

**Master of Real Estate Development RED546:  
Applications of Real Estate Finance  
to  
Problems of Development**

• **COURSE OVERVIEW**

This course is designed to facilitate mastery of the core skills required of real estate professionals, be they developers, financiers, brokers, investment managers, etc. Each position requires the ability to think critically about valuation and the elements used in its construction. This class helps develop this faculty by exercising the student's analytical abilities in a number of different contexts. These include acquisition, development and financing of investment real estate, asset management, corporate real estate, lease analysis, distressed properties and the real estate workout process. The course is appropriate for students interested in real estate with strong finance skills and a desire to broaden their exposure to some of the unique aspects of real estate.

• **COURSE ORGANIZATION**

The course is a combination of lecture, cases, and guest speakers. Lectures are intended to prepare students to think critically and creatively about issues found in the cases. The cases have been selected to provide students with a broad array of advanced real estate topics and to force them to integrate lecture material with their fundamental skills in a "real world" setting. Guest speakers will play two roles: first, they will provide context for class material and current information about a variety of markets and product types; second, they will assist in running discussion related to individual cases (typically cases in which they had material participation). Students are expected to prepare every case for discussion. Assignments include market analyses, case questions, and case write-ups. This class will end one week earlier than normal in order for the MREDs to take their comprehensive exam the following week.

Grading is as follows:

Short cases/Skills prep	10%
Full case investment memos	60%
Case presentation(s)	15%
Participation	<u>15%</u>
Total	100%

Write-ups will be required of all cases. Write ups may be individual or group in nature, with a scope that may vary by case: specifics will be provided on a case-by-case basis. Depending on the progress of the class there may be a final case that may be more complex. Students will

be called upon regularly in class to discuss cases assigned for preparation. The participation grade will be based on the students' ability to contribute positively to class discussion.

- **REFERENCES, PERIODICALS AND WEB SITES**

Students should have a complete working knowledge of the material in Breuggeman and Fisher, Real Estate Finance and Investments or the equivalent. There are many real estate finance texts: Geltner & Miller, Jacobus, Linnemann, etc. Very simply you are expected to know the basics of real estate finance prior to starting this class.

Course readings will be posted on the class Blackboard site as necessary.

Students should be receiving both Commercial Mortgage Alert and Real Estate Alert. You should use both to stay abreast of happenings in the larger real estate world and use them as an opportunity to test your command of the language of real estate and the underlying logic. I regularly read [www.calculatedrisk.com](http://www.calculatedrisk.com) and <http://www.housingwire.com> - General RE Finance Blog to do the same. There are many good sources out there, feel free to make suggestions to the class for more.

- **OFFICE HOURS**

Preliminary office hours are Mondays and Fridays from 11:00 to 12:00, and by appointment as needed. Please e-mail us if you cannot make it to scheduled office hours.

Office: Zoom for the time being

E-mail: [redfearn@usc.edu](mailto:redfearn@usc.edu)

- **CLASS MEETINGS**

Below is the tentative list of topics and an approximate schedule for the semester. We can edit it as we see fit, as there are many ways to exercise the skills that this class should develop. We will discuss and revisit both the topics and schedule throughout the semester.

Here is the proposed case inventory is fully live this spring. The cases will be detailed as they are completed. But, the sponsors include:

1. Tyler Carlson, Evergreen
2. Damian Gancman, CityView
3. Dan Floriani, Pac-Industrial
4. TBD, but a good one with alumni is in the works...
5. Jeff Dritely, Kearny Street and Mark Jacobs, Oaktree
6. Possible one more; TBD

- **Note on Disability**

Any student requesting academic accommodations based on a disability is required to register with Disability Services and Programs (DSP) each semester. A letter of verification for approved accommodations can be obtained from DSP. Please be sure the letter is delivered to me as early in the semester as possible. DSP is located in STU 301 and is open 8:30 a.m. to 5:00 p.m., Monday through Friday. The phone number for DSP is (213) 740-0776.

