

425 - Real Estate Finance

Prerequisite: Business 320. This course covers the contemporary principles of valuation, acquisition, financing, and financial management of real property. Emphasis is on the analytical techniques of mortgage lending, valuation, tax factors, investor objectives, and trends in the industry.

482 - Real Estate Market Analysis

This course includes an introduction to the examination of the processes used to analyze the supply and demand for real estate. General methodologies for market studies are developed and then applied to the residential, retail, and office sectors. The course also explores demographic, technological, economic, and social trends that affect these real estate markets into the future. Techniques of spatial analysis are introduced.

486 - Real Estate Equity Investment

Prerequisite: Business 320 and 425. This course presents information on investment in and valuation of income-producing real estate, both in public company and direct property formats. It examines the relationship of project and entity valuation to various financial and performance metrics, sources and uses of capital, and management decisions. Direct investment concepts covered include cash flow analysis, net present value, internal rate of return and yield capitalization in addition to public market measures such as Fund From Operations and financial reporting via SEC filings. The course also focuses on different property sectors within the real estate industry along with the tools and resources available to conduct relative valuations. Real world examples and applications are used to highlight these analytical techniques as are outside speakers.

488 - Real Estate Development

Prerequisites: Business 320 and 425. This course will present a comprehensive look at the real estate development process. The curriculum will lead the class through a staged development and introduce the various components and individuals involved in a project. The plan for the class is to supplement the teaching with a number of outside speakers from the real estate industry that specialize in specific aspects of the development process as well as respected real estate leaders from the industry.