



**Herbert D. Weitzman
Institute for Real Estate**

Course **Real Estate Finance and Principles**
FIN 3365 and REAL 3365

Professor Daniel Zale – Lecturer 1
The Weitzman Institute for Real
Estate

Term Spring 2025

Meetings Tuesdays 4:00PM - 6:45PM
in **JSOM 2.901**

- Spring Semester begins Tuesday, January 21, 2025
- *Martin Luther King Day (Monday, January 20, 2025)*
- Spring Break Monday, March 17 – Sunday, March 23, 2025
- Last day of the class Friday, May 9, 2025

Professor's Contact Information

Office JSOM 14.215 (or Teams by request)

Phone 720-635-7285 (Mobile); 972.883.5877 (Office)

Email Address Daniel.Zale@UTDallas.edu – Professor Zale

Office Hours 7 days a week. 8 a.m. to 9 p.m. BY APPOINTMENT via Microsoft TEAMS
or IN-OFFICE as available

Other Information Please email me at above email – not via eLearning or Teams

Classroom Conduct Requirements Related to Public Health Measures

UT Dallas will follow the public health and safety guidelines put forth by the Centers for Disease Control and Prevention (CDC), the Texas Department of State Health Services (DSHS), and local public health agencies that are in effect at that time during the Spring 2025 semester to the extent allowed by state governance. Texas Governor Greg Abbott's Executive Order [GA-38](#) prohibits us from mandating vaccines and face coverings for UT Dallas employees, students, and members of the public on campus. However, we strongly encourage all Comets to get vaccinated and wear face coverings as recommended by the CDC. Check the [Comets United: Latest Updates webpage](#) for the latest guidance on the University's public health measures. Comets are expected to carry out [Student Safety](#) protocols in adherence to the Comet Commitment. Unvaccinated Comets will be expected to complete the [Required Daily Health Screening](#). Those students who do not comply will be referred to the Office of Community Standards and Conduct for disciplinary action under the [Student Code of Conduct – UTSP5003](#).

Class Materials

The instructor may provide class materials that will be made available to all students registered for this class as they are intended to supplement the classroom experience. These materials may be downloaded during the course; however, these materials are for registered students' use only. Classroom materials may not be reproduced or shared with those not in class or uploaded to other

online environments except to implement an approved Office of Student AccessAbility accommodation. Failure to comply with these University requirements is a violation of the [Student Code of Conduct](#).

Class Attendance

Regular, punctual, and class attendance in its entirety is expected. Attendance will be taken at the beginning and the end of class. Attendance points will only be issued to students who attend the class in its entirety. No partial attendance credit will be issued. Students who fail to attend class regularly are inviting scholastic difficulty. Attendance is taken at the beginning and the end of class. Faculty have the discretion to set an attendance policy for their in-person meetings.

Class Participation

Regular class participation is expected. Students who fail to participate in class regularly are inviting scholastic difficulty. A portion of the grade for this course is directly tied to your participation in this class, related events, and activities. Engaging in group or other activities during class that solicit your feedback on homework assignments that will be shared during class via Microsoft Teams, readings, or materials covered in the lectures (and/or labs). Participation points are deducted for not displaying your name tent during class and/or losing it. Successful participation is defined as consistently adhering to University requirements, as presented in this syllabus. Failure to comply with these University requirements is a violation of the [Student Code of Conduct](#). Class participation is documented by faculty and/or the teaching assistant.

Class Lectures

Class lectures and discussions can include real world case studies, examples, exercises and guest speakers' presentations provide reinforcement and supplement the textbook materials.

Class Recordings

Unless the Office of Student AccessAbility has approved the student to record the instruction, students are expressly prohibited from recording any part of this course. Recordings may not be published, reproduced, or shared with those not in the class, or uploaded to other online environments except to implement an approved Office of Student AccessAbility accommodation. Failure to comply with these University requirements is a violation of the [Student Code of Conduct](#).

