

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS
II. CLASSES AT THE UNIVERSITY OF WISCONSIN--MADISON
L. Business 850: Real Estate Equity Investment
1. Assorted Syllabi: 1976-88

Business 850
REAL ESTATE EQUITY INVESTMENT

Fall 1976

Prof. James A. Graaskamp
Lect. Michael L. Robbins

I. Objectives

To introduce students to the theoretical and practical problems of structuring real estate ownership to match investment strategy to constraints of federal tax law, leverage, risk characteristics of the property, and preferred management styles. Course emphasizes both readings, and simulation by means of computerized cash flow investment models applied to selected cases. 3 credits.

II. General Course Format

Each week will have selected readings which are required. There will be a lecture on Mondays which, hopefully, will shed some light and organization on the readings selected. On Wednesdays, there will be a lab session devoted to problem technique. There will be a 2-hour exam at mid-semester and another at the end of the semester on these readings, and these exams will be 50% of your grade.

There will be a series of problem exercises, including several computer terminal lab sessions which will represent 20% of your grade.

Finally each student will do two intensive case problem studies and your case study presentations and written report will be 30% of your grade.

III. Textbooks

Recommended for purchase:

Federal Taxes Affecting Real Estate, Arthur Anderson, Farm Land & Brokers Institute, Chicago (\$8.25)

Real Estate Securities & Syndications - A Workbook, Stephen Roulac, Real Estate Securities & Syndication Institute (\$8.25)

Mimeograph package - \$15.00

Books and mimeos can be purchased for cash from the University of Wisconsin Real Estate Club in Room 118 at the prices indicated. No credit.

NOTE: ALL PAPERS AND EXERCISES TO BE HANDED IN SHOULD BE STAPLED AT UPPER LEFT HAND CORNER AND GIVEN A TITLE PAGE BUT LEFT WITHOUT PLASTIC BINDERS OR OTHER SIMILAR COVERS.

850 TIMETABLE

Wed. Sept. 8	The Introduction - Definition of Real Estate Equity
Mon. Sept. 13	Evolution of Income Property Analysis
Wed. Sept. 15	Basic Cash Flow and MR. CAP
Mon. Sept. 20	Commercial Methods of Property Analysis
Wed. Sept. 22	Exercise #1, MR. CAP
Mon. Sept. 27	Advanced Methods of Real Estate Equity Analysis
Wed. Sept. 29	Exercise #2, MR. CAP
Mon. Oct. 4 & 11	Real Estate and the Federal Income Tax
Wed. Oct. 6	Exercise #3, MR. CAP
Tues. Oct. 12 & Wed. Oct. 13 (afternoons & evenings)	(Computer Terminal Labs to be held in split sections in Lowell Hall)
Mon. Oct. 18	Estate Planning & Real Estate Investment
Wed. Oct. 20, Mon. Oct. 25	Limited Partnerships
Wed. Oct. 27	Exercise #4, MR. CAP
Mon. Nov. 1 & Wed. Nov. 3	Joint Ventures
Mon. Nov. 8	Real Estate as a Security
Wed. Nov. 10	TWO HOUR WRITTEN MID-SEMESTER EXAM
Mon. Nov. 15 Wed. Nov. 17	Real Estate Investment Trusts (Portfolio Selection of Trust Shares Case Due Nov. 15)
Mon. Nov. 22	Land and Farm Investment
Wed. Nov. 24	Equity Investment Strategy CASE PROBLEM DUE - in class (Late papers penalized 20%)
Mon. Nov. 29	Tax Deferred Exchanges of Real Estate
Wed. Dec. 1	Real Estate Stocks
Mon. Dec. 6	Other Tax Shelter Deals - Oil and Cattle
Wed. Dec. 8	Case Presentations Review
Mon. Dec. 13	TWO HOUR WRITTEN EXAM