- **Note on Academic Responsibility** Students, faculty, and administrative officials at the University of Southern California, as members of the academic community fulfill a purpose and a responsibility.

The University must, therefore, provide an optimal learning environment, and all members of the University community have a responsibility to provide and maintain an atmosphere of free inquiry and expression. The relationship of the individual to this community involves these principles:

Each member has an obligation to respect:

1. The fundamental human rights of others
2. The rights of others based upon the nature of the educational process
3. The rights of the institution

### **Academic Dishonesty**

The following statements and examples explain specific acts of academic dishonesty.

1. Examination Behavior: Any use of external assistance during an exam is considered academically dishonest unless expressly permitted.
  - Communicating in any way with another student during the examination.
  - Copying material from another student's exam.
  - Using unauthorized notes, calculators or other devices.
2. Fabrication: Any intentional falsification or invention of data or citation in an academic exercise will be considered a violation of academic integrity.
  - Inventing or altering data for a laboratory experiment or field project.
  - Resubmitting returned and corrected academic work under the pretense of grader evaluation error, when, in fact, the work has been altered from its original state.
3. Plagiarism: Plagiarism is the theft and subsequent passing off of another's ideas or words as one's own. If the words or ideas of another are used, acknowledgment of the original source must be made through recognized referencing practice.
  - Direct Quotation: Any use of a direct quotation should be acknowledged by footnote citation and by either quotation marks or appropriate indentation and spacing.
  - Paraphrase: If another's ideas are borrowed in whole or in part and are merely recast in the student's own words, proper acknowledgment must, nonetheless, be made. A footnote or proper internal citation must follow the paraphrase material.
4. Other Types of Academic Dishonesty:
  - Submitting a paper written by another;
  - Using a paper or essay in more than one class without the instructor's express permission;
  - Obtaining an advance exam copy without the knowledge or consent of the instructor;

- Changing academic records outside of normal procedures;
- Using another person to complete homework assignment or take-home exam without the knowledge and consent of the instructor.

The above information is taken directly from the SCampus and the Academic Affairs Unit of the Student Senate in conjunction with the Academic Standards Committee.

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**APPENDIX A: ACADEMIC DISHONESTY SANCTION GUIDELINES**


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VIOLATION	RECOMMENDED SANCTION (assuming first offense)
Copying answers from other students on exam.	F for course.
One person allowing another to cheat from his/her exam or assignment.	F for course for both persons.
Possessing or using extra material during exam (crib sheets, notes, books, etc.)	F for course.
Continuing to write after exam has ended.	F or zero on exam.
Taking exam from room and later claiming later that the instructor lost it.	F for course and recommendation for further disciplinary action (possible suspension).
Changing answers after exam has been returned.	F for course and recommendation for disciplinary action (possible suspension).
Fraudulent possession of exam prior to administration.	F for course and recommendation for suspension.
Obtaining a copy of an exam or answer key prior to administration.	Suspension or expulsion from the University; F for course.
Having someone else take an exam for oneself.	Suspension or expulsion from the University for both students; F for course.
Plagiarism.	F for the course.
Submission of purchased term papers or papers done by others.	F for the course and recommendation for further disciplinary action. (possible suspension)
Submission of the same term papers to more than one instructor where no previous approval has been given.	F for both course.
Unauthorized collaboration on an assignment.	F for the course for both students.
Falsification of information in admission application (including supporting documentation).	Revocation of university admission without opportunity to apply.
Documentary falsification (e.g., petitions and supporting materials medical documentation).	Suspension or expulsion from the university; F for course when related to a specific course.
Plagiarism in a graduate thesis or dissertation.	Expulsion from the university when discovered prior to graduation; revocation of degree when discovered subsequent to graduation.

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Please refer to Trojan Integrity: A Faculty Desk Reference, for more information on assessing sanctions. You may also consult with members of the Office of Student Judicial Affairs and Community Standards at any point in the process, (213) 740-6666

Note: The Student Conduct Code provides that graduate students who are found responsible for academic integrity violations may be sanctioned more severely than Appendix A suggests.