Course Objective:
Our objective for the course is to teach what a career in commercial real estate would look like through the eyes of an engineering professional. In this course we will walk through the process of developing and acquiring a Commercial Real Estate Asset. Once the asset has been acquired, we will demonstrate ways value can be created through engineering and effective property management. Lastly, we will analyze – the strategies of evaluating an asset as a long-term hold investment or harvesting a short-term gain once the value has been created for profit or re-investment. This course will expand the student’s knowledge of the limitless range their career paths may take them through, with an engineering background.

Week-by-week description of the course:

**Week 1**  
Overview of Course and Introduction to Commercial Real Estate

**Week 2**  
Types and Subtypes of Commercial Real Estate
It is important to understand the extent to which Commercial Real Estate is all around us. To do so, we must understand the types and subtypes of Commercial Real Estate and evaluate the pros and cons of each. The main types of CRE are Office, Retail, Industrial, Multifamily and Special Purpose.

**Week 3**  
Selection of a Property
Beginning the search for a commercial property can be overwhelming, we will break down the process and understand the different parts that lead to the selection of a property versus any other. The topics we will cover are, site / asset selection, ROI, CAP Rate, Stable vs. Value Add, Entitlement Process with a municipality, alternative investment strategies that can be used and determine whether I should purchase to sell or hold?

**Week 4**  
Documents
Once you have found a property that you think can be a good investment, there are documents required throughout the process of stating your interest / intent, negotiating and finalizing a contract. Some of those documents are, Letters of Intent, Purchase Contracts, Leasing Contracts, Property Management Contracts. We will also study negotiation options and techniques for each.
Week 5  Acquiring Financing for a Commercial Property
Acquiring financing for a commercial property is the most important step in preparing to purchase a property. In this session, we will cover the process to acquiring appropriate financing to purchase a commercial property including, how to get qualified, required documentation, credit worthiness, the underwriting process and deadlines.

Week 6  Purchasing a Property
Students will be immersed in the process and the steps that anyone purchasing a property should go through and take in order to be secure of their capital & non-capital investments. We will evaluate Due Diligence Process, Physical Inspections, Appraisals, Rent Rolls, Environmental Issues, Zoning Issues, and Titles Issues, among others.

Week 7  Closing the Deal
After due diligence is performed and you are as sure as you can be that your investment is secure, the next step is closing the deal. We will explore how to get to the closing table, last minute obstacles that can be encountered, and post – closing steps.

Week 8  Adding Value to a Property
Once you have acquired a property, it is important to understand how to continue adding value to it. Create a concise punch list for the transition to new Ownership. Contacting utility companies, Village sewer and water departments, and annual contract negotiation for services. Property owners can create value – add opportunities via construction / development, buying power and engineered efficiencies all through management, accounting, leasing, marketing, and expansion. Scheduling of individual student presentations will be provided.

Week 9  Selling the Property / Presentations
If you managed to purchase a property, maintain and add value to it, keeping it may seem like the next logical step, but selling it can also be an option. We will evaluate individual property cases, and understand when to keep, when to sell, tax consequences of our decisions, along with 1031 and 1033 Exchanges. Students will turn in their required reading synopsis at the beginning of class and commence their student presentations.

Week 10  Presentations continue
Students will continue to do their presentations with corresponding discussions to follow. A class survey will be presented to the students for comments and suggestions and turned in as an assignment.
Grade Determination:
Lecture Notes & Homework ..........20%
Reading Synopsis..........................20%
Course Presentation .....................30%
Class Participation .......................30%

Text:
Text can be purchased at
https://www.amazon.com/Low-Hanging-
Fruit-Eye-Opening-Improve-
Productivity/dp/1118857925/ref=tmm_hrd_swatch_0?_encoding=UTF8&qid=&sr=

Course Presentations:
Student shall identify a specific property on LoopNet and take us through the acquisition process. Why did they identify this property? Why this property type? What is their strategic play (long term hold or quick flip), What is the asking price? Offer Price? Accepted price? What type of debt / financing was involved, down payment, CAP rate, anticipated return, etc. What will they do to stabilize property if value add? If stable, why did they pick a stable asset.

NOTE: This course description explains the essence of the material covered. Canvas is the best source for the most up-to-date information about specific details for any given offering of the course.