Business 850 - Fall 1976

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	A. "Dr. Pond and the State of the Literature in Real Estate Analysis and Valuation," Michael Hanrahan, Dec. 1975	Mimeo
	B. "Caveat Emptor in Real Estate Equities," Hayes & Harlan, <u>Harvard Business Review</u> , Mar.-April 1972	Mimeo
	C. "A Rational Approach to Feasibility Analysis," James A. Graaskamp, Chap. 3	Mimeo
	D. "Financial Analysis of Real Property Investments," Harvard Business School	Mimeo
	E. "Using the Discounted Yield to Compare Real Estate Alternatives," Robert Ellis, Coldwell Banker	Handout
	F. "Leverage in Real Estate," Stanford University, Graduate School of Business	Mimeo
Mon. Sept. 13	EVOLUTION OF INCOME PROPERTY ANALYSIS	
	A. "Real Estate Financial Analysis - The State of the Art," Oakleight J. Thorne, <u>Appraisal Journal</u> , January 1974	Mimeo
	B. "How Should Yield be Measured in Real Estate Investment?," James R. Cooper, Part 1 & Chap. 1	Mimeo
	C. "How to Assess Investment Proposals," Robert H. Baldwin, <u>Harvard Business Review</u> , May-June 1957	Mimeo
	D. "Differences Between the Major Discounted Cash Flow Capital Budgeting Techniques, Chap. 3, pp. 45-63, Eugene Brigham, <u>Readings in Managerial Finance</u>	Mimeo
	E. "Real Estate Investment Analysis: IRR Versus FMRR," Steven Messner & M.C. Findlay III, <u>Real Estate Appraiser</u> , July-Aug. 1975	Mimeo
Wed. Sept. 15	BASIC CASH FLOW AND MR. CAP	
	A. Review of MR. CAP Manual	

- Mon. Sept. 20 COMMERCIAL METHODS OF PROPERTY ANALYSIS
- A. Property Analysis Forms, NIREB Mimeo
 - B. "Peril-Point Acquisition Prices," John F. Crowther, Harvard Business Press, Sept.-Oct. 1969 Mimeo
 - C. Omnimetrics - Income Property Investment Analysis Model Mimeo
 - D. The Prudential Insurance Co. Model Mimeo
 - E. "California CPA Foundation Course on Real Estate Syndication," John Greiner, Economic Research Association Mimeo
 - F. RAM-30 Model - Arthur Young and Co. Mimeo
- Mon. Sept. 27 ADVANCED METHODS OF REAL ESTATE EQUITY ANALYSIS
- A. "Contemporary Decision Theory and Real Estate Investment," Richard U. Ratcliff & Bernhard Schwab Mimeo
 - B. "A Computer Simulation Model to Measure the Risk in Real Estate Investment," Steven Phyr, Chap. 13 Mimeo
 - C. "Beta Mousetrap?" Thomas, Barrons, 2/7/72 Mimeo
 - D. "The Analysis of Real Estate Investments Under Uncertainty," Peter K. Pellatt Mimeo
- Mon. Oct. 4 REAL ESTATE AND THE FEDERAL INCOME TAX
- A. Federal Taxes Affecting Real Estate, Chapters 1,2,3,4,5, & 12 Text
 - B. "Changes in Depreciation and Recapture - Impact on Real Estate Investments," Emil Sunley, Appraisal Journal, October 1970 Mimeo
 - C. "Real Estate and Tax Reform: An Analysis and Evaluation of the Real Estate Provisions of the Tax Reform Act," Ritter & Sunley, Maryland Law Review, Winter 1970 Mimeo
- Mon. Oct. 11 REAL ESTATE AND THE FEDERAL INCOME TAX
- A. Federal Taxes Affecting Real Estate, Chapters 6,7,8,9,10, & 11 Text
 - B. Proposed Tax Reform - Inconsistent with National Housing Policy," Stephan Roulac, The Appraisal Journal, April 1974 Mimeo
 - C. "Some Overlooked Aspects of Artificial Accounting Losses, Limited Partnerships & Tax Reduciton," Brueggeman & Greenwood Mimeo