Textbook Readings

Students are required to read the assigned textbook chapters. The objectives are to learn the real estate terminology, understand it and be able to apply it to situations and solve problems. Completing the quizzes at the end of each chapter is an excellent way of assessing your command of some of the terminology presented in the chapter and a good way to study for the quizzes. Students are responsible for learning the terminology in the assigned chapters. Not all terms are covered in the class lectures.

Studying – Time Management

At the college level the ratio of class time to work required outside the classroom is:

Rule of Thumb: 3 hours of class time requires 3 to 9 hours of work required outside the classroom depending on each student's ability to learn and grasp new concepts and prior knowledge.

General Course Information

Pre-requisites	<p>REAL/FIN 3305 and FIN 3390 (as a co-requisite)</p> <p>* Students entering the University on or after Fall'23 must take six (6) real estate courses for the concentration</p>
Course Description	<p>This course covers commercial real estate investment analysis and instruments used in its finance. Topics include real estate valuation, loan structures, syndication, securitization, and developments in capital markets affecting real estate developments.</p>
Learning Outcomes	<p>At the end of the course, students will be able to:</p> <ul style="list-style-type: none"> ▪ Evaluate income-producing properties as investments ▪ Review cash flow models to evaluate property ▪ Use advanced modeling tools for property analysis ▪ Contrast alternative financing structures ▪ Explain financing sources and capital markets structures
eTextbook CONNECT	<p>Welcome! In this course we will using TWO textbooks:</p> <p>1) <i>CONNECT and eBook "Real Estate Finance and Investments"</i>, by William Brueggeman and Jeffrey Fisher, McGraw Hill: 2024 Edition (also known as "RFI")</p> <p>2) <i>CCIM Institute's CCIM 101: Financial Analysis for Commercial Investment Real Estate</i></p> <p>What is Connect?</p> <p>Connect is an online homework and learning management platform from McGraw-Hill Education. Many of your course assignments will be delivered through Connect.</p> <p>Connect helps you:</p> <ul style="list-style-type: none"> • Stay organized with assignments – both in and outside of class • Target difficult material to practice and improve your skills • Review for exams with self-assessment tests and quizzes • Track your performance with personalized reports • Save time on studying • Save money on textbooks <p>You will need to purchase through the bookstore the digital version of the book by McGraw-Hill Education Connect® Connect uses technology that adapts content to your skill level to make more-efficient use of your study time and create a more-effective reading experience.</p> <p>Purchase the CCIM 101 Textbook through the UTD bookstore and RFI wither through the UTD bookstore OR online</p>

	<p>If you are having trouble registering for or accessing Connect, please contact McGraw-Hill Education’s Customer Support. Live chat, email, and phone support are available 7 days a week.</p> <p>Ensure your computer meets system requirements by going to this link: http://connect.mheducation.com/connect/troubleshoot.do</p> <p><i>Smartphone apps are available through iPhone and Android Play Stores to access the eBook.</i></p> <p>TECHNICAL SUPPORT: CONNECT phone number 800-331-5094 https://mhedu.force.com/CXG/s/ContactUs Tech Support Hours (EDT): Sunday: 12PM – 12AM; Monday – Thursday: 24 hours; Friday: 12AM – 9PM</p>
<p>Calculators/ Computers/ Headphones</p>	<p>Recommended: HP12C or HP10IIB calculator. Some homework requires a financial calculator. The smart phone Play Store and Microsoft Windows has a downloadable app for both calculator versions. <u><i>The HP10B will be the one used in class.</i></u></p> <p>A computer/laptop/etc. is required for this course. A laptop with Microsoft Excel is required to brought to each class.</p> <p>The use of headphones, ear buds, and any other listening devices are prohibited during class.</p>
<p>Class Schedule</p>	<p>Though the class dates are set, the material covered each session remains fluid and will be updated throughout the semester. The class Agenda slides contain the most current information on assignments, quizzes and due dates.</p>

