; The learning process: training, validation, and inference; How AI processes text: tokenization, embeddings, self-attention; Large Language Models: GPT, Claude, and how they generate responses.

Dr. Monika Szumilo, VARi Knowledge Partners

15:30-15:45

Break

Topic 2

15:45-17:15

Working with AI – Practical Skills

From theory to practice: how to effectively use AI tools in your daily work: Why AI makes mistakes: hallucinations, biases, and limitations; Strategies for minimizing errors and verifying outputs; Effective prompting: clarity, context, examples, and chain-of-thought; Overview of leading AI products and their real estate applications.

Hands-On: Participants complete structured prompting exercises with live feedback.

Dr. Monika Szumilo, VARi Knowledge Partners

17:15-17:30

Break

Topic 3

17:30-18:15

Data Visualization with AI

Introduction to using AI for code generation and data visualization – no programming required: How AI writes code from natural language; Creating charts, graphs, and maps through prompts; Building interactive dashboards; Preview: what to prepare for the in-person sessions.

Dr. Monika Szumilo, VARi Knowledge Partners

Day 2

Organizational Integration of Artificial Intelligence

KV Business School Zurich

Wednesday, September 30, 2026

Topic 1

09:00-10:30

Data- and AI-Driven Organizations

Die The importance of data and AI management as a leadership task in companies, good practices for establishing structures, processes, and tools for the successful implementation of data and AI in companies.

Prof. Dr. Ivo Blohm, University St.Gallen

10:30-11:00

Coffee Break

Topic 2

11:00-12:30

Scaling Data and AI

Development and implementation of a data and AI strategy, operating models, data and AI leadership, organizational change.

Prof. Dr. Ivo Blohm, University St.Gallen

12:30-13:45

Lunch Break

Topic 3

13.45-15:15

AI in Real Estate Planning

Structuring regulations, parameterizing building codes, evaluating building codes with NLP and GenAI, AI for greater planning reliability.

Prof. Dr. Christian Kraft, Institute of Financial Services Zug IFZ, HSLU

15:15-15:30

Coffee Break

Topic 4

15:30-17:00

The Power of AI Imagery

Image to Text-Text to Image: Checkpoint and Lora Models, Concrete Applications, Automated Use.

Martin Meier, Maier Vision

Day 3

Application of Artificial Intelligence

KV Business School Zurich

Thursday, October 01, 2026

Topic 1

09:00-10:30

AI & Machine Learning in Real Estate

The academic and industry perspective on data-driven innovation in real estate: Data and AI as strategic resources in real estate; Machine learning fundamentals: decision trees, ensemble methods, neural networks; AI-driven business models and innovation; Current research at the intersection of AI and real estate finance; Building data and AI capabilities in organizations.

Prof. Dr. Roland Füss, University of St.Gallen

10:30-11:00

Coffee Break

Topic 2

11:00-12:30

AI Adoption in Practice

A practitioner's perspective from 25+ years in real estate: what works, what doesn't, and how to implement AI effectively: Pragmatic implementation of AI in business operations; Skills required for successful adoption; Transformation of job roles in an AI-driven landscape; Lessons learned: successes and failures; Building an AI-ready culture.

Dr. Thomas Wiegmann, VARi Knowledge Partners

12:30-13:45

Lunch Break

Topic 3

13:45-15:15

What is possible with AI in Real Estate? PropTech Pitches

Presentation and discussion of various state-of-the-art applications of AI in real estate by proptechs such as AssetOS, KeeValue, Optiml.

Dr. Alois Weigand, University of St.Gallen

15:15-15:30

Coffee Break

Topic 4

15:30-17:00

Analysis and Strategy with AI

Using generative AI for market research, business analysis, and strategy development: Market research with AI: document analysis, synthesis, insights; Integrating qualitative and quantitative information; Creating strategies with AI: context, problem definition, task specification; Case study: AI as tool vs. AI as consultant; AI in valuation: simple DCF, sensitivity analysis, Monte Carlo intro; Case study introduction and team assignments for Day 3.

Hands-On: Participants develop a strategy using AI as their analyst.