Mon. Oct. 18

ESTATE PLANNING & REAL ESTATE INVESTMENT

- A. Federal Taxes Affecting Real Estate, Chap. 14 Text
- B. "Introductory Orientation on the Estate Planning Art," Casey, Institute for Business Planning Mimeo
- C. Section 1: Inheritance and Estate Tax - Wis. CLEW Mimeo
- D. Kersten v. Wis. Department of Revenue - March 1976 Mimeo
- E. "Andorra is the Ultimate in Tax Shelters" Mimeo

Wed. Oct. 20

LIMITED PARTNERSHIPS

- A. Real Estate Securities and Syndication Workbook, Stephan Roulac, Chapters 1-14. Scan 4,5,7,13 Roulac text
- B. "How to Form the Perfect Syndicate," Real Estate Mortgage Newsletter Mimeo
- C. "Case Study of a Private Real Estate Syndication" Mimeo

Mon. Oct. 25

LIMITED PARTNERSHIPS

- A. "Resolution of Limited Partnership Disputes: Practical and Procedural Problems," Stephan Roulac, Real Property, Probate and Trust Journal, Summer 1975 Mimeo
- B. "Proposed Statement of Policy for Intra-State Partnerships," State of Michigan Mimeo
- C. Appendix B, McNeil Pacific Investors Fund Prospectus Roulac text

Mon. Nov. 1

JOINT VENTURES

- A. "Real Estate Equity Investments," and "The Institutional Lender; Nothing Ventured Nothing Gained," F.E. Rogge, G.J. Talbot, R.M. Zinman, Fordham Law Review, Vol. 39, May 1971 Mimeo
- B. "Introduction to Taxation and Other Legal Problems of Unincorporated Real Estate Entities," Martin B. Cowan, Joint Ventures in Real Estate - 2D, Practising Law Institute Mimeo
- C. "How to Account for Real Estate Joint Ventures," James J. Klink, Real Estate Review, Spring 1974 Mimeo

Mon. Nov. 8

REAL ESTATE AS A SECURITY

- A. "Securities Act Release #5465," Tax Shelters,
PLI, pp. 137-152 Mimeo
- B. "SEC Disclosure Practices in Tax Sheltered
Offerings," Barry Thorpe, Real Estate Law
Journal, Special Supplement Mimeo
- C. "The Impact of Securities Regulations and Fi-
nancial Reporting Responsibilities on Real
Estate Investment, Stephen Roulac Mimeo

Wed. Nov. 10

TWO HOUR WRITTEN MID-SEMESTER EXAM

Business 850
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Spring 1977

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Mon. Jan. 31	Commercial Methods of Property Analysis
Wed. Feb. 2	Basic Cash Flow & MR. CAP
Mon. Feb. 7	Advanced Methods of Real Estate Equity Analysis
Wed. Feb. 9	Exercise #1 - MR. CAP
Mon. Feb. 14	Introduction to Equity Risk Analysis
Wed. Feb. 16	Exercise #2 - MR. CAP
Feb. 21 & 23	Real Estate and the Federal Income Tax
Feb. 28 & Mar. 1	Computer Terminal Labs to be Held in Split Sections in Lowell Hall (afternoons and evenings)
Mon. Mar. 7	Estate Planning & Real Estate Investment
Wed. Mar. 9	Estate Planning Cont'd.
Mar. 14 & 16	Limited Partnerships
Mar. 21 & 23	Joint Ventures
Mon. Mar. 28	Exercise #3 - MR. CAP
Wed. Mar. 30	TWO-HOUR MID-SEMESTER EXAM
Apr. 11 & 13	Real Estate as a Security
Mon. Apr. 18	Real Estate Investment Trusts
Wed. Apr. 20	Condominiums as a Real Estate Investment
Mon. Apr. 25	Land and Farm Investments
Wed. Apr. 27	Tax-Deferred Exchanges of Real Estate
Mon. May 2	Real Estate Investment Strategy
Wed. May 4	Case Problem Due in Class (Late Papers Penalized 20%)
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Mon. May 18	TWO-HOUR WRITTEN EXAM