COURSE POLICIES

<p>Course Grades</p>	<table> <tr> <td>Class Attendance</td> <td>5%</td> </tr> <tr> <td>Participation (homework assignments are included in this grade)</td> <td>10%</td> </tr> <tr> <td>Chapters Readings</td> <td>30%</td> </tr> <tr> <td>SmartBook CONNECT & Textbook Assignments <i>(these are optional)</i></td> <td>0%</td> </tr> <tr> <td>Chapter Assessment Quizzes*</td> <td>35%</td> </tr> <tr> <td>Final Project (includes written assignment & presentation)</td> <td>20%</td> </tr> </table> <p>*the lowest chapter assessment quiz grade will be dropped.</p> <p><i>Mid-term grades are provided as a guidance, only, to indicate a student’s progress. As these grades are based on early coursework, the student’s overall “Course Grade” may change.</i></p> <p><i>*Earn extra credit points for joining RE Club and for any events attended!</i></p>	Class Attendance	5%	Participation (homework assignments are included in this grade)	10%	Chapters Readings	30%	SmartBook CONNECT & Textbook Assignments <i>(these are optional)</i>	0%	Chapter Assessment Quizzes*	35%	Final Project (includes written assignment & presentation)	20%
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Final Project (includes written assignment & presentation)	20%												



Chapter 2: Financing

SmartBook (SB) Readings are assigned each class and are due before class the following week. SB is made available for the entire semester for reference.



Chapter 2 Assignment

Chapter Assignments are optional. Students can use these for Assessment Quiz reviews.



Chapter 2 Assessment

Chapter Assessment Quiz (AQ) are online, timed at 45 minutes, 20 multiple choice questions, required to be completed the day before the next class at 11:59 pm.

STUDENTS ARE RESPONSIBLE FOR CHECKING ELEARNING EACH WEEK TO VERIFY GRADES HAVE BEEN POSTED FROM CONNECT FOR WORK AND QUIZZES.

CONNECT SmartBook/Textbook Reading and Assignments Homework

- Chapter(s) SmartBook/Textbook readings are announced during each class. It is the student's responsibility to obtain the assignments from classmates if you did not hear it or were not in class. All SmartBook & Textbook reading assignments are due the day before the next class session at 11:59 p.m.
- No late assignments will be accepted – AT ALL.
- At the college level the ratio of class time to work required outside the classroom is:
 - 3 hours of class time requires 3 to 9 hours of work required outside the classroom depending on each student's ability to learn and grasp new concepts and prior knowledge
- CONNECT SmartBook Chapters Readings points are awarded for completed (not correctness).
- CONNECT Assignments are optional and awarded two attempts.
- CONNECT SmartBook Chapter Assessments & Textbook Quizzes are online (in-class), timed, one attempt and multiple-choice quizzes. Points are awarded based on correct answers.
- All CONNECT and Textbook chapter assignments are posted on the Agenda slides located on eLearning Course Home page.

Chapter Assessments Quizzes

- ALL CHAPTER ASSESSMENT QUIZZES ARE TAKEN IN THE UTD CLASSROOM WHERE THEY CAN BE PROCTORED DURING REGULARLY SCHEDULED CLASS TIMES. ATTENDENCE IS MANDATORY.
- Quizzes are administered through eLearning using CONNECT and are in the Quizzes and Exam section of the Course HomePage (in-class).
- No makeup quizzes allowed.
- All quizzes are multiple choice and have 20 questions.

