

**Course Description and Objective**

The focus of this course is on the major concepts, principles, data, and analytical tools used to evaluate commercial real estate (CRE) investment decisions. The course focuses primarily on equity investments in privately-owned and traded commercial real estate, although we will also discuss real estate investment trusts; i.e., “REITs.”

We will examine valuation and decision making from the perspective of "institutional" investors and market participants (e.g., banks, life insurance companies, investment management firms, pension funds, and real estate private equity funds). At the institutional level, the link between local property markets and the broader capital markets is the most intense and important.

Because we are focusing at the institutional level, this course will differ from some traditional real estate finance and investment courses focused on "Mom & Pop" individual investments. At our level of focus, we must rigorously integrate real estate investment topics with, and build our methodology upon, the modern investment perspective. However, the course is applied in nature in that the best practices of CRE professionals are taught and discussed.

Students must be familiar with the application of discounted cash flow analysis (capital budgeting) to commercial real estate investments (as is taught in REE 6045: Introduction to Real Estate). Students also are assumed to have a working knowledge of EXCEL and to be comfortable with the functions of a financial calculator.

*Means of accomplishing course objectives:*

1. Course is lecture oriented. However, questions and student participation are encouraged.
2. Principles will be reinforced through discussions, in-class quizzes, and problems available in the readings and lecture notes.
3. Homework assignments, done in groups, will also reinforce class material as well as expose students to the use of spreadsheet programs in real estate valuation and decision making. Concepts learned by completing the homework assignments are “fair game” for quizzes and exams.
4. In keeping with the applied nature of the course, many real world issues and “current events” will be discussed in class. In addition, you are encouraged to attend the Alfred A. Ring Distinguished Speaker Series (www.cba.ufl.edu/fire/realestate/cres/ring.asp).

Prerequisites:

REE 6045 (Introduction to Real Estate), or enrollment in the Master of Science in Finance (MSF) program, or completion of both FIN 5437 and FIN 5439. REE 6045 is highly recommended as a prerequisite.

Required Materials:

1. Selected chapters from *Real Estate Principles: A Value Approach 4th Edition*, by Ling and Archer (McGraw-Hill/Irwin, 2013). Other required readings will be available on the class Canvas site or distributed in class.
2. *Class Notes* can be downloaded directly from the class *Canvas* site. These Power Point note shells should be printed out and brought to class or brought to class on your laptop.
3. A financial calculator with standard time-value-of-money functions (present value, future value, annuities, etc.) that can also perform cash flow analysis (NPV and IRR). If purchasing, I would recommend the Helwett Packard 10BII. A useful two page overview of the HP-10BII (put together by Professor Archer) is available on the class Canvas site (under Files/Other Course Resources). You will not be able to use a phone with a calculator when taking exams.

*Note on class announcements:* I will frequently communicate with the class by posting announcements to the class *Canvas* site. It is your responsibility to make sure you are receiving email notifications of Canvas announcements.

Grading and Expectations:

<table>
<thead>
<tr>
<th>Grade Component</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Homework</td>
<td>16%</td>
</tr>
<tr>
<td>Quizzes</td>
<td>12%</td>
</tr>
<tr>
<td>Participation/cooperation</td>
<td>10%</td>
</tr>
<tr>
<td>First exam (Monday, November 14)</td>
<td>18%</td>
</tr>
<tr>
<td>Second Exam (Monday, December 12, 1:55-4:55pm)</td>
<td>44%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

*Grading:* You are guaranteed the following straight scale: If your weighted average percentage is 94 percent or greater you will receive an “A”; 90-93 percent will guarantee you an “A-”; 87-89 percent a “B+”; 84-86 percent a “B”, etc. However, final grades may be curved upward.

All homework assignments must be turned in on the assigned due date at the beginning of class. Late assignments will not be accepted.

Quizzes may, or may not, be announced prior to their administration. Some will be done in groups of three; some will be taken individually. Your lowest quiz score will be dropped in the calculation of your final quiz percentage.

Make-up exams will be offered only under extenuating circumstances (generally medical excuses) and only if the student receives permission from Professor Ling in advance of the conflict.

Answering and asking questions will contribute positively to your class participation grade. However, my evaluation will also be based on your attendance and the extent to which you help create a positive learning environment (i.e., arrive for class on time, show respect for your professor and your fellow students, do not engage in conversations with those seated around you, keep your cell phone off and out of sight, comply with rules regarding the use of laptops).
There is a large and complex body of material to master in this class. It is essential that you come prepared to each class: this means you need to have completed assigned readings and homework before class. The lectures are intended to highlight basic themes and to help you understand key concepts and techniques—they cannot cover everything assigned. You are, however, responsible for learning all of the assigned material. Unless you are specifically instructed to the contrary, assume all assigned material is “fair game” for quizzes and exams.

