



**REAP (www.projectreap.org)**  
**New York City – Midtown Manhattan**  
**September 7 - November 16, 2017**

|                 | Monday<br>September 4  | Tuesday<br>September 5  | Wednesday<br>September 6  | Thursday<br>September 7  | Friday<br>September 8  |
|-----------------|------------------------|---|---------------------------|--|------------------------|
| <b>6 – 9 PM</b> |                        |   |                           | <b>Opening Reception</b><br><br><i>Class objectives &amp; networking<br/>with alumni, sponsors &amp;<br/>instructors</i> |                        |
|                 | Monday<br>September 11 | Tuesday<br>September 12   | Wednesday<br>September 13 | Thursday<br>September 14   | Friday<br>September 15 |
| <b>6 – 9 PM</b> |                        | <b>Financial Analysis<br/>(Issues &amp; Concepts)</b><br><br><i>Basic concepts of real estate<br/>finance, risk &amp; valuation</i> |                           | <b>Financial Analysis<br/>(Financial Modeling)</b><br><br><i>Introduction to the real estate<br/>cash flow model</i>     |                        |
|                 | Monday<br>September 18 | Tuesday<br>September 19   | Wednesday<br>September 20 | Thursday<br>September 21   | Friday<br>September 22 |
| <b>6 – 9 PM</b> |                        | <b>Commercial Mortgage-<br/>Backed Securities</b><br><br><i>The role of the CMBS market in<br/>real estate lending</i>              |                           | <b>Market Analysis</b><br><br><i>Introduction to market supply &amp;<br/>demand drivers</i>                              |                        |

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|                 | Monday<br>September 25 | <b>Tuesday<br/>September 26</b>  | <b>Wednesday<br/>September 27</b> | <b>Thursday<br/>September 28</b>   | Friday<br>September 29 |
| <b>6 – 9 PM</b> |                        | <b>Developing the<br/>Office Model</b><br><br><i>Introduction to the economics of<br/>office properties</i>                      |                                   | <b>Office Asset<br/>Management</b><br><br><i>Asset &amp; property management<br/>concepts of office buildings &amp;<br/>portfolios</i> |                        |
|                 | Monday<br>October 2    | <b>Tuesday<br/>October 3</b>   | <b>Wednesday<br/>October 4</b>    | <b>Thursday<br/>October 5</b>  | Friday<br>October 6    |
| <b>6 – 9 PM</b> |                        | <b>Shopping Center<br/>Investment</b><br><br><i>How to evaluate shopping<br/>centers &amp; retail real estate<br/>properties</i> |                                   | <b>Shopping Center Asset<br/>Management</b><br><br><i>Considerations in managing<br/>shopping center assets</i>                        |                        |
|                 | Monday<br>October 9    | <b>Tuesday<br/>October 10</b>  | <b>Wednesday<br/>October 11</b>   | <b>Thursday<br/>October 12</b>   | Friday<br>October 13   |
| <b>6 – 9 PM</b> |                        | <b>Affordable Housing<br/>Development</b><br><br><i>How do developers make the<br/>numbers work?</i>                             |                                   | <b>Multifamily Housing<br/>Development</b><br><br><i>Considerations in developing<br/>market-rate housing</i>                          |                        |

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|                 | Monday<br>October 16 | <b>Tuesday<br/>October 17</b>   | <b>Wednesday<br/>October 18</b>  | <b>Thursday<br/>October 19</b>  | Friday<br>October 20 |
| <b>6 – 9 PM</b> |                      | <b>Deal Negotiation</b><br><br><i>Introduction to the legal &amp; business dynamics of a deal-making</i>  |  | <b>Private Equity Sources and Resources</b><br><br><i>The role of private equity in the capitalization of real estate deals</i> |                      |
|                 | Monday<br>October 23 | <b>Tuesday<br/>October 24</b>   | <b>Wednesday<br/>October 25</b>  | <b>Thursday<br/>October 26</b>  | Friday<br>October 27 |
| <b>6 – 9 PM</b> |                      | <b>Alternative Financing: New Market Tax Credits &amp; Crowd Funding</b><br><br><i>A discussion of the old and the new in alternative financing tools</i> |  | <b>Investment &amp; Brokerage Sales</b><br><br><i>The role of investment brokers in real estate deal-making</i>                 |                      |
|                 | Monday<br>October 30 | <b>Tuesday<br/>October 31</b>   | <b>Wednesday<br/>November 1</b>  | <b>Thursday<br/>November 2</b>  | Friday<br>November 3 |
| <b>6 – 9 PM</b> |                      |   | <b>Trade Association Night &amp; Midterm Networking Reception</b><br><i>(date subject to change)</i> | <b>Wal-Mart Real Estate Strategy</b><br><br><i>How Walmart grows via mixed-use &amp; free-standing locations</i>                |                      |

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|                 |                       |   |                                  |   |                       |
|                 | Monday<br>November 6  | <b>Tuesday<br/>November 7</b>   | <b>Wednesday<br/>November 8</b>  | <b>Thursday<br/>November 9</b>  | Friday<br>November 10 |
| <b>6 – 9 PM</b> |                       | <b>Starbucks Real Estate Strategy</b><br><br><i>How Starbucks grows via mixed-use &amp; free-standing locations</i> |                                  | <b>McDonald's Real Estate Strategy</b><br><br><i>How McDonald's grows via mixed-use &amp; free-standing locations</i> |                       |
|                 | Monday<br>November 13 | <b>Tuesday<br/>November 14</b>  | <b>Wednesday<br/>November 15</b> | <b>Thursday<br/>November 16</b>   | Friday<br>November 17 |
| <b>6 – 9 PM</b> |                       | <b>Panel Discussion:</b><br><br><b>Legal Issues in Commercial Real Estate</b>                                       |                                  | <b>Graduation</b><br><br><b>Keynote Speaker<br/>TBD</b>   |                       |