	<ul style="list-style-type: none"> • No questions are answered by the professor while the quiz is being administered. • Email the professor following the completion of the quiz with any questions or concerns. • Cheating is a violation of the rules and will not be condoned at UT Dallas. The use or attempted use of any internet searches, information shared by others, materials, resources, and/or study aids, etc. during quizzes is cheating. While their may be significant motivating factors to some, to the student with personal honor and integrity, they are not sufficient to jeopardize a higher education investment. https://www.utdallas.edu/conduct/dishonesty/
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<p>UTD Policies and Procedures for Students</p> <p>Comet Creed</p> <p>This creed was voted on by the UT Dallas student body in 2014. It is a standard that Comets choose to live by and encourage others to do the same: <i>“As a Comet, I pledge honesty, integrity, and service in all that I do.”</i></p> <p>Academic Support Resources</p> <p>The information contained in the following link lists the University’s academic support resources for all students. Please see http://go.utdallas.edu/academic-support-resources.</p> <p>UT Dallas Syllabus Policies and Procedures</p> <p>The information contained in the following link constitutes the University’s policies and procedures segment of the course syllabus. Please review the catalog sections regarding the credit/no credit or pass/fail grading option and withdrawal from class.</p> <p>Please go to http://go.utdallas.edu/syllabus-policies for these policies.</p> <p><i>The descriptions and timelines contained in this syllabus are subject to change at the discretion of the Professor.</i></p> <p><i>If you required special accommodations the proper documentation must be presented to Professor Zale by the second class via email or within 7 days of receiving it from the Student Office of AccessAbility.</i></p> <p>JSOM is a professional school whose mission, in part, is to prepare students for the business community. Therefore, students will present themselves with commonly accepted business behaviors, manners, and appearance.</p>	
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DESCRIPTION OF LECTURES

- **The course is fluid, and the syllabus will be revised throughout the semester.**
- Reference the class Agenda slides for the most current assignments, quizzes, and due dates.
- The course class agendas on eLearning Course Homepage are official dates and times.

Date	Chap/Mod	Topics	Homework and Students Note Section
INTRODUCTION TO INCOME PRODUCING PROPERTIES			
1.21.25	2 (RFI)	Course Overview, Syllabus Review, Student introductions, then, PLAY CASH FLOW GAME! If time, Lecture RFI Chapter 2: Real Estate Financing: Notes & Mortgages	Homework: <ul style="list-style-type: none"> • View two orientation and succession videos in their entirety. They count towards final grades. <ul style="list-style-type: none"> ○ <i>Connect Orientation Videos</i> ○ <i>SmartBook 2.0 – Student Orientation</i> • Read Chapter 2 (SmartBook) • Chapter 2 Problems: 1, 2 & 3 • Extra Credit: Attend Welcome Back Event for UTD RE Club Quiz 1 will be taken in class 1.28.25
1.28.25	M1 (CCIM) M2 (CCIM)	Quiz 1 , Homework Review, then, Lecture Offering Memorandums (Lender vs. Investor), CCIM Modules 1: Overview of the Real Estate Universe and then CCIM Module 2: The Why & What of Real Estate Analysis Guest Speaker: Tyler Alley, CEO Rose City Partners talley@rosecityllc.com M: 501-690-2166	Homework: <ul style="list-style-type: none"> • Anatomy of a Memorandum Case Study Worksheet • Read CCIM Modules 1 & 2 • Watch the CoStar introduction video Quiz 2 will be taken in class 2.4.25
MORTGAGE LOANS & TIME VALUE OF MONEY (TVM)			
2.4.25	3 (RFI)	Quiz 2 , Homework Review, then, Lecture RFI Chapter 3: Mortgage Loan Foundations: The Time Value of Money Guest Speaker: <u>TBD</u>	HP12c or HP10iiB or other TVM calculator (or app) Homework: <ul style="list-style-type: none"> • Read Chapter 3 (SmartBook) • Chapter 3 Problems: 6, 13a, 18 ab Chapter 3 Quiz will be in class 2.11.25
2.11.25	4 (RFI)	Quiz 3 , Homework Review, then, Lecture RFI Chapter 4: Fixed Interest Rate Mortgages and Loans Guest Speaker: <u>TBD</u>	Homework: <ul style="list-style-type: none"> • Read Chapter 4 (SmartBook) • Chapter 4 Problems: 13 & 16 Chapter 4 Quiz will be taken in class 2.18.25

