RE 320 – Real Estate Finance and Investment
Spring 2018

Instructor: Nicholas Ordway, J.D., Ph.D.
Office Hours: Tuesday and Thursday 12:00-1:00 p.m. and by appointment.
Office: B-204a, College of Business Administration (This is in Suite B-201)
Telephone: 956-7892 (Note telephone policy below)
E-Mail: olgiord@hawaii.edu

Classroom meetings and times and place: Classes will be held at 9:00 – 10:15 am Tuesday and Thursday in Room D-203.

Catalog Description: Financial and investment techniques used to evaluate real property and real estate security investments.

Prerequisites: None

Student learning outcomes:

1. To understand the role of finance in the investment of real estate
2. To be able to understand the concept of real estate project feasibility.
3. To be able to describe primary and secondary mortgage market.
4. To differentiate various mortgage types and their financial implications.
5. To be able to describe the regulatory structure of real estate finance.
6. To understand mortgage underwriting and the loan application.
7. To be able to differentiate between solid real estate investments and “get rich quick” schemes.
8. To appreciate the importance of “ethics” in investment transactions

Relation to “Institutional Learning Objectives for Undergraduate Students” (ILOs):

ILO 2a. Think critically and creatively: Elements applied in this course include – “being information literate – knowledge, procedures, processes, or products to discern bias and arrive at reasoned conclusions”; “reasoning with numbers and other mathematical concepts (numeracy)”, and “developing financial literacy.”

ILO 2b. Conduct research: Elements applied in this course include - “using library and information systems.” (Instructor’s note: particularly the Internet)
ILO 2c. Communicate and report: Elements applied in this course include—“written and oral communication”. (Instructor’s note: short reports)

ILO 3a. Continuous learning and personal growth: Elements applied in this course include—“ethical behaviors and judgments” and “habits of scholarly inquiry.”

Textbooks:


You will need a financial calculator.

Grading:

Homework Assignments (3 assignments) 21 points (plus up to 6 bonus points)

You must turn in all homework projects on date indicated in the schedule; Each project is worth up to 7 points (not including possible bonus points): A = 7 points; B= 5 points; C=3 points, & D =1 point; Failing-to turn in project = (-5 points). Note: An outstanding homework assignment—can receive a bonus score of “2” additional points if student is called and shares answer with class.

Test #1 30 points

Test #2 30 points

Final Exam 20 points

(Note: possible points are greater than 100)

Grade-Score Equivalents:

A+ = 97 points +  B+ = 87 points +  C+ = 77 points +  D = 60 points +

A  = 93 points +  B = 83 points +  C  = 73 points +  F = below 60 points

A-  = 90 points +  B- = 80 points +  C-  = 70 points +

Class Policies:

1. You have a limited license to tape record lectures for your own personal use.

2. Generally any open time/date is available for appointments. Probably the best way to make appointments is by e-mail.

3. You are encouraged to use e-mail to ask questions. However, e-mail is not acceptable for turning in assignments. Grades will NOT be provided by e-mail or telephone. However this information is always available to you if you personally come to my office.
4. I tend not to answer my phone calls until a sufficient number of messages have group up (Time management). If you make a phone call – make sure you leave a message.

5. You are encouraged to meet with the professor outside of class if you need additional help understanding the concepts. Let me know by e-mail if you plan to come in so that the outer door can be opened (if necessary).

6. All assignments must be typed.

7. Unexcused late paper will suffer a penalty. Any excuses must be documented.

8. There are many handouts in class. If you are not present when these handout are given, you will need to make an appointment with the instructor to obtain the handout.

9. You do not want to miss the Power Point presentations – because of copyright issues copies of these presentations are not available.

10. Try not to come to class late – Often the instructor provides valuable test tips during the first five minutes of class. These tips are not provided again during the test reviews which also start at the beginning of a class period.

11. If you are more than fifteen minutes late for a test, you may be required to take a make-up test at a later time or date. (This applies primarily for the Final Exam which is a multiple-choice test).

12. Academic Honesty: Because UHM is an academic community with high professional standards, its teaching, research, and service purposes are seriously disrupted and subverted by academic dishonesty. Such dishonesty includes cheating and plagiarism as defined below. Ignorance of these definitions will not provide an excuse for acts of academic dishonesty.

A. Cheating includes but is not limited to giving or receiving unauthorized assistance during an examination; obtaining unauthorized information about an examination before it is given; submitting another’s work as one’s own; using prohibited sources of information during an examination; fabricating or falsifying data in experiments and other research; altering the record of any grade; altering answers after an examination has been submitted; falsifying any official University record; or misrepresenting of facts in order to obtain exemptions from course requirements.

B. Plagiarism includes but is not limited to submitting, in fulfillment of an academic requirement, any work that has been copied in whole or in part from another individual’s work without attributing that borrowed portion to the individual; neglecting to identify as a quotation another’s idea and particular phrasing that was not assimilated into the student’s language and style or paraphrasing a passage so that the reader is misled as to the source; or submitting the same written or oral or artistic material in more than one course without obtaining authorization from the instructor involved.
13. Service to Students with Disabilities: If you are a students with a physical and/or mental disability, you are encouraged to contact the Kokua Program (956-7511) on the ground floor of the new Student Services Center.

**SCHEDULE**

Caveat: Minor changes may be made in the schedule as the semester progresses.

**January**

9 - Introduction, course objectives; So You Want to be a Millionaire, Crook, Ch. – “Introduction”.

11 - Real Estate Investment Decision Stages – (attached to syllabus).


18 – **(Power Point)** “The Real Estate Brain of Donald Trump: A Non-Political Analysis of Four NYC Cases.

23– Trump Continued – Comments by instructor on Stages 6. The players – (Attached to the syllabus); Getting in on the Ground Floor, Crook Ch. 2.

