

(~10 hours)

Pre

Week 1

2 - 3

4

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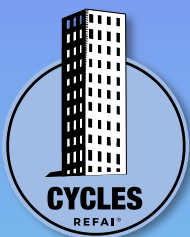
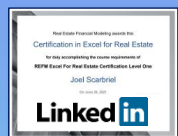
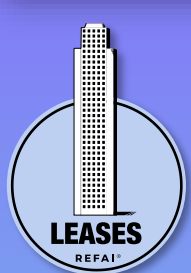
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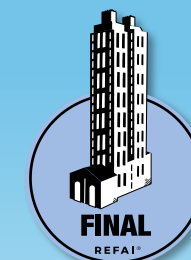
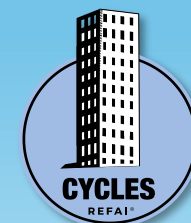
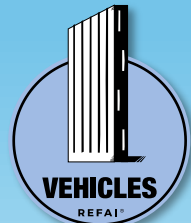
Synchronized 8 Weeks focused on Transaction Lifecycle

(~65 hours)



Post

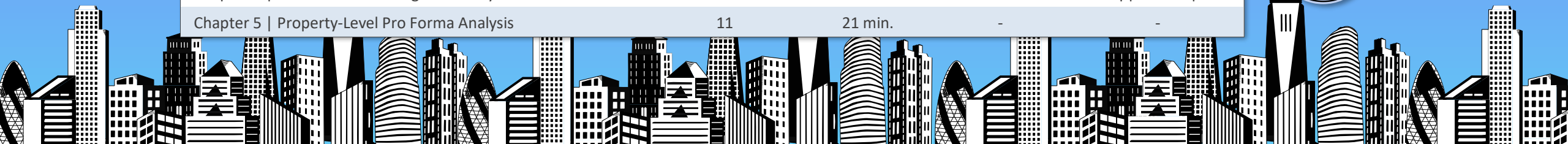
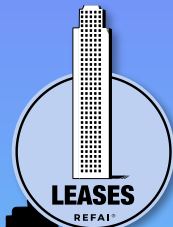
(~55 hours;
no access
expiration)





	Textbook Reading Page Total	Lecture Video(s) Running Time	Audio Content Running Time	Quiz Ques. Time limit Excel downloads
Prerequisites	29 pp.	5.3 hrs	-	
Prerequisite I: The Basics of Discounted Cash Flow & Net Present Value Analyses	12	70 min.	-	10 q 15 min No
Prerequisite II: Internal Rate of Return	5	46 min.	-	10 q 15 min No
Prerequisite III: Amortization Fundamentals	12	18 min.	-	10 q 15 min No
Prerequisite IV: REF M Excel for Real Estate Bootcamp	-	182 min.	-	35 q 90 min Yes
Week 1: Risks and Opportunities in Commercial Real Estate	50 pp.	5.8 hrs	2.5 hrs	
Chapter 1 Introduction: Risks and Opportunities	15	38 min.	89 min.	10 q 15 min No
Chapter 2 What is Real Estate and Who Owns It?	20	168 min.	27 min.	10 q 15 min No
Chapter 25 Real Estate Cycles	15	36 min.	33 min.	10 q 15 min No
REF M Real Estate Finance Bootcamp	-	108 min.	-	39 q 90 min Yes
Week 2: Leases, Due Diligence and Introduction to Property-Level Modeling	24 pp.	2.1 hrs	0.9 hrs	
Chapter 4 The Fundamentals of Commercial Leases	8	34 min.	32 min.	10 q 15 min Yes
REF M Comparative Lease Analysis Modeling	-	36 min.	-	-
Chapter 7 Real Estate Due Diligence Analysis	5	36 min.	22 min.	10 q 15 min No
Chapter 5 Property-Level Pro Forma Analysis	11	21 min.	-	-

Badges

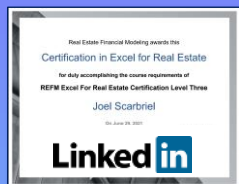


	Textbook Reading Page Total	Lecture Video(s) Running Time	Audio Content Running Time	Quiz Ques. Time limit Excel downloads
Week 3: Property-Level Projection Modeling	13 pp.	1.4 hrs	0.4 hrs	
Chapter 5 Property-Level Pro Forma Analysis	13	84 min.	21 min.	10 q 15 min Yes
Case Study (optional): Build-to-Suit	-	-	-	-
Week 4: Investment Analysis & Midterm Exam	11 pp.	1.0 hrs	0.6 hrs	
Chapter 6 Financial Modeling	11	62 min.	35 min.	10 q 15 min Yes
Week 5: Capitalization Rates	41 pp.	1.7 hrs	0.8 hrs	
Chapter 9 The Use and Selection of Cap Rates and Chapter Supplements	41	102 min.	46 min.	10 q 15 min No
Midterm Examination	-	-	-	56 q 120 min Yes