FINANCIAL ANALYSIS			
2.18.25	M3 (CCIM)	Quiz 4 (RFI Chapter 4), Homework Review, then, Lecture CCIM Module 3: Investment Analysis Tools and Sunbelt Capital Case Study Review	Homework: <ul style="list-style-type: none"> • Read CCIM Module 3 • Review the case study documents in Class 5 folder "Sunbelt Equity Partners" • Follow HW instructions given in class for Sunbelt Equity Partners Case Study (NPV, IRR, etc.)
2.25.25	M3 (CCIM) continued	Guest Speaker, Homework Review, then, Lecture CCIM Module 4: Introduction to Real Estate Cash Flow Guest Speaker: Anthony Yeung Owner, Sunbelt Equity Partners Sunbeltequity.com	Homework: <ul style="list-style-type: none"> • Read CCIM Module 4 • Read CCIM • Complete the Quiz 5 REDO BEFORE class next week!! Quiz 5 to be complete online on your own. AVAILABLE NOON Sunday (3.2.25) and DUE by 7pm (3.4.25)
3.4.25	M4 & M5 (CCIM)	Lecture CCIM Modules 4: Intro to Real Estate Cash Flow and Module 5: Intro to Tax	Homework: <ul style="list-style-type: none"> • Read CCIM Modules 4 & 5 Quiz 6 (covering Module 4 & 5 and class topics) will be taken in class 3.11.25
3.11.25	M6 (CCIM)	Quiz 6 , Homework Review, then, Lecture CCIM Module 6: Financing Real Estate Investments Guest Speaker: TBD	Homework: <ul style="list-style-type: none"> • Read CCIM Module 6 • Study for Quiz 7 Quiz 7 will be taken in class 3.25.25
3.18.25		SPRING BREAK!!	
3.25.25	M7 (CCIM)	Quiz 7 , Homework Review, then, Lecture CCIM Module 7: Investment Analysis with Financing Guest Speaker: TBD	Homework: <ul style="list-style-type: none"> • Read CCIM Module 7 Quiz 8 (Module 7) will be taken in class (or Online)
4.1.25	M8 (CCIM) & M9 (CCIM Case Study)	Quiz 8 (TBD) , Homework Review, then, Lecture CCIM Module 8: Risk Analysis, Common Discount Rates, and Comparing Investments, then Review Summit Apartments Case Study Assignment	Homework: <ul style="list-style-type: none"> • Read CCIM Modules 8 & 9 • Complete the Spreadsheet for the Summit Apartments using the CCIM DCF Model, save the file as "Summit Apts Original". • Then save as a new file ("Summit Apts V2"), update the spreadsheet with new data provided by Professor in class (also in slides). In the email, provide an explanation why you would prefer either the original scenario or the updated scenario provided by professor. Email Professor your original and updated spreadsheets and explanation by midnight Monday, April 7th . Quiz 9 will be taken in next class

4.8.25	9 (RFI)	Quiz 9 , Homework Review, then, Lecture RFI Chapter 9: Income Producing Properties: Leases, Rents, and the Market for Space	Homework: <ul style="list-style-type: none"> • Read Chapter 9 (SmartBook) • Chapter 9 Problems 3, 4, 5 and 9 <i>be prepared to share your Excel spreadsheet in class</i> Quiz 10 (RFI CH 9) will be taken ONLINE
4.15.25	10 (RFI)	Homework Review, then, Lecture RFI Chapter 10: Valuation of Income Properties: Appraisal and the Market for Capital	Homework: <ul style="list-style-type: none"> • Read Chapter 10 (SmartBook) • Chapter 10 Problems: 1a, 3, 8, 9 & 14 Quiz 11 will be taken in next class (or ONLINE, TBD)
4.22.25	M9 (CCIM)	Quiz 11 (if not online) , Homework Review, then, Overview of Final Assignment and Presentation Criteria & begin work in class.	Homework: <ul style="list-style-type: none"> • Read CCIM Module 9 • Read Merit Tower Case Study and be prepared to discuss in class with guest speaker • Work on Final Project with Group
4.29.25	Group Project Work	Guest Speaker <u>Eduardo Gildenson</u> Gildenson Real Estate Work on projects in groups with remainder of time.	Homework: <ul style="list-style-type: none"> • Work on Final Project with Group
5.6.25		FINAL PROJECT PRESENTATION!	Homework: Turn in presentations (<u>due by Sunday, 5.12.25</u>)