Dr. Nikodem Szumilo, VARi Knowledge Partners

Day 4

Implementation of Artificial Intelligence

KV Business School Zurich

Friday, October 02, 2026

Topic 1

09:00-10:30

Forecasting Using AI

Predicting future outcomes using AI, combining quantitative and qualitative approaches. Traditional forecasting methods include regression, time series, and causal models. AI augments and extends these conventional methods by building and evaluating models for rents, yields, and market indicators, while also addressing ethical considerations such as bias, uncertainty, and accountability.

Dr. Nikodem Szumilo, VARi Knowledge Partners

10:30-11:00

Coffee Break

Topic 2

11:00-12:00

Harvard Case Study: Part I

A Harvard case study written by Niko and Thomas featuring a real Hamburg forward deal transaction: Case Introduction: Transaction overview and business problems: Teams solve the case, including AI.

*Dr. Nikodem Szumilo and Dr. Thomas Wiegelmann,
VARi Knowledge Partners*

12:00-13:15

Lunch Break

Topic 3

13:15-14:15

Harvard Case Study: Part II

AI Assisted; Scoring & Discussion: Compare results, reveal insights.

*Dr. Nikodem Szumilo and Dr. Thomas Wiegelmann,
VARi Knowledge Partners*

14:15-14:30

Coffee Break

Topic 4

14:30-15:30

Risk Analysis with AI

Applying AI to comprehensive risk assessment, building on the case study: Scenario analysis: creating and evaluating alternative futures; Sensitivity analysis: identifying critical variables; Monte Carlo simulation: modeling uncertainty distributions; Using AI to test assumption robustness
Hands-On: Teams apply risk analysis techniques to their case study answers.

*Dr. Nikodem Szumilo and Dr. Thomas Wiegelmann,
VARi Knowledge Partners*

Topic 5

15:30-16:00

Future of AI & Course Wrap-up

Future trends in AI for real estate; Ethical considerations and responsible AI use; Resources for continued learning

Certificate presentation and close

Dr. Nikodem Szumio and Dr. Thomas Wiegmann,

VARi Knowledge Partners, Prof. Dr. Roland Füss, University of St.Gallen

16:00-17:30

Drinks, Snacks & Networking (Extern)

Lecturers

Ivo Blohm

Prof. Dr. Ivo Blohm is Associate Professor of Information Systems and Business Analytics and Director at the Institute of Information Systems at the University of St.Gallen (HSG). At HSG, he teaches courses in business analytics, data science, and AI. In the field of executive education, he is responsible for the CAS Big Data & AI for Managers certificate program. Ivo Blohm investigates how companies can use data from digital platforms to improve their decision-making, innovation, and work processes. He is also the co-founder of two start-ups. His work has been published in numerous leading scientific journals (including Information Systems Research and Harvard Business Review).

Roland Füss

Prof. Dr. Roland Füss is a full professor of real estate finance at the University of St. Gallen and a member of the executive board of the Swiss Institute of Banking and Finance (SBF-HSG) at the School of Finance. He is also a research fellow at the Center for Real Estate and Environmental Economics, NTNU Business School, Trondheim, Norway, and a Weimer School Fellow at the Homer Hoyt Institute in North Palm Beach, Florida, USA. Roland Füss is a member of the editorial board of several academic journals. His research focuses on real estate finance and economics, machine learning, sustainable real estate, real estate asset pricing, risk management, and applied econometrics of financial markets.

Christian Kraft

Christian Kraft, Dr. rer. soc., Prof. (FH), heads the Real Estate Competence Center at the IFZ of the Lucerne University of Applied Sciences and Arts. Together with his team, he supports the real estate industry with practice-oriented research and development projects. As a lecturer in training and continuing education programs, he promotes the next generation of real estate professionals. His professional focus is on direct sustainable real estate investments, project development, construction, and real estate business models, and data-driven strategy development. He studied and earned his doctorate at the Universities of Konstanz and Limerick and has over 17 years of experience in analytical, consulting, and management positions in the Swiss real estate industry.

Martin Meier

Martin A. Meier, Dipl. Arch. ETH, EMBA HSG, founded the company Raumgleiter after completing his architecture studies at ETH Zurich. There, Martin worked intensively on all aspects of 3D technologies in the real estate sector: from visualizations, VDC and BIM models to 3D photogrammetry and AI-generated images to digital architecture competitions. Martin is now a partner at ZSB Architekten AG, an architectural firm that specializes in large industrial buildings in addition to residential construction.

