

**Fall 2017**  
**REE 6935: Real Estate Case Studies -**  
**(Including the Alfred A. Ring Distinguished Speaker Series)**

**Instructors:** Professor Ling (Course coordinator/Ring) and Mr. Becker (Case Studies)

**Office:** STZ 301

**Office Hours:** By appointment

**Phone:** (352) 273-0313 (Ling)  
(352) 273-1827 (Becker)

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[tim.becker@warrington.ufl.edu](mailto:tim.becker@warrington.ufl.edu)

**Classroom:** Hough 150

**Meeting Time:** Thursday, 4:05 PM – 6:00 PM except for days as indicated on schedule

### **COURSE GRADING**

Your “base” course grades will be based on three considerations, weighted as indicated:

Attendance and participation as appropriate	75%
Attendance at Ring Small Group Session	10%
Case studies work	15%

For cases or other homework, a straight scale will be used to determine your base grade: greater than 90%, “A”; 80-90%, “B”, etc. You are required to attend all of the Ring presentations, the case study sessions and the Advisory Board Retreat. ***Each unexcused absence will lower your final grade by a full letter grade.*** Examples of excused absences include job interviews that could not be scheduled on an alternative date and medical emergencies. Excused absences must be arranged with Professor Ling ***prior*** to the missed session. You should expect to be required to make up missed Ring Speakers with an MBA, MSF, or other industry speaker approved by Professor Ling.

### **OTHER EXPECTATIONS**

Proper attire for MSREs at all Ring presentations is business casual. In most cases, we are able to arrange for the Ring Speaker to meet with a small group of invited students for an hour (usually 2:45-3:45pm) before the speaker’s “public” presentation at 4:05pm. Every student will be required to attend at least one of these sessions this semester. Students attending these small group meetings should wear coats and, preferably, ties.

Arriving late to Ring presentations, or leaving early, is *not acceptable* and *will* result in loss of attendance credit. MSRE students not dressed appropriately will be asked to leave and will *not* receive attendance credit.

We will do everything we can to provide advanced notice of changes to the case studies schedule. However, our guests are volunteering their time out of complex schedules dealing with extensive responsibilities. Thus, we may have to make last minute changes to the schedule. Your flexibility is both expected and appreciated.

*Email accounts:* We will frequently correspond with the class via Canvas announcements. If you frequently use an alternative email address (gmail, yahoo, etc.), it is your responsibility to make sure you are receiving Canvas announcements.

## **CLASS SCHEDULE**

### **Tuesday, August 22**

Course introduction for both Real Estate Research and Technology and Real Estate Case Studies

### **Thursday, August 24**

Case Study: Overview of the Acquisition Process

Speaker: *Paul Ellis*

CEO, Foundry Commercial ([www.foundrycommercial.com](http://www.foundrycommercial.com))

### **Sunday, August 27**

ICSC Florida Conference – Orange County Convention Center -Student Reception

### **Monday, August 28**

ICSC Florida Conference and Bergstrom Center Reception

### **Wednesday, August 30**

Presentations Skills Workshop

Instructor, *John Sanna*

Principal, Score Communications (<http://scorecommunications.com>)

4:05-8:00pm

### **Thursday, August 31**

Presentations Skills Workshop, continued

4:05pm-8:00pm

### **Thursday, September 7**

*Alfred A. Ring Distinguished Speaker Series*

Speaker: *Hamilton Hunt*

President, Hunt Douglas Real Estate Services, Inc. (<http://www.huntresco.com>)

### **Friday, September 8**

UF Business Career Services – Professional Development Day (8am-5pm), UF Hilton

### **Thursday, September 14**

Bergstrom Center Advisory Board Retreat (1pm-7pm), UF Hilton/Campus

### **Friday, September 15**

Bergstrom Center Advisory Board Retreat (8pm-3pm), UF Hilton

### **Thursday, September 21**

UF Business Career Services Gator Graduate Career Fair (3pm-7pm), Champions Club in Gator Football Stadium

### **Friday, September 22**

UF Business Career Services Gator Graduate Interview Day (all day), Hough Hall

**Tuesday, September 26 (non-technical day) and Wednesday, September 27 (technical day)**  
UF Career Resource Center Career Showcase (9am-3pm) Stephen C. O'Connell Center

**Thursday, September 28**

*Alfred A. Ring Distinguished Speaker Series*

Speaker: *Timothy Peterson*

Chief Financial Officer and Partner, The Altman Companies (<http://altmancos.com>)

**Thursday, October 5**

*Alfred A. Ring Distinguished Speaker Series*

Speaker: *Scott ("Skipper") Peek*

Senior Vice President, Tavistock Development Company (<http://tavistockdevelopment.com>)

**Thursday, October 12**

No class – Module 1 finals week

**Thursday, October 19**

No class – Fall break

**Thursday, October 26**

Case Study: Leasing Strategy and Negotiation

Speakers: *Ralph Conti*, Principal and Managing Member, RaCo Real Estate Advisors ([www.racorealestate.com](http://www.racorealestate.com));

*Keith Schantz*, TJX Companies ([www.tjx.com](http://www.tjx.com))

**Thursday, November 2**

*Alfred A. Ring Distinguished Speaker Series*

Speaker: Robert Given

Vice Chairman, Cushman & Wakefield ([www.cushmanwakefield.com](http://www.cushmanwakefield.com))

**Thursday, November 9**

MSRE Alumni Panel

Speakers: *Brett Gelsomino*, Senior Development Manager, ZOM Florida ([www.zomusa.com](http://www.zomusa.com)), *Kevin Jund*, Associate, Hines ([www.hines.com](http://www.hines.com))

**Thursday, November 16**

*Alfred A. Ring Distinguished Speaker Series*

Speaker: *Thomas Arnold*

Deputy Global Head & Head of Americas, Real Estate and Infrastructure Department, Abu Dhabi Investment Authority, Abu Dhabi, UAE ([www.swfinstitute.org/swfs/abu-dhabi-investment-authority](http://www.swfinstitute.org/swfs/abu-dhabi-investment-authority))

**Thursday, November 23**

No Class, Thanksgiving

**Thursday, November 30**

*Alfred A. Ring Distinguished Speaker Series*

Speaker: *Mary Pat Dunleavy*

Senior Vice President, Fidelity National Title Insurance Group ([www.fnf.com](http://www.fnf.com))

**Thursday, December 7**

Case Study: Ethics in Real Estate  
Speaker: *Ron Wheeler*  
CEO, Sembler Company ([www.sembler.com](http://www.sembler.com))

**Thursday, December 14**  
No Class-Finals Week

## **ADMINISTRATIVE ISSUES**

### *Computer usage during class:*

Laptops may be required for some sessions. However, they are to be used only for class related matters. Web surfing, answering emails, etc. are a distraction both for you and your peers and will adversely affect your participation grade.

### *Department Chair*

The chairman of the Department of Finance, Insurance and Real Estate is Professor Andy Naranjo, [andy.naranjo@warrington.ufl.edu](mailto:andy.naranjo@warrington.ufl.edu), (352)392-3781. The Department offices are located in 321 Stuzin, 392-0153.

## **MISCELLANEOUS UNIVERSITY ISSUES**

### *Document retention policy:*

Student course material will be retained for three weeks beyond the end of the semester.

### *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.

### *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 UFlorida 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>.