Business 850 - Spring 1977

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	C. "A Rational Approach to Feasibility Analysis," James A. Graaskamp, Chap. 3	Mimeo
	D. "Financial Analysis of Real Property Investments," Harvard Business School	Mimeo
	E. "Using the Discounted Yield to Compare Real Estate Alternatives," Robert Ellis, Coldwell Banker	Handout
	F. "Leverage in Real Estate," Stanford University, Graduate School of Business	Mimeo
Wed. Jan. 26	EVOLUTION OF INCOME PROPERTY YIELD ANALYSIS	
	A. "Real Estate Financial Analysis - The State of the Art," Oakleigh J. Thorne, <u>Appraisal Journal</u> , Jan. 1974	Mimeo
	B. "How Should Yield be Measured in Real Estate Investment?," James R. Cooper, Part I & Chap. I	Mimeo
	C. "How to Assess Investment Proposals," Robert H. Baldwin, <u>Harvard Business Review</u> , May-June 1957	Mimeo
	D. "Differences Between the Major Discounted Cash Flow Capital Budgeting Techniques," Chap. 3, pp. 45-63, Eugene Brigham, <u>Readings in Managerial Finance</u>	Mimeo
	E. "Real Estate Investment Analysis: IRR Versus FMRR," Steven Messner & M. C. Findlay III, <u>Real Estate Appraiser</u> , July-Aug. 1975	Mimeo
Mon. Jan. 31	COMMERCIAL METHODS OF PROPERTY ANALYSIS	
	A. Property Analysis Forms, NIREB	Mimeo
	B. "Peril-Point Acquisition Prices," John F. Crowther, Harvard Business Press, Sept.-Oct. 1969	Mimeo
cont'd.	C. "Real Estate Investment Analysis: An Empirical Study," Robert J. Wiley, <u>The Appraisal Journal</u> , Oct. 1976	Mimeo

- D. DAP Manual, John Nabors Mimeo
- E. "California CPA Foundation Course on Real Estate Syndication," John Greiner, Economic Research Association Mimeo
- F. RAM - 30 Model - Arthur Young and Co. Mimeo
- Wed. Feb. 2 BASIC CASH FLOW & MR. CAP
- Mon. Feb. 7 ADVANCED METHODS OF REAL ESTATE EQUITY ANALYSIS
- A. "Contemporary Decision Theory and Real Estate Investment," Richard U. Ratcliff & Bernhard Schwab Mimeo
- B. "A Computer Simulation Model to measure the Risk in Real Estate Investment," Steven Phyr, Chap. 13 Mimeo
- C. "The Analysis of Real Estate Investments Under Uncertainty," Peter K. Pellatt Mimeo
- Wed. Feb. 9 EXERCISE #1 - MR. CAP
- Mon. Feb. 14 INTRODUCTION TO EQUITY RISK ANALYSIS
- A. "Evaluating Risk in Real Estate Investments," Michael Young Mimeo
- B. "A Framework and Computer Model for Risk Analysis and Risk Management in Real Property Development," Mike Miles Mimeo
- C. "The Reasons Behind the Real Estate Crash: A Case Study," Howard H. Stevenson, Real Estate Review Mimeo
- Wed. Feb. 16 EXERCISE #2 - MR. CAP
- Mon. Feb. 21 REAL ESTATE AND THE FEDERAL INCOME TAX
- A. Federal Taxes Affecting Real Estate, Chpters 1, 2, 3, 4, 5, & 12 Text
- B. "Changes in Depreciation and Recapture - Impact on Real Estate Investments," Emil Sunley, Appraisal Journal, Oct. 1970 Mimeo
- C. "Real Estate and Tax Reform: An Analysis and Evaluation of the Real Estate Provisions of the Tax Reform Act," Ritter & Sunley, Maryland Law Review, Winter 1970 Mimeo
- Wed. Feb. 23 REAL ESTATE AND THE FEDERAL INCOME TAX
- A. Federal Taxes Affecting Real Estate, Chapters 6, 7, 8, 9, 10, & 11 Text

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- B. "Proposed Tax Reform - Inconsistent With National Housing Policy," Stephen Roulac, The Appraisal Journal, April 1974 Mimeo
- C. "Some Overlooked Aspects of Artificial Accounting Losses, Limited Partnerships & Tax Reduction," Brueggeman & Greenwood Mimeo

