

## **REAL ESTATE**

### **(WH) {REAL}**

#### **204. (LGST204, LGST804, REAL804) Real Estate Law. (C) Staff.**

This course examines the fundamentals of real estate finance and development from a legal perspective. The course serves as a foundation course for real estate majors and provides an introduction to real estate for other students. It attempts to develop skills in using legal concepts in a real estate transactional setting. The course will be of interest to students contemplating careers in accounting, real estate development, real estate finance, city planning, or banking. The main topics covered may include the following: land acquisition, finance; choice of entity; tax aspects; management (leasing, environmental); disposition of real property (sale of mortgaged property, foreclosures, wraparound mortgages, sale-leasebacks); and recent legal developments.

#### **206. (BEPP206, BEPP772, REAL772, REAL972) Urban Public Policy & Private Economic Development. (B) Gilles Duranton.**

This course considers a range of local policies in cities and regions. Examples include: clusters and other local development initiatives, large scale regional policies, employment zones and other targeted policies. More traditional urban policies such as zoning and planning and constraints, transportation pricing, and parking policies among many others will also be considered. Practical examples will be extremely diverse and include the Silicon Valley and attempts to copy it, the Tennessee Valley Authority, housing restrictions in developing countries such as Brazil, congestion pricing in London, etc. Students will be expected to actively participate and make presentations. The course emphasizes the importance of the economic context, the understanding of the underlying rationale for policies, and how the private agents respond to public incentives. The main learning goals are the following: be able to use simple empirical tools of economic evaluations, be able to articulate a critical analysis of competing viewpoints and assessments, and be able to integrate various analytic steps into an overall assessment of economic policies that relies on sound principles and is well argued.

#### **208. (BEPP208, BEPP708, REAL708) Housing Markets. (B) GYOURKO. Prerequisite(s): Managerial Economics (BEPP 250) or equivalent. Lecture with discussion required.**

This course is designed for students interested in the economics and operations of housing markets. It is primarily a U.S. focused course, but does include a limited amount of international material for comparative purposes. The class is divided into four sections: (1) supply and demand for housing, including the operations of homebuilders and rental landlords; (2) house prices, including cycles and price dynamics; (3) international comparisons; and (4) public policy analysis applied to a current housing markets-related issue. This course presumes knowledge of intermediate economics, as we will apply that knowledge throughout the semester. For Wharton students, this means you must have passed BEPP 250 (undergrads) or MGEC 611 and 612 for MBA's. Non-Wharton students should have taken the equivalent course in the College.

#### **209. (FNCE209, FNCE721, REAL721) Real Estate Investment: Analysis and Financing. (C) Ferreira, Sinai, Wong, Handbury. Prerequisite(s): FNCE 100.**

This course provides an introduction to real estate with a focus on investment and financing issues. Project evaluation, financing strategies, investment decision making and real estate capital markets are covered. No prior knowledge of the industry is required, but students are expected to rapidly acquire a working knowledge of real estate markets. Classes are conducted in a standard lecture format with discussion required. The course contains cases that help students evaluate the impact of more complex financing and capital markets tools used in real estate. There are case studies and two midterms, (depending on instructor).

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**215. (REAL724, REAL945) Urban Real Estate Economics. (C)** Wachter. Prerequisite(s): FNCE 100 & 101.

Urban Real Estate Economics uses economic concepts to analyze real estate markets, values and trends. The course focuses on market dynamics in the U.S. and internationally, with an emphasis on how urban growth and local and federal government policies impact urban development and real estate pricing. A group development project gives hands on experience, and invited guest speakers bring industry knowledge. Besides the group project and presentation, problem sets are required along with a midterm and an optional second exam.

**230. (BEPP230, FNCE230) Urban Fiscal Policy. (A)** Inman. Prerequisite(s): FNCE 101.

The purpose of this course is to examine the financing of governments in the urban economy. Topics to be covered include the causes and consequences of the urban fiscal crisis, the design of optimal tax and spending policies for local governments, funding of public infrastructures and the workings of the municipal bond market, privatization of government services, and public financial systems for emerging economies. Applications include analyses of recent financial crises, local services and taxes as important determinants of real estate prices, the infrastructure crises, financing and the provision of public education, and fiscal constitutions for new democracies using South Africa as an example.