**Administrative Issues**

*I will arrive early and be prepared to start on time. Please do the same.*

*Computer usage during class:*  
If you wish to bring the power point slides to class on your laptop for editing/note taking, *you must sit in the first or second row of the classroom at all times.*

*Cell phones:*  
Please turn off your cell phone prior to class and keep it in your pocket, backpack, or briefcase.

*Accommodations for students with disabilities:*  
"Students requesting classroom accommodation must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the Instructor when requesting accommodation."

*Regrade Policy:*  
To insure that all students are treated equally and fairly in the grading process, students must follow the regrade policy below if they want a quiz, homework, or exam grade to be reconsidered. Please note that for me to reconsider your grade, you must provide me with the following material no later than two weeks after the assignment or quiz was returned. If you believe that you received incorrect credit for a particular portion of your graded material, please do the following:

1. Turn in the graded course material in question.  
2. Provide me with a clear, type-written case that clearly explains why you believe you received insufficient credit. Please note that to evaluate your request I will likely regrade the entire quiz, homework, or exam in order to determine if you were treated fairly relative to your peers. This could result in your grade being *lowered*  
3. Provide me with an email address where I can reach you once I have evaluated your case.

*Department Chair:*  
The chair of the Finance, Insurance and Real Estate Department is Professor Andy Naranjo,  
[andy.naranjo@warrington.ufl.edu](mailto:andy.naranjo@warrington.ufl.edu). The department offices are located in 321 Stuzin, 392-0153.
Related University Policies:

Document retention policy:
Student course material will be retained for three weeks beyond the end of the term.

The University’s honesty policy regarding cheating and use of copyrighted materials:
All students are required to abide by the Academic Honesty Guidelines set forth in the University of Florida Rules - 6C1-4 Student Affairs, 6C1-4.017 Student Affairs: Academic Honesty Guidelines. The following website contains details covering the academic honesty guidelines: http://www.aa.ufl.edu/Handbook/students.html.

The University’s student code of conduct:
Students enjoy the rights and privileges that accrue to membership in the UF community and are subject to the responsibilities that accompany that membership. As stated in the Standard of Ethical Conduct, students are expected to treat others with respect and concern (6C1-4.016 Student Conduct Code; Violations, Penalties and Procedures for Adjudication). The following website contains details covering the student code of conduct: http://www.dso.ufl.edu/judicial/conductcode.php.

UF Religious Observances Policy
Students are allowed the opportunity to observe the holy days of his or her faith. A student needs to inform the faculty member of the religious observances that will conflict with class attendance tests or examinations prior to the class or occurrence of that test or activity. The faculty member is then obligated to accommodate that particular student's religious observances. Because our students represent a myriad of cultures and many faiths, the University of Florida is not able to assure that scheduled academic activities do not conflict with the holy days of all religious groups. We, therefore, rely on students to make their need for an excused absence known in advance of the scheduled activities. The UF Religious Holidays Policy is available at: https://catalog.ufl.edu/ugrad/current/regulations/info/attendance.aspx
Monday, October 24

Class Orientation and Introduction

Income Taxation and Cash Flows, Values, and Returns

Class Notes, Lecture #1

Chapter 20, Real Estate Principles 4th ed., Ling and Archer.

Wednesday, October 26

Income Taxation and Cash Flows, Values, and Returns, continued

Class Notes, Lecture #1


1031 Corporation, “The Tax Rules for Sale of a Personal Residence (In A Nutshell).” (Canvas site)

HUD, “LIHTC Basics.” (Canvas site)

Tax-Deferred Exchanges

Class Notes, Lecture #2

1031 Corporation, “Everything You Ever Wanted to Know About 1031 Exchanges and the Tax-Saving Opportunities.” (Canvas site)

Homework #1 due

Monday, October 31

Tax-Deferred Exchanges, continued

Class Notes, Lecture #2

Ling, David C. and Milena Petrova, “The Economic Impact of Repealing or Limiting Section 1031 Like-Kind Exchanges in Real Estate.” Read pages 1-17. (Canvas site)


Homework #2 due

Wednesday, November 2

Leasing Terms and Analysis

Class Notes, Lecture #3

Chapter 22, Real Estate Principles 4th ed., Ling and Archer.

CCIM Institute, “Typical Items in Commercial Leases” (Canvas site).

Pizza Restaurant Lease (Canvas site)

Thursday, November 3

Alfred A. Ring Distinguished Speaker Series (http://warrington.ufl.edu/centers/eres/ring.asp):

Mr. Neil Freeman, Chairman & CEO, Aries Capital (http://ariescapital.com)

Bryan Hall, Room 130, 4:05-6:00 p.m.
Monday, November 7
Leasing Terms and Analysis, continued

Class Notes, Lecture #3
Philips, David, “Hong Kong Still the Priciest Retail Market” *GlobeSt.com*, February 24, 2014 (class website).