Badge

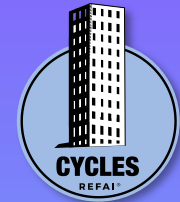


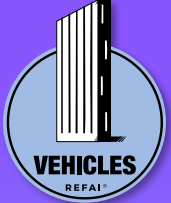
	Textbook Reading Page Total	Lecture Video(s) Running Time	Audio Content Running Time	Quiz Ques. Time limit Excel downloads	Badge(s)
Week 6: Development Pro Forma and Feasibility Analysis	26 pp.	5.8 hrs	0.9 hrs		
Chapter 10 Development Pro Forma Analysis	12	6 min.	31 min.	10 q 15 min No	
Chapter 11 Development Feasibility Analysis	14	-	22 min.	10 q 15 min No	
Industrial Building Development Modeling	-	342 min.	-	-	
Week 7: Debt Financing and Transaction Capital Structuring	23 pp.	3.2 hrs	0.9 hrs		
Chapter 14 Should You Borrow?	12	67 min.	24 min.	10 q 15 min No	
Chapter 15 The Use of Debt and Mortgages	11	126 min.	32 min.	10 q 15 min Yes	
Week 8: Exit Strategies, Real Estate PE and Joint Ventures	22 pp.	4.2 hrs	1.0 hr		
Chapter 18 Real Estate Owner Exit Strategies	9	9 min.	22 min.	10 q 15 min No	 
Chapter 19 Real Estate Private Equity Funds	13	30 min.	38 min.	10 q 15 min No	
REFM Single Transaction Equity Joint Venture Waterfall Modeling Bootcamp	-	210 min.	-	27 q 90 min Yes	



Post

	Textbook Reading Page Total	Lecture Video(s) Running Time	Audio Content Running Time	Quiz Ques. Time limit Excel downloads	Badge
International Real Estate	7 pp.	-	0.3 hrs		
Chapter 3 International Real Estate Investing	7	-	15 min.	10 q 15 min No	
Distressed Debt and CMBS	14 pp.	0.5 hrs	0.9 hrs		
Chapter 13 Distressed Real Estate Loan & Bankruptcy Basics	5	10 min.	22 min.	10 q 15 min No	
Chapter 16 Sources of Long- and Short-Term Debt	9	19 min.	34 min.	10 q 15 min Yes	
Market Growth	16 pp.	-	0.4 hrs		
Chapter 8 Analyzing Metropolitan Long-Term Growth Patterns	16	-	25 min.	10 q 15 min No	
Ground Leases	7 pp.	0.5 hrs	0.3 hrs		
Chapter 17 Ground Leases as a Source of Finance	7	31 min.	15 min.	10 q 15 min Yes	
Real Estate Companies	23 pp.	0.4 hrs	0.7 hrs		
Chapter 12 Real Estate Company Analysis	12	6 min.	15 min.	10 q 15 min Yes	
Chapter 21 REITs and Liquid Real Estate	11	17 min.	24 min.	10 q 15 min Yes	



	Textbook Reading Page Total	Lecture Video(s) Running Time	Audio Content Running Time	Quiz Ques. Time limit Excel downloads	Badge
Investment Return Profiles and Market Evolution	26 pp.	0.5 hrs	0.6 hrs		
Chapter 20 Investment Return Profiles	17	11 min.	20 min.	10 q 15 min No	
Chapter 22 The Forces Changing the Real Estate Industry Forever	9	21 min.	16 min.	10 q 15 min No	
Corporate Real Estate, Entrepreneurship & Ethics	24 pp.	0.5 hrs	1.0 hr		
Chapter 23 Corporate Real Estate Decision Making	11	15 min.	21 min.	10 q 15 min Yes	
Chapter 24 Some Observations on Real Estate Entrepreneurship	9	17 min.	18 min.	10 q 15 min No	
Chapter 26 There Are a Lot of Right Ways to Do It	4	-	21 min.	10 q 15 min No	
Case Study (optional): The London Location	-	-	-	-	
Final Examination	-	-	-	50 q 120 min Yes	

LinkedIn



This certificate is granted for accomplishing the course requirements of

**REAL ESTATE FINANCE AND INVESTMENTS
CERTIFICATION**

Ralph W Culter Jr.

on June 24th 2019