

University of California, Davis, Graduate School of Management  
Course Syllabus (Subject to Change)  
MGP 276, Real Estate Finance and Investments, Summer 2017

Time: Thursdays 6:30 – 9:30

Dates: June 22 to August 24. Final Exam on August 31.

Location: Sacramento Campus

Instructor: Todd Mirell

Phone: 916-768-8586 (Cell)

Office Hours: By appointment

Email: [tmirell2015@gmail.com](mailto:tmirell2015@gmail.com)

Course outline: This course will serve as a basic introduction to real estate finance development and investment. The commercial real estate market will be the focus of the class but the residential market will be discussed as well. The course will not require students to have any prior experience in real estate. Upon completion, students will have a working knowledge of the real estate industry, cash flow projections, financing and development. Case studies will be utilized to apply lecture/textbooks concepts to real world applications.

Conduct code: Each student is responsible for knowing and adhering to the UC Davis code of conduct. Any student with questions regarding the code should contact the GSM administration. Any violation of the code will be dealt with appropriately.

Laptop policy: Use of laptops and other electronic devices is acceptable as long as such use does not bother other students or disrupt the learning environment.

Textbooks and Course Materials:

1. Brueggeman, William B. and Fisher, Jeffrey D. *Real Estate Finance and Investments*, 15th edition (McGraw-Hill/Irwin, 2016), ISBN-13: 978-0073377353, ISBN-10: 007337735X
2. Hewlett Packard 10bII Financial Calculator, available from Amazon.com or hp.com. This is optional but a financial calculator that can perform PV/FV/NPV/IRR/AMORTIZATION functions will be needed for the course. Instruction on the 10bII will be included as part of this course. **Alternatively, Smartphone app 10BII Calc HD by Ernest Brock will provide the exact same utility and is far cheaper. Either choice is acceptable.**
3. Case studies and additional readings available on study.net
4. Lecture notes will be posted to the class website.

Course Requirements:

1. Exams: There will be one, in-class, closed book/notes midterm exam and one, in-class, closed book/notes final.
2. Class Participation: Students will be expected to have reviewed the cases and class readings prior to class and be prepared to discuss them.
3. Case Studies: Cases will be used to introduce and explore many of the concepts introduced in the class. Students will form groups of 3-4 members and will turn in an analysis of the Shady Trail and 503 Cricket Road cases (included in textpak). Each analysis will be a minimum of three pages, double spaced in addition to a 1-2 page financial pro-forma based on the lessons taught in class. More detail will be provided in class.
4. Course Pre-requisite: None. However, completion of the core finance course, Financial Theory and Policy, MGP/MGT/MGB 205 is **STRONGLY** recommended.

Grading:

Class Participation 10% (group evaluations will factor into this grade as well)  
In-class Midterm Exam 25%  
Case Studies 30% (15% each)  
In-Class Final Exam 35%

## SCHEDULE, LECTURE TOPICS, READING

**Class 1** - House-keeping, instructor background, Real Estate Law Intro, NPV/IRR review, 10bII calculator review, leases, the basis of real estate value, lease terminology, leasing process

Reading: Chapter 1, 3, 9

**Class 2** - Income Producing Assets, Investing in Real Estate

Reading: Chapter 10, 11

**Class 3** - Fixed/variable rate debt instruments,

Reading: Chapter 2, (pages 16-25), 4, 5

**Class 4** - Additional concepts, financing Commercial Real Estate,

Reading: Chapter 6, 12, pgs 435/436 (market leasing assumptions)

**Class 5** - Mid-Term

Reading: NA

**Class 6** - Mid-Term Debrief, Land Development, Project Development

Reading: Chapter 17 (pgs 545-555), 16

**Class 7** - Dispositions

Reading: Chapter 14

Case Study Due: 503 Cricket Road

**Class 8** - Financing Residential Properties, CMOs, Credit Default Swaps, Pass-Through Securities

Video: 60 Minutes story on CDS

Reading: Chapter 8, 19, 20, Wall Street Journal Article (Textpack)-Wall Street Wizardry Amplified Credit Crisis,

**Class 9** - Real Estate Law, Bankruptcy, Loan Workouts, Foreclosure, Financing Corporate Real Estate,

Reading: Chapter 2, (pgs 26-39), 15

**Class 10** - Final Review, Structuring Real Estate Investments: Organizational Forms and Joint Ventures

Reading: Chapter 18

Case Study Due: Shady Trail

**Class 11 Morning - Final**