

# REAL ESTATE (RES)

## RES 600 Selected Topics (1-6 Credits)

### Management

Exploration of a topic (to be determined) not covered by the standard curriculum but of interest to faculty and students in a particular semester. Repeatable

## RES 631 Real Estate Principles (3 Credits)

### Management

Double-numbered with RES 332

The understanding of real estate fundamentals, including roles, activities, terminology, transaction processes and how the tools and models in real estate are used to make informed decisions, with emphasis on developing valuation skills. Additional work required for graduate students.

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

## RES 642 Real Estate Development (3 Credits)

### Management

Double-numbered with RES 342

Build understanding of the real estate development process. Deliver the prerequisite understanding of terms, concepts and competencies necessary for a basic understanding of and participation in real estate development.

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

## RES 643 Real Estate Capital Markets (3 Credits)

### Management

Double-numbered with RES 443

Real estate debt and equity instruments. Primary and secondary mortgage markets, mortgage banking, loan instruments, and securitization. Lender and borrower decisions regarding real estate financing. Additional work required of graduate students.

Advisory recommendation Prereq: FIN 751 or 756

Shared Competencies: Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

## RES 647 Community Development (3 Credits)

### Management

## RES 652 Real Estate Asset Management (3 Credits)

### Management

Double-numbered with RES 452

The purpose of this course is to examine techniques to increase the value of real estate assets under management. Topics include asset-repositioning strategies, capital expenditure planning, designing tenant mix, cost control techniques, and management strategies. Additional work is required for graduate students.

Advisory recommendation Prereq: RES 631

Shared Competencies: Critical and Creative Thinking (<https://coursecatalog.syracuse.edu/shared-competencies/critical-and-creative-thinking/>)

## RES 662 Real Estate Finance and Investment (3 Credits)

### Management

Double-numbered with RES 362

Real estate investment, finance, and valuation. Different measures of investment performance, impact of the financing decision, and various real estate financing techniques. Additional work required for graduate students.

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>); Scientific Inquiry and Research Skills (<https://coursecatalog.syracuse.edu/shared-competencies/scientific-inquiry-and-research-skills/>)

## RES 672 Case Studies in Real Estate Investment and Finance (3 Credits)

### Management

Double-numbered with RES 472

The course examines different areas of the real estate market. Analysis of the real estate space market, the real estate capital markets, cash flow analysis and different financing techniques, with examples in different property types. Additional work required of graduate students.

## RES 690 Independent Study (1-6 Credits)

### Management

Exploration of a problem, or problems, in depth. Individual independent study upon a plan submitted by the student. Admission by consent of supervising instructor(s) and the department.

Repeatable

## RES 692 Real Estate Modeling (3 Credits)

### Management

Double-numbered with RES 492

The course provides a comprehensive overview of real estate modeling using Excel and Argus. Students will learn to model existing and development property cashflows, accommodate for different financial structures and account for various risks. Additional work is required for graduate students.

Advisory recommendation Prereq: RES 631

Shared Competencies: Information Literacy and Technological Agility (<https://coursecatalog.syracuse.edu/shared-competencies/information-literacy-and-technological-agility/>)

## RES 695 Real Estate: Doing Well and Doing Good (3 Credits)

### Management

The course explores how real estate can be used to *do well* financially while also *doing good* socially. Key topics include history of discrimination in the industry, challenges related to diversity, sustainable and socially impactful development, and strategies for responsible development, investment, and community engagement.

Advisory recommendation Prereq: RES 631 AND (FIN 621 or FIN 751)