Wednesday, November 9
Guest Lecture, Mr. Keith Schantz, Director of Real Estate, TJX Companies
"Reality Leases and Lease Negotiations in Today's Retail Environment"
Homework #3 due

Thursday, November 10
Alfred A. Ring Distinguished Speaker Series (http://warrington.ufl.edu/centers/cres/ring.asp):
Mr. Dirk Aulabaugh, Managing Director, Green Street Advisors (http://www.greenstreetadvisors.com)
Bryan Hall, Room 130, 4:05-6:00 p.m.

Monday, November 14
First Exam

Wednesday, November 16
Commercial Mortgage Types and Decisions

Class Notes, Lecture #4

Thursday, November 17
Alfred A. Ring Distinguished Speaker Series (http://warrington.ufl.edu/centers/cres/ring.asp):
Mr. Jim Motta, Partner, Trident Atlantic Partners (http://www.tritonatlantic.com)
Bryan Hall, Room 130, 4:05-6:00 p.m.

Monday, November 21
Commercial Mortgage Types and Decisions, continued

Class Notes, Lecture #4
Mattson-Teig, Beth, “Construction Loans Fall Victim to Concentration Risk Concerns,” *National Real Estate Investor On-Line*, September 14, 2016. (Canvas site)

Homework #4 due
Monday, November 21, continued  
Sources of Commercial Debt and Equity Capital  
Class Notes, Lecture #5  

Wednesday, November 23  
No Class, Thanksgiving break

Monday, November 28  
Sources of Commercial Debt and Equity Capital, continued  
Class Notes, Lecture #5  
Realty Mogul, “LLCs as Real Estate Investment Vehicles,” February 6, 2014 (Canvas site).  
Quick Liquidity, “Commercial Real Estate Partnership: A Real Life Game of Thrones,” August 2, 2016. (Canvas site).  
Quick Liquidity, “McDonald’s Secret Sauce: Commercial Real estate,” September 26, 2016. (Canvas site).  
Bubny, Paul, “Smaller Banks are Now Biggest Lending Class,” GlobeSt.com, September 16, 2016. (Canvas site)  
Rivas, Teresa, “Here’s How Banks Commercial Real Estate Exposure Stacks Up,” Barrons.com, August 16, 2016. (Canvas site)  
Mattson-Teig, Beth, “Are Foreign Investors Moving to the Sidelines?,” National Real Estate Investor On-Line, August 8, 2016 (Canvas site)  
Bechtel, Gary, “U.S. Commercial Real Estate: A Favorite among Foreign Investors;” National Real Estate Investor On-Line, September 28, 2016 (Canvas site)  
Morphy, Erika, “Proposed Government Funding Measure Includes EB-5 (For Now),” GlobeSt.com, September 26, 2016. (Canvas site)  
Idzelis, Christine and Craig Torres, “Shadow Lenders are Pushing Into Risky Real Estate Deals,” Bloomberg News, July 17, 2015. (Canvas site)

Private Equity and the Economics of Joint Ownership  
Class Notes, Lecture #6  
Chapter 18 from Real Estate Finance and Investment (12th edition) by William Brueggeman and

Wednesday, November 30  
Private Equity and the Economics of Joint Ownership, continued  
Class Notes, Lecture #6  
Investment Law Group, “Structuring Private Real Estate Funds--Key Terms and Features,” October 1, 2013 (Canvas site).  
Vass, Laurie Thomas, “Understanding the Benefits of a Reg D Rule 506c Private Offering for Real Estate Development Firms,” The Private Capital Market, Inc. (Canvas site)  
Perlberg, Heather, “It Took Only 12 Hours to Crowdfund $1 Million for House Flipping,” National Real Estate Investor On-Line, September 21, 2016. (Canvas site)  
Katz, Rayna, “RE Crowdfunding Platform Hits $1B Mark,” GlobeSt.com, September 19, 2016. (Canvas site)

Monday, December 5
Private Equity and the Economics of Joint Ownership, continued
Class Notes, Lecture #6
Homework #5 due

Wednesday, December 7
Investing in Real Estate Investment Trusts
Class Notes, Lecture #7
www.reit.com. Once on the NAREIT website, click on “What is a REIT?” under “REIT Basics.” Then click on “FAQs” (Frequently Asked Questions). You are responsible for all of the “FAQ” material (including all the “learn more” material that is available in each section).
Sullivan, Paul, “Real Estate Strikes Out on Its Own in the Stock Indexes,” nytimes.com, August 26, 2016. (Canvas site)
Brown, Lisa, “Real Estate’s Debut as Standalone Sector Has Its Positive Impacts,” GlobeSt.com, September, 26, 2016. (Canvas site)
Kelly, Bruce, “Nontraded REITs Sales Fall Off a Cliff as Industry Struggles to Adapt,” www.investorentnews.com, July 24, 2016.
Bubny, Paul, “Blackstone Makes a Foray into Non-Traded REITS,” GlobeSt.com, August 11, 2016. (Canvas site)

Monday, December 12
Second Exam, 1:55pm-4:55pm, GER 122