Monika Szumilo

Dr. Monika Szumilo is a Physics Lecturer at University College London and the University of St. Gallen, 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 and developing Machine Learning algorithms for research at Imperial College London and UCL since 2020. Monika's educational background includes completing her MPhil and PhD at the University of Cambridge. She has also taught at institutions such as Imperial College London and City University of London. Through her diverse teaching experiences, Monika has successfully delivered complex concepts in Data Science, programming, and mathematics to both undergraduate and postgraduate students. Her expertise spans a wide array of disciplines, encompassing Physics, Astronomy, Aerospace Engineering, and Business and Management.

Nikodem Szumilo

Dr. Nikodem Szumilo is an Associate Professor at UCL (University College London) and the Director of the Bartlett Real Estate Institute, housed within the world's top-ranked faculty of the built environment, according to QS 2023. He is also a Lecturer at the University of St Gallen. Nikodem previously worked at the London School of Economics after completing his PhD at Cambridge University. He also holds the position of academic visitor at the Bank of England and serves as a Research Affiliate at the UCL Centre for Finance. In addition to being published in leading academic outlets, his work has been featured in leading non-academic outlets such as the Financial Times, Harvard Business Review, World Economic Forum – Strategic Intelligence, the Guardian, Bloomberg Businessweek or IPE Magazine.

Alois Weigand

Dr. Alois Weigand is a postdoctoral researcher at the University of St. Gallen and was a visiting faculty member at Singapore Management University. He was also a doctoral research fellow at the Tuck School of Business at Dartmouth. His research focuses on real estate finance, real estate economics, and infrastructure investments. His work has been published in the Journal of Financial Markets and Portfolio Management, Land, Transportation Research Part A, Real Estate Economics, and several other journals. Alois Weigand received his doctorate from the University of St.Gallen, where he also earned a master's degree in banking and finance.

Thomas Wiegelmann

Dr. Thomas Wiegelmann has over 25 years of experience in real estate across investment & asset management, consultancy, and corporate finance. In 2009, he co-founded BLUE Asset Management, a real estate investment boutique with two partners which grew to over EUR 1.2 bln in AuM by end of 2018. In Q1 2019, Schroders Group acquired BLUE as part of its strategy to strengthen its private assets capabilities. Following the acquisition, Thomas continued as Managing Director at Schroders until year-end 2024. Thomas holds an Honorary Professorship at UCL's Bartlett Faculty of the Built Environment, where he connects industry practice with academic insight. He is also a lecturer at the University of St. Gallen. He is an alumnus of Harvard Business School, having graduated from the Owner/President Management Program (OPM). He sits on the Harvard Real Estate Alumni Board.

Target Audience

It is relevant for roles spanning investment, asset management, development, advisory, financing, valuation, research, and corporate real estate. It also addresses professionals in adjacent functions that shape real estate decisions and transactions, including legal, regulatory, compliance, audit, and strategy. The course is suitable for participants, from analysts to senior leaders. No technical background is required, and no prior AI experience is needed. It starts clear and structured and then moves quickly into hands-on applications.

Course Location

KV Business School Zurich
Sihlpostgasse 2
8004 Zurich

Requirements

No special prior knowledge or expertise in finance is required to participate in the “Fit for AI in Real Estate” certificate course. Working proficiency in English is required.

Duration and Organization

The seminar will take place on the following four days in September/October 2026:

- September 23, 2026: 14:00 to 18:15 (Online)
- September 30, 2026: 09:00 to 17:00 (KV Business School Zürich)
- October 01, 2026: 09:00 to 17:00 (KV Business School Zürich)
- October 02, 2026: 09:00 to 16:00 (KV Business School Zürich)

Course Fee

CHF 3,350 (excluding accommodation, including a certificate and refreshments during morning and afternoon breaks, lunch, and drinks and snacks during the closing apéro).

Cancellations

If you cancel up to three weeks before the course starts, the full course fee will be refunded. If you cancel later than this, 50% of the course fee will be refunded. No refunds will be given for cancellations after the course has started. In any case, a processing fee of CHF 150 will be retained upon cancellation.

If the number of participants is too low, the course may be canceled or postponed. In this case, registered participants will be refunded the full course fee.

Registration

Online-Registration Fit for AI in Real Estate



Contact

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Accreditations:



Memberships:



From insight
to impact.