

Executive RECM (XRECM) Course Descriptions

XRCM 4007 Real Estate Financial Analysis (4 Credits)

Alternative analysis formats that can be applied to a wide array of real estate analysis issues; simulates working/decision-making environment; structured overview of analysis tools focused on specific facets of multidimensional real estate decision-making environment; applications in investment analysis, feasibility analysis, valuation, market analysis, and report writing and presentation. Prerequisite: [XRCM 4407](#).

XRCM 4010 Real Estate Capital Markets (4 Credits)

This course exposes students to the commercial real estate capital markets; including real estate investment trusts (REITs) and commercial mortgage-backed securities (CMBS), institutional investors in real estate, real estate as an institutional asset class and data driven decision making in real estate in a portfolio context. The complexities of capital market products are discussed, students receive a greater understanding of the alternatives that are available. The students also gain a fundamental understanding of the real estate markets including macro, and micro drivers of this asset class. The class includes lectures, guest speakers, case studies, in-class discussions of relevant reading material, and individual and group assignments. Prerequisite: [XRCM 4407](#).

XRCM 4140 Global Immersion (4 Credits)

This course provides a view of issues in international real estate, development, and construction management. It addresses key issues in globalization, culture, technology, sustainability, finance, international finance, and construction. In this international travel course, you will observe real estate and construction projects, and meet with developers and contractors. Additionally, you will be immersed in and engage with diverse cultures, religions, and customs which influence real estate and the built environment.

XRCM 4320 Introduction to Architecture & Design Management (2 Credits)

This course introduces students to the significant value that architecture brings to real estate and the built environment and the various services and professions associated with it. Students will be introduced to principles, protocols and the planning process related to the design function and the link between the architect's vision and the finished physical structure. Students will be introduced to design, thinking, theory and application. Student will learn to read and interpret the various graphical and written construction documents as well as know how they are developed and what information they contain. Architectural, structural, mechanical, electrical, plumbing and civil drawings and specifications are covered. The business model for design services will be explored as well as the unique

risks and challenges associated with managing the design throughout the various stages of development and construction.

XRCM 4347 Property and Asset Management (4 Credits)

Explore the complexities of managing apartments, condominiums, office buildings, industrial property and shopping centers. This course covers rental markets, development of rental schedules, leasing techniques and negotiations, repairs and maintenance, tenant relations, merchandising, selection and training of personnel, accounting, and owner relations.

XRCM 4407 Income Property Finance (4 Credits)

This course explores conventional and alternative financing, mortgage banking, law and markets, loan underwriting analysis and the impact of monetary and fiscal policies on the real estate and mortgage markets, with emphasis on decision making from the equity investors point of view. Specific topics include an overview and history of real estate finance, the taxation and legal aspects of real estate finance, compounding and discounting, functions of interest and real estate capital markets and securities. Specific areas of focus are residential property finance, income property finance, and construction and development financing.

XRCM 4410 Construction Building Systems (2 Credits)

A survey of residential and commercial construction materials, means, and methods associated with the various structural and architectural systems used to design and construct buildings. Project plans and specifications are incorporated to teach the basic sequencing and overall construction process. The influence of sustainability in construction is introduced.

XRCM 4417 Real Estate Valuation and Appraisal (4 Credits)

Residential/Commercial appraising, including market cost and income approaches to value, gross rent multiplier analysis, neighborhood and site analysis, valuation of income properties including market cost and income approaches to value, capitalization theory and techniques, mortgage-equity analysis, and investment value concepts.

Prerequisite: [XRCM 4407](#).

XRCM 4467 Real Estate Market Analysis (4 Credits)

Commercial real estate development analysis and feasibility includes economic base analysis, tenant demand analysis, development and construction cost analysis, lease-up analysis, financial feasibility, leasing and property management practices. Five major

property types (office, industrial, retail, apartment and hotel) are covered. Prerequisite: [XRCM 4407](#).

XRCM 4480 Construction Project Management (4 Credits)

Principles and techniques of construction project management, use of systems analysis, internal and external procedures, planning, programming, budgeting and staffing, controlling major projects, emphasis on construction scheduling techniques with case application.

XRCM 4490 Residential Development (4 Credits)

A course sequence designed to emphasize the practical application of the theories and concepts of residential development. Students are expected to apply their knowledge of general business, real estate and construction management practices by forming a student business entity, acquiring land, building and selling a residential property in a case format. Students will apply accounting, finance, marketing, real estate and construction management techniques in the planning for a residential development. The application of green building materials and methods is emphasized.

XRCM 4700 Topics in Real Estate and Construction Management (2 credits)

This course will be used for Bootcamp and Capstone Project purposes.