

## BUSINESS OF REAL ESTATE (RESM)

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### **RESM 3010 Principles of Real Estate I (3)**

Topics include concepts of real estate and its impact in the economy, the nature and description of real estate, real estate market sectors, land conveyance systems and acquisition, real estate Ownership and leasehold structures and risk management in real estate. There is also a field component, in which students identify and examine specific investment properties. The course ends by covering basic concepts regarding insurance and ownership risk management. Corequisite(s): RESM 3020, RESM 3030, RESM 3040 and RESM 3060.

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### **RESM 3020 Principles of Real Estate II (3)**

The second block of Principles of Real Estate goes deeper into the implications, financial, technical and legal of owning, using and profiting from Real Estate property. Additionally, it introduces the basic concepts of being a developer, the development team and process. The course also covers topics related to working with the public sector as a partner and ethical practice. Topics of study include Real Estate value and how it evolves; property taxes, fees and assessments; leasing Real Estate; the development team, members and responsibilities; loan documentation; Real Estate and the public sector; commercial Real Estate; fair housing laws and ethical practices; legal and environmental considerations of industrial Real Estate; litigation.

Corequisite(s): RESM 3010, RESM 3030, RESM 3040 and RESM 3060.

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### **RESM 3030 RE Market Analysis & Finance (3)**

This is an introductory course that exposes students of all backgrounds to general principles of real estate market analysis and finance. The course will begin with a simple exploration of single family real estate developments and progress to more complex mixed-use developments. The principles of market analysis and deal financing will be taught on a level commensurate with the scale of each development type. The class is designed to help students to develop the skills needed to conduct a basic market analysis and build a financial pro forma for deal analysis. Topics include understanding real estate market analysis, approach to market analysis, introduction to finance, real estate finance basics, funding real estate investments, and pro forma building. Corequisite(s): RESM 3010, RESM 3020, RESM 3040 and RESM 3060.

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### **RESM 3040 Fundamentals Real Estate Devel (3)**

This is an introductory course that exposes students of all backgrounds to the fundamentals of real estate development. Through a hands-on case study, students will learn how to conduct a thorough due diligence analysis, including market research, financial projections, and building programming. Students will also learn how to prepare a deal package to be used for presenting to banks, investors, and other parties. Corequisite(s): RESM 3010, RESM 3020, RESM 3030 and RESM 3060.

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