Mon. Feb. 28

LOWELL HALL EDUCARE SESSION

Wed. Mar. 1

" " " "

Mon. Mar. 7

ESTATE PLANNING & REAL ESTATE INVESTMENT

- A. Federal Taxes Affecting Real Estate, Chap. 14 Text
- B. "Introductory Orientation on the Estate Planning Art," Casey, Institute for Business Planning Mimeo
- C. Section 1: Inheritance and Estate Tax - Wis. CLEW Mimeo
- D. Kersten V. Wis. Department of Revenue - March 1976 Mimeo
- E. "Andorra is the Ultimate in Tax Shelters" Mimeo

Wed. Mar. 9

ESTATE PLANNING CONT'D.

- A. "Choosing Appropriate Estate Planning Tools: A Goal Oriented Matrix Approach," John R. Graham, CLU Journal Mimeo
- B. "Estate Planning for Farmers & Ranchers," Donald H. Kelley, The Practical Lawyer, Feb. 1974 Mimeo
- C. Mimeo

Mon. Mar. 14

LIMITED PARTNERSHIPS

- A. Real Estate Securities and Syndication Workbook, Stephen Roulac, Chapters 1-14. Scan 4, 5, 7, 13 Roulac Text
- B. "How to Form the Perfect Syndicate," Real Estate Mortgage Newsletter Mimeo
- C. "Case Study of a Private Real Estate Syndication" Mimeo

Wed. Mar. 16

LIMITED PARTNERSHIPS

- A. "Resolution of Limited Partnership Disputes: Practical and Procedural Problems," Stephen Roulac, Real Property, Probate and Trust Journal, Summer 1975 Mimeo

cont'd.

- B. "Proposed Statement of Policy for Intra-State Partnerships," State of Michigan Mimeo
- C. Appendix B, McNeil Pacific Investors Fund Prospectus Roulac Text

Mon. Mar. 21

JOINT VENTURES

- A. "Real Estate Equity Investments," and "The Institutional Lender; Nothing Ventured Nothing Gained," F. E. Rogge, G. J. Talbot, R. M. Zinman, Fordham Law Review, Vol. 39, May 1971 Mimeo
- B. "Introduction to Taxation and Other Legal Problems of Unincorporated Real Estate Entities," Martin B. Cowan, Joint Ventures in Real Estate - 2D, Practising Law Institute Mimeo
- C. "How to Account for Real Estate Joint Ventures," James J. Klink, Real Estate Review, Spring 1974 Mimeo

Wed. Mar. 23

JOINT VENTURES CONT'D.

Mon. Mar. 28

EXERCISE #3 - MR. CAP

Wed. Mar. 30

TWO-HOUR MID-SEMESTER EXAM

Mon. Apr. 11

REAL ESTATE AS A SECURITY

- A. "Securities Act Release #5465," Tax Shelters, PLI, pp. 137-152 Mimeo
- B. "SEC Disclosure Practices in Tax Sheltered Offerings," Barry Thorpe, Real Estate Law Journal, Special Supplement Mimeo
- C. "The Impact of Securities Regulations and Financial Reporting Responsibilities on Real Estate Investment," Stephen Roulac Mimeo

Wed. Apr. 13

REAL ESTATE AS A SECURITY CONT'D.

Mon. Apr. 18

REAL ESTATE INVESTMENT TRUSTS

- A. "NAREIF Handbook of Member Trusts," National Association of Real Estate Investment Funds, 1970 Mimeo
- B. "Conflict of Interest Problems in the Management of REIT's," Douglas W. Duval, Real Estate Law Journal, Summer 1974 Mimeo
- C. "Tax Problems of Mortgage Investment Trusts," Robert B. Klein Mimeo
- D. "Lessons From the Mortgage Trust Experience," Howard H. Stevenson, Real Estate Review, Fall 1976 Mimeo

