COURSE OBJECTIVE: To provide students with an exposure to the real world of real estate through a series of lectures by real estate professionals focused primarily on retail real estate development. A side benefit of the class will be to provide graduating seniors some insights into different career paths to help improve the career choices that they make.

COURSE REQUIREMENTS:

1. Attendance 50% (based on % of classes attended)
2. Participation 20% (based on average grade assigned by other team members for team case study)
3. Final Exam (Team Presentation) 30% Tues., Dec. 15 (6:00 - 10:00 p.m.)

For the final exam team presentation, students will be divided into teams of four and assigned a case study.

TEXTBOOK/OTHER READINGS:

2. Optional Reading: International Council of Shopping Centers, Shopping Centers Today, monthly magazine
3. Recommended Reading (whole course, but especially for Topic 11): Kunstler, James Howard, The Geography of Nowhere, Touchstone, 1993

COURSE OUTLINE:

1. Real Estate Development – (Peter Borzak will lead in with Intro and Overview of course)
2. Real Estate Law and Documentation
3. Retailers and Retail Leasing
4. Legal Issues related to Zoning and Entitlement
5. Real Estate Brokerage
6. Industrial Real Estate
7. Real Estate Debt Financing
8. Real Estate Equity Financing
9. Green Development
10. Public Companies (such as REIT’s) and Public Markets
11. Mixed Use Development
12. Development Pro Formas
13. Workouts – When Things Go Wrong
14. Sales – Everything is Selling
15. Analysis for Property Acquisitions and Due Diligence
16. Construction
17. Overview – Esoteric Stuff, Current Events, Business Ethics
18. Final Exam – Team Presentation

**WEEKLY SCHEDULE (w/recommended reading):**

Aug. 25 Introduction & Overview, Peter Borzak, Principal, Pine Tree Commercial Realty (ref. Ch. 1 of Text)

Aug. 25 Topic 1, Real Estate Development – including war stories, William Shiner (University of Illinois 1978), President, The Shiner Group (ref. Ch’s. 2, 3 and 4 of Text)

Sept. 1 Topic 2, Real Estate Law and Documentation, Bruce Boruszak (University of Illinois 1979), Executive Vice President, Pine Tree Commercial Realty (ref. pp. 80-95 of Ch. 2 and pp. 293-299 of Ch. 8 of Text)

Sept. 8 Topic 3, Retailers and Retail Leasing, Peter Eisenberg, Principal, Clark Development and Richard Hulina, Principal, Clark Development (ref. Ch’s. 6 and 7 of Text)

Sept. 15 Topic 4, Legal Issues related to Zoning and Entitlement, Donna Pugh, JD, Partner, Foley & Lardner, LLP (ref. pp. 83 – 91 of Ch. 2 of Text)

Sept. 22 Topic 5, Real Estate Brokerage, Todd Caruso, Senior Managing Director, CB Richard Ellis (ref. pp. 42 – 50 & 91 – 95 of Ch. 2, and Ch’s 6 & 7 of Text)

Sept. 24 Topic 6, Industrial Real Estate, Joel Friedland, Partner, Epic/Savage Realty Partners

Sept. 29 Topic 7, Real Estate Debt Financing, William Barry (University of Illinois 1977), Senior Vice President, Draper and Kramer, Inc. (ref. Ch. 3 of Text)

Oct. 6 Topic 8, Real Estate Equity Financing, Thomas Conway (University of Illinois, 1989), Principal, M3 Capital Partners (ref. Ch. 3 of Text)
Oct.  8  Topic 9, Green Development, David and Douglas (University of Illinois, 1990) Baum, Principals, Baum Development, LLC (ref. pp. 430 – 431 of Ch. 10)

Oct.  13 Topic 10, Public Companies (such as REITs) and Public Markets, Mark Zalatoris (University of Illinois 1978), President/CEO, Inland Real Estate Corporation (ref. pp. 112-115 of Ch. 3 of Text)

Oct.  20 Topic 11, Mixed Use Development, Greg Karczewski, Managing Director, Real Estate, Mesirow Financial (ref. pp. 122-123 of Ch. 3, Ch. 4, pp. 306-323, 342-351, & 380-399 of Ch. 9, and Ch. 10 of Text plus Kuntsler book)

Oct.  27 Topic 12, Development Pro Formas – Understanding the Issues and Numbers, Barry Herring, Principal, Pine Tree Commercial Realty (pp. 117-118 of Ch. 3 and “Project Data” for each case in Ch. 9 of Text)

Nov.  3  Topic 13, Workouts – When Things Go Wrong, Todd Camp, V.P., Indymac Bank (pp. 275-289 of Ch. 7 of Text)

Nov.  10 Topic 14, Sales – Everything Is Selling, Brent Novoselsky, Vice President, GCG Financial; former member of Chicago Bears and Minnesota Vikings (ref. pp. 299-303 of Ch. 8 of Text)

Nov.  17 Topic 15, Analysis for Property Acquisitions and Due Diligence, Scott Goldman, V.P. Acquisitions and Mark Waligora, Acquisitions Associate, Pine Tree Institutional Realty (Ch’s. 2 and 5 of Text)

Nov.  24 Holiday

Dec.  1  Topic 16, Construction, Lee Pearson, Executive Vice President, Pine Tree Commercial Realty

Dec.  8  Topic 17, Overview – Esoteric Stuff, Current Events, Business Ethics, Peter Borzak, Principal, Pine Tree Commercial Realty (Ch. 1 of Text and “Other Readings” as assigned)

Dec.  15 Final Exam: Team Presentation, 6:00 to 10:00 p.m. Each team will have approximately 25 minutes to make their presentation.

GRADES: Plus and minus grades will be used.
ACADEMIC INTEGRITY: A summary of the Student Code on your obligation to maintain academic integrity is as follows: (Note that the Student Code is available online at http://www.admin.uiuc.edu/policy/code/StudentCode_08.pdf)

“It is the responsibility of the student to refrain from infractions of academic integrity, from conduct that may lead to suspicion of such infractions, and from conduct that aids others in such infractions.” (from p. 14). Definitions of infractions of academic integrity are given in Section 1-402, pp. 14-16 of the Code, under headings such as Cheating, Fabrication, and Plagiarism. The Code further states, “Students have been given notice of this rule by virtue of its publication. Regardless of whether a student has actually read this rule, a student is charged with knowledge of it. Ignorance of a rule is never a defense.” (from p. 14). Penalties for infractions are summarized in Section 1-403, p. 17.

The Student Code gives complete details of rules governing the academic integrity system. You are responsible for knowing and abiding by these rules.

OTHER STUDENT RESPONSIBILITIES:

1. In addition to attendance of regularly scheduled class lectures, it is recommended that students be available immediately following each class for either dinner with the lecturer for our class or attendance of the Rho Epsilon Real Estate Student Association meeting whenever the lecturer for our class is the speaker at the meeting.

2. If a student must arrive at class late or leave early, advance notice would be appreciated. Note that arriving late or leaving early is highly discouraged because of the importance of class attendance and participation.