Homework #1: Take any commercial market at any location in Hawaii and identify those supply and demand factors that make it possible for real estate projects in that market to succeed. Be sure to define the geographic nature of the market (trade area). **Assignment due February 13.**

25 – **(Power Point)** “Demographics: Numbers that Count; **Stage Three** - Screen Alternatives AND **Stage Four** – Select Probable Choice (real estate investment decision stages).


**February**

1 – Feasibility analysis continued; Site Analysis (situs and externalities); Discussion of real estate markets. Property Analysis, Weidemer, Chapter 10;

6 – **(Power Point)** “Walt Disney: IP and International Markets”

8– Walt Disney Case continued.

Introduction to real estate finance: History and Background of Real Estate Finance – Weidemer, Chapter 11; Money and Interest Rates; Weidemer, Chapter 2. Mortgage Money – Regulated Lenders - Weidemer, Chapter 3, and Other Primary Lenders - Weidemer, Chapter 4.

15 – Real Estate on Wall Street, Crook, Ch. 9; Mortgage Money: The Secondary Market - Weidemer, Chapter 5; Homework Assignment #2. Pass out mortgage financing problem. Assignment due March 6.

20 – The Mortgage Documents, Weidemer, Chapter 6; Borrower Qualifications, Weidemer, Chapter 9; – Mortgage Repayment Plans - Weidemer, Chapter 7; discussion of Assignment #1.


27 - Test #1.

March

1 – (Power Point) “Ray Kroc and Financing the Expansion of McDonalds”.

6 - McDonalds case continued. Assignment # 2 is due.

8 – Discussion of Assignment #2. Other Financing Practices, Weidemer, Chapter 13; Stage Five - Due Diligence. Homework #3: Make a list of “due diligence” give particular attention to check to issues that are applicable to Hawaii properties. Explain why these considerations may be important. Assignment is due April 5.

13 – Comments by instructor on Stages Seven (Closing and Acquisition), Eight (Operations) and Nine (Modifications).

15 - (Power Point): The Redemption of Sin City: From Mobsters, Booze, Brothels to Real Estate Developers, High-End Shopping and Mega-Star Production Shows.

20 – Las Vegas Continued; Review for Test # 2.

22 – No class – Consider using class time to discuss the due diligence assignment with other students BUT remember each person must turn in a separate assignment.

SPRING BREAK (March 26-30)

April

3 – Test #2.

5 - “Front Door, Back Door” approach to project pricing- class handout. Assignment #3 is due.

10 – Comments by instructor on Stage Ten – End Game Considerations.

12 - Discussion of Assignment #3.
17 - Are You Rich Yet? Crook, Ch. 10.
19 – Get Rich Quick Schemes – Why they work and why they don’t.

26 – Global Ethics continued.

May
1 - Review for Final Exam and discussion about what was learned in this course.
10 (Thursday) - FINAL EXAM 9:45-11:45
(Don’t be late!!! – you may be required to take a make-up exam). NOTE: THIS EXAM WILL BE MULTIPLE-CHOICE (BRING A CALCULATOR).
REAL ESTATE INVESTMENT DECISION STAGES

Stage One - ORGANIZATION:
- Investment Philosophy
- Business Objectives
- Entity Selection
- Internal Team
- External Human Support Group

Stage Two – INVESTMENT ENVIRONMENT
- General Economic Conditions
- Cycle Considerations
- Market Opportunities and Constraints
- Government and Political Issues
- Infrastructure Support
- Physical Environmental Conditions

Stage Three – SCREEN ALTERNATIVES
- Evaluation Criteria
- Establish Priorities and Tradeoffs
- Consider Sustainability Issues
- Target Markets
- Target Investor Partners
- Search Procedure

Stage Four – SELECT PROBABLE CHOICE
- Determine Type of Development
- Establish Pricing Range
- Find Sites Meeting Criteria
- Select Negotiation Strategy
- Do Preliminary Feasibility Analysis
- Analyze Financing Alternatives
- Negotiate Basic Contract Terms

Check for Consistency With Stage 3
Stage Five – DUE DILIGENCE
- Physical Inspection
- Phase I Environmental Assessment
- Examine All Leases and Contracts
- Analyze Public Sector Risks
- Validate Market Assumptions
- Identify Insurable Risks
- Determine Uncertainty Areas
- Anticipate Probable Litigation Risks
- Identify Value-Added Opportunities
- Apply Discounted Cash Flow Models
- & Ratios

Stage Six – STRUCTURE THE TRANSACTION
- Negotiate or Renegotiate Final Terms
- Negotiate Government Concessions
- Finalize Financing & Lender Covenants/Conditions
- Structure to Maximize Tax Benefits
- Risk Assessment and Acquire Appropriate Insurance
- Negotiate Asset Management Contract

Stage Seven – CLOSING AND ACQUISITION
- Finalize All Contracts
- Hire Property/Asset Management Team
- Closing and Punch List
- Resolve Conflicts
- Grand Opening/Brand Positioning
- Reinforcing Tenant Relations
Stage Eight – OPERATIONS
- Stabilize Operations
- Vesting of Public Entitlements
- Identify and Correct Physical Defects
- Value Engineering
- Periodic Asset Reviews
- Monitor Market and Competition

Stage Nine – MODIFICATIONS
- Physical Changes (Renovation)
- Market Repositioning
- Tenant Mix Adjustments
- Refinancing
- Seek New Government Concessions

Stage Ten – END GAME CONSIDERATIONS
- Portfolio Balancing
- Major Capital Modifications
- Disposition (Sale-Leaseback, Exchanges, etc.)
- Buying Out Partners
  or Other Internal Restructuring
- Reinvestment in New Project
- Creative Bankruptcy
Real Estate Activity Framework