**236. (BEPP236, BEPP836, REAL836) International Housing Comparisons. (B)** Wachter. Prerequisite(s): FNCE 101 Monetary Economics and the Global Economy, Econ 10.

This course analyzes housing finance systems and housing market outcomes across the globe. In the US, the course focuses on the development of securitization markets and addresses the current challenges of housing finance reform, including the future of Fannie Mae and Freddie Mac. Internationally, the course covers issues of access to housing and housing informality in developing countries, financial crises arising out of the housing sector, and potential market-oriented and public policy solutions.

**240. (REAL840) Advanced Real Estate Investment and Analysis. (B)** Gyourko. Prerequisite(s): REAL 209.

This course is designed for majors in Real Estate, but is also open to finance-oriented students who wish a deeper analysis of real estate investment and investment analysis issues than that offered in REAL/FNCE 209. The class will contain a mixture of lectures, guest speakers and case discussions. Academic research is paired with recent industry analysis of key issues in order to marry sound theory and empirical results with current events and practices. Several classes will include lectures outlining what economics and finance tell us about a number of topics. Generally, these will be followed by guest lectures from industry professionals who will focus on a specific application of the principles introduced in the lectures.

**321. (ARCH768, REAL821) Real Estate Development, (see REAL 821). (B)**

**399. Independent Study. (C)** Staff.

All independent studies must be arranged and approved by a Real Estate department faculty member with the exception of the Annual Student Research Competition.

Annual Student Research Seminar: This class meets in the Spring semester to analyze how to conduct research in the real estate market - where to find data; how to critique research; how to frame research questions; how to write a business research report; how to present a business research report. Topics are provided each year. For more information regarding the Annual Student Research Competition see the Real Estate Department's website: <http://real-estate.wharton.upenn.edu/>.

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**708. (BEPP208, BEPP708, REAL208) Housing Markets. (B) GYOURKO.** Prerequisite(s): Microeconomics for Managers (MGEC 611) and Microeconomics for Managers (Advanced) (MGEC 612) or equivalent. Lecture with discussion required.

This course is designed for students interested in the economics and operations of housing markets. It is primarily a U.S. focused course, but does include a limited amount of international material for comparative purposes. The class is divided into four sections: (1) supply and demand for housing, including the operations of homebuilders and rental landlords; (2) house prices, including cycles and price dynamics; (3) international comparisons; and (4) public policy and analysis applied to a current housing markets-related issue. This course presumes knowledge of intermediate economics, as we will apply that knowledge throughout the semester. For Wharton students, this means you must have passed BEPP 250 (undergrads) or MGEC 611 and 612 for MBA's. Non-Wharton students should have taken the equivalent course in the College.

**721. (FNCE209, FNCE721, FNCE944, REAL209, REAL944) Real Estate Investment: Analysis and Financing. (C) Ferreira, Sinai, Wong, Handbury.** Prerequisite(s): FNCE 611 or FNCE 612. Lecture with discussion required.

This course provides an introduction to real estate with a focus on investment and financing issues. Project evaluation, financing strategies, investment decision making and real estate capital markets are covered. No prior knowledge of the industry is required, but students are expected to rapidly acquire a working knowledge of real estate markets. Classes are conducted in a standard lecture format with discussion required. The course contains cases that help students evaluate the impact of more complex financing and capital markets tools used in real estate. There are case studies and two mid-terms, (depending on instructor). Cross-listed with FNCE 721.

**723. INTRODUCTION TO REAL ESTATE. (C) Sinai. WEMBA COURSE**

**804. (LGST204, LGST804, REAL204) Real Estate Law. (C) Staff.** Although some of the material is presented by lecture, the instructor expects considerable class participation.

This course examines the fundamentals of real estate finance and development from a legal perspective. The course serves as a foundation course for real estate majors and provides an introduction to real estate for other students. It attempts to develop skills in using legal concepts in a real estate transactional setting. The course will be of interest to students contemplating careers in accounting, real estate development, real estate finance, city planning, or banking. The main topics covered may include the following: land acquisition, finance; choice of entity; tax aspects; management (leasing, environmental); disposition of real property (sale of mortgaged property, foreclosures, wraparound mortgages, sale-leasebacks); and recent legal developments. Format: Although some of the material is presented by lecture, the instructor expects considerable class participation. Cross-listed with LGST 804.

