

Class	Title	Highlights include:
Week 1 1/22	<p>What is asset management and why it rocks</p> <p><i>Homework handed out (review/analyze lease)</i></p>	<ul style="list-style-type: none"> • Intro to the class. • Relevant issues in asset management • Property type specific characteristics and issues • Ownership structures and their impact on asset management <ul style="list-style-type: none"> ○ REITs ○ Pension Funds ○ Advisors ○ Local players ○ Funds/Clubs ○ Direct-owned ○ Joint Ventures
Week 2 1/29	<p>Revenue, revenue and (hopefully) more revenue</p> <p><i>Homework Draft Due 1/28 COB</i></p>	<ul style="list-style-type: none"> • Leasing (reviewing homework, analyzing, structuring, negotiating) • Alternative revenue sources

Week 3 2/5	The life cycle of an investment - what happens between buying and selling? <i>Final Homework Due by noon</i>	<ul style="list-style-type: none"> • Asset Management's roll in development/acquisitions • Inspections/design • Transition from Acq. to Operating Budget • Hold/sell recommendation • Return considerations
Week 4 2/12	Property Management vs. Asset Management	<ul style="list-style-type: none"> • Operations • Property management • Budgeting • Capital investment • Organizational Structures
Week 5 2/19	Increasing value through redevelopment and renovations	<ul style="list-style-type: none"> • Seizing an opportunity • Defensive renovations • Lipstick on a pig • City/state partnerships
Week 6 2/26	Know when to Hold 'em	<ul style="list-style-type: none"> • Hold periods and sale triggers • Strategies for achieving returns • The use of debt • Reporting
Week 7 3/5	Wrap up	<ul style="list-style-type: none"> • Wrap up of class • Class presentations – Strategic plan

Grading:
34% Class participation
33% Homework
33% Final Project

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