**724. (REAL215, REAL945) Urban Real Estate Economics. (C) Wachter.** Prerequisite(s): MGEC 621, Managerial Economics. Lecture.

Urban Real Estate Economics uses economic concepts to analyze real estate markets, values, and trends. The course focuses on market dynamics in the U.S. and internationally, with an emphasis on how urban growth and local and federal government policies impact urban development and real estate pricing. A group development project gives hands on experience, and invited guest speakers bring industry knowledge. Besides the group project and presentation, problem sets are required along with a midterm and optional second exam.

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**730. (BEPP773, FNCE730) Urban Fiscal Policy. (A)** Inman. Prerequisite(s): MGEC 621. Lecture, discussion.

The purpose of this course is to examine the financing of governments in the urban economy. Topics to be covered include the causes and consequences of the urban fiscal crisis, the design of optimal tax and spending policies for local governments, funding of public infrastructures and the workings of the municipal bond market, privatization of government services, and public financial systems for emerging economies. Applications include analyses of recent fiscal crises, local services and taxes as important determinants of real estate prices, the infrastructure crises, financing and the provision of public education, and fiscal constitutions for new democracies using South Africa as an example.

**772. (BEPP206, BEPP772, REAL206, REAL972) Urban Public Policy & Private Economic Development. (B)** Gilles Duranton. Prerequisite(s): Microeconomics, basic familiarity with Statistics.

This course considers a range of local policies in cities and regions. Examples include: clusters and other local development initiatives, large scale regional policies, employment zones and other targeted policies. More traditional urban policies such as zoning and planning and constraints, transportation pricing, and parking policies among many others will also be considered. Practical examples will be extremely diverse and include the Silicon Valley and attempts to copy it, the Tennessee Valley Authority, housing restrictions in developing countries such as Brazil, congestion pricing in London, etc. Students will be expected to actively participate and make presentations. The course emphasizes the importance of the economic context, the understanding of the underlying rationale for policies, and how the private agents respond to public incentives. The main learning goals are the following: be able to use simple empirical tools of economic evaluations, be able to articulate a critical analysis of competing viewpoints and assessments, and be able to integrate various analytic steps into an overall assessment of economic policies that relies on sound principles and is well argued.

**821. (ARCH768, REAL321) Real Estate Development. (B)** Nakahara. Prerequisite(s): REAL/FNCE 721. The prerequisite is STRICTLY enforced for this class unless it is undersubscribed. Predominately case analysis, discussion, some lectures, and project visits.

This course evaluates "ground-up" development as well as re-hab, re-development, and acquisition investments. We examine raw and developed land and the similarities and differences of traditional real estate product types including office, R & D, retail, warehouses, single family and multi-family residential, mixed use, and land as well as "specialty" uses like golf courses, assisted living, and fractional share ownership. Emphasis is on concise analysis and decision making. We discuss the development process with topics including market analysis, site acquisition, due diligence, zoning, entitlements, approvals, site planning, building design, construction, financing, leasing, and ongoing management and disposition. Special topics like workouts and running a development company are also discussed. Course lessons apply to all markets but the class discusses U.S. markets only. Throughout the course, we focus on risk management and leadership issues. Numerous guest lecturers who are leaders in the real estate industry participate in the learning process. Format: predominately case analysis and discussion, some lectures, project visits.

**836. (BEPP236, BEPP836, REAL236) International Housing Comparisons. (B)** Wachter. Prerequisite(s): FNCE 613 Macroeconomics and the Global Economic Environment.

This course analyzes housing finance systems and housing market outcomes across the globe. In the US, the course focuses on development of securitization markets and addresses current challenges of housing finance reform, including the future of Fannie Mae and Freddie Mac. Internationally, the course covers issues of access to housing and housing informality in developing countries, financial crises arising out of the housing sector, and potential market-oriented and public policy solutions.

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**840. (REAL240) Advanced Real Estate Investment and Analysis. (B)** Gyourko. Prerequisite(s): REAL/FNCE721.

This course, is designed for majors in Real Estate, but is also open to finance-oriented students who wish a deeper analysis of real estate investment and investment analysis issues than that offered in REAL/FNCE 721. The class will contain a mixture of lectures, guest speakers and case discussions. Academic research is paired with recent industry analysis of key issues in order to marry sound theory and empirical results with current events and practices. Several classes will include lectures outlining what economics and finance tell us about a number of topics. Generally, these will be followed by guest lectures from industry professionals who will focus on a specific application of the principles introduced in the lectures. Format: Lecture, industry speakers.

**SM 890. (REAL390) International Real Estate Comparisons. (A)** Staff. Prerequisite(s): REAL/FNCE 721 or comparable knowledge/work experience. This class is offered in the second half of the semester.

As a truly non-U.S. focused course, we explore the world of cross-border real estate development, with a focus on fast growing emerging market economies. Topics will emphasize the importance of strategy and implementation in cross-border real estate investment and include: the rationale, opportunities and risks of international real estate investing; the macro factors that influence the performance of real estate markets across countries; market specific factors that impact RE investment performance (property rights, taxes, transparency, planning procedures); the qualitative aspects of identifying and achieving successful projects; and the growing market for international RE securities and strategies for portfolio management. Classes will combine a lecture on specific aspects of global cross-border RE in the first half of the class and international case presentations in the second half. Cases will be presented by leading executives in charge of major international RE projects or funds. Cases have been selected to cover different types of RE development-residential, office, retail, hospitality and logistics- important emerging market countries/continents (East/South Asia, Latin America, Sub-Saharan Africa, the Middle East) and different development and investment strategies.

**891. (REAL396) Real Estate Entrepreneurship. (A)** Staff. Offered in the first half of the semester.

What makes a successful entrepreneur in the real estate industry? This half semester mini-course exposes undergraduates and MBA students to the broad entrepreneurial aspects of creating and executing real estate investments. The course consists of lectures by the professor, case discussions and guest lectures by leading entrepreneurs. Lectures and discussions will emphasize real estate entrepreneurship, leadership and challenges often encountered in creating successful real estate investments rather than development processes. Cases will be used to illustrate investment decision-making and financial evaluations. Short written responses to questions raised in each case will be assigned. Class members are expected to engage the speakers with questions and discussion as well as explain their views on cases. Class participation and writings will each represent 50% of the grade.

**899. Independent Study. (C)** Staff.

All independent studies must be arranged and approved by a Real Estate Department faculty member with the exception of the Annual Student Research Competition. Annual Student Research Seminar: This class meets in the Spring semester to analyze how to conduct research in the real estate market, where to find data; how to critique research; how to frame research questions; how to write a business research report; how to present a business research report. Topics are provided each year. For further information regarding the Annual Student Research Competition see the Real Estate department's website: <http://real-estate.wharton.upenn.edu/>

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### **SM 900. Real Estate Proseminar. (C) Staff.**

Real estate is a rapidly changing and evolving field. Traditional course offerings are not always able to incorporate the most recent advances in the many areas that make up the field of real estate. In this course, the participants - both faculty and students - research and present current topics and recent advances in real estate. The content will vary depending on the participants' interests and areas of expertise, but will typically cover urban economics, spatial issues, the economics of housing and commercial real estate markets, and real estate finance and investment.

This course is intended to expand students' awareness of current topics in real estate and to prepare them to conduct their own academic quality research. The proseminar is organized as a series of lectures by faculty and students on topics of their own choosing. These lectures may involve well-known areas of knowledge, research, and methodology, as well as subjects currently under study. The main course requirements are preparing and presenting a series of lectures on a real estate topic (subject to the organizing faculty member's approval) and writing a research proposal that describes a workable project building upon or extending one of the topics covered in the course.

### **944. (FNCE721, FNCE944, REAL721) Real Estate Investment: Analysis and Financing. (C) Ferreira, Sinai, Wong, Handbury. Prerequisite(s): FNCE 611 or FNCE 612.**

This course provides an introduction to real estate with a focus on investment and financing issues. Project evaluation, financing strategies, investment decision making and real estate capital markets are covered. No prior knowledge of the industry is required, but students are expected to rapidly acquire a working knowledge of real estate markets. Classes are conducted in a standard lecture format with discussion required. The course contains cases that help students evaluate the impact of more complex financing and capital markets tools used in real estate. There are case studies and two mid-terms, (depending on instructor).

All PhD students will be expected to complete a research paper in addition to the successful completion of the course examination requirements.

### **972. (BEPP206, BEPP772, REAL206, REAL772) Urban Public Policy & Private Economic Development. (B) DURANTON. Prerequisite(s): Microeconomics, basic familiarity with Statistics.**

This course considers a range of local policies in cities and regions. Examples include: clusters and other local development initiatives, large scale regional policies, employment zones and other targeted policies. More traditional urban policies such as zoning and planning and constraints, transportation pricing, and parking policies among many others will also be considered. Practical examples will be extremely diverse and include the Silicon Valley and attempts to copy it, the Tennessee Valley Authority, housing restrictions in developing countries such as Brazil, congestion pricing in London, etc. Students will be expected to actively participate and make presentations. The course emphasizes the importance of the economic context, the understanding of the underlying rationale for policies, and how the private agents respond to public incentives. The main learning goals are the following: be able to use simple empirical tools of economic evaluations, be able to articulate a critical analysis of competing viewpoints and assessments, and be able to integrate various analytic steps into an overall assessment of economic policies that relies on sound principles and is well argued.

All PhD students will be expected to complete a research paper in addition to the examination requirements.



## **REAL ESTATE**

### **(WH) {REAL}**

**945. (REAL215, REAL724) Urban Real Estate Economics. (C) WACHTER.**Prerequisite(s): MGEC 601.

Urban Real Estate Economics uses economic concepts to analyze real estate markets, values, and trends. The course focuses on market dynamics in the U.S. and internationally, with an emphasis on how urban growth and local and federal government policies impact urban development and real estate pricing. A group development project gives hands on experience, and invited guest speakers bring industry knowledge. Besides the group project and presentation, problem sets are required along with a midterm and optional second exam.

All PhD students will be expected to complete a research paper in addition to the successful completion of the course examination requirements.

**946. Advanced Topics in Urban Economics. (C) FERREIRA,DURANTON.**Prerequisite(s): The course assumes that students have familiarity with standard first year econometrics and microeconomics. All PhD students will be expected to complete a research paper in addition to the successful completion of the course examination requirements.

This course addresses advanced topics in urban and real estate economics. The course will mix theory and empirics and will cover a broad range of topics including the modeling and estimation of agglomeration economies, land use and urban costs, transportation in cities, urban growth, migration between cities etc. The classes will mix formal presentations made by the instructor and student-led discussions of recent academic papers. In addition to presentations, students will be expected to complete a series of assignments including a short original research paper.

**947. Advanced Real Estate and Urban Economics. (C) Ferreira.**

This course covers fundamental and cutting-edge topics in urban economics and real estate as well as the most important econometric issues that arise in the estimation of urban economics and real estate models. The first part of the course focuses on the application of modern econometric methods to analyze empirical questions in the broad urban economics field, which includes topics from public economics and local finances, such as household sorting and valuation of public goods. This part of the course is especially concerned about dealing with non-experimental data, and also provides a guide for tools that are useful for applied research. The second and third parts of the course examine the economic modeling and intuition of a range of topics in urban economics and real estate, such as spacial equilibrium, supply and demand of space, housing prices and cycles. In addition, special emphasis is given to how the understanding of economic theory and institutions can help any empirical analysis. At the end of the course students should have a firm grasp of theory and econometric tools that lead to convincing empirical applications.

All Ph.D. students will be expected to complete a research paper in addition to the successful completion of the course examination requirements.

**973. Urban Fiscal Policy. (A) Inman.**Prerequisite(s): MGEC 621.

The purpose of this course is to examine the financing of governments in the urban economy. Topics to be covered include the causes and consequences of the urban fiscal crisis, the design of optimal tax and spending policies for local governments, funding of public infrastructures and the workings of the municipal bond market, privatization of government services, and public financial systems for emerging economies. Applications include analyses of recent fiscal crises, local services and taxes as important determinants of real estate prices, the infrastructure crisis, financing and the provision of public education, and fiscal constitutions for new democracies using South Africa as an example.

All PhD students will be expected to complete a research paper in addition to the successful completion of the course examination requirements.

**990. Masters Thesis. (C)**

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**999. Independent Study. (C)**