Wed. Apr. 20

CONDOMINIUMS AS A REAL ESTATE INVESTMENT

- A. Pages 12-43, Commercial & Industrial Condominiums, John C. Melaniphy, Jr., a special report by the Urban Land Institute, 1976 Mimeo
- B. "Condominiums As Securities: A Current Look," David Clurman, New York Law Forum, Vol. 19, 1974 Mimeo
- C. "Condominium Regulation: Beyond Disclosure," University of Pennsylvania Law Review, Vol. 123:639, 1975 Mimeo

Mon. Apr. 25

LAND AND FARM INVESTMENTS

- A. "Preliminary Remarks: Farmland," unpublished material by James Ablan & James Graaskamp, April 1976 Mimeo
- B. Federal Taxes Affecting Real Estate, Chap. 10 Text
- C. Federal Taxes Affecting Real Estate, Chap. 14, Sections 14.05, 14.08, 14.09 Text

Wed. Apr. 27

TAX-DEFERRED EXCHANGES OF REAL ESTATE

- A. "Comments on Tax-Deferred Exchanges of Real Estate," Henry J. Olivieri, Jr. & Robert H. Johnson, Real Estate Investment Analysis, by James R. Cooper, Chap. 9, D.C. Heath and Co. Lexington, Mass. 1974 Mimeo
- B. Federal Taxes Affecting Real Estate, Chaps. 7 & 8 Text

Mon. May 2

REAL ESTATE INVESTMENT STRATEGY

- A. "Can Real Estate Returns Outperform Common Stocks?" Stephen Roulac, The Journal of Portfolio Management, Winter 1976 Mimeo
- B. "Commitment Planning: An Approach to Reducing Real Estate Risks," by Mahlon Apgar, IV, The Appraisal Journal, July 1976 Mimeo
- C. "Surviving a Real Estate Crisis," Peter C.M.S. Braun, Business Horizons, April 1975 Mimeo

Wed. May 4

CASE PROBLEM DUE IN CLASS (LATE PAPERS PENALIZED 20%)

Mon. May 9

OTHER TAX SHELTER DEALS - OIL, CATTLE & MOVIES

- A. "What Do Airplanes, Railroads Cars, Beef Cattle, Motion Pictures, Real Estate and Oil Wells All Have in Common?" William D. Dyke, Wisconsin Bar Bulletin, June 1975 Mimeo

CONT 'D.

- B. "An Annuity For All Seasons," Forbes, May 1, 1976 Mimeo
- C. "Oil and Gas," Tax Sheltered Investments, pp. 292-393, edited by publishers of Real Estate Syndication Digest, 1973 Mimeo
- D. "Cattle," Tax Sheltered Investments, pp. 396-448, edited by publishers of Real Estate Syndication Digest, 1973 Mimeo

Wed. May 11

CASE PRESENTATION - CLASSROOM REVIEW AND DISCUSSION

Wed. May 18

TWO-HOUR WRITTEN EXAM

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Real Estate Securities & Syndications - A Workbook, Stephen Roulac,
Real Estate Securities & Syndication Institute (\$8.25)

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	D. "Financial Analysis of Real Property Investments," Harvard Business School	Mimeo
	E. "Using the Discounted Yield to Compare Real Estate Alternatives," Robert Ellis, Coldwell Banker	Handout
	F. "Leverage in Real Estate," Stanford University, Graduate School of Business	Mimeo
	G. <u>Modern Real Estate Investment</u> , p. 1 - 44 (Scan)	Text
Wed. Jan. 26	EVOLUTION OF INCOME PROPERTY YIELD ANALYSIS	
	A. "Real Estate Financial Analysis - The State of the Art," Oakleigh J. Thorne, <u>Appraisal Journal</u> , Jan. 1974	Mimeo
	B. "How Should Yield be Measured in Real Estate Investment?," James R. Cooper, Part 1 & Chap. 1	Mimeo
	C. "How to Assess Investment Proposals," Robert H. Baldwin, <u>Harvard Business Review</u> , May-June 1957	Mimeo
	D. "Differences Between the Major Discounted Cash Flow Capital Budgeting Techniques," Chap. 3, pp. 45-63, Eugene Brigham, <u>Readings in Managerial Finance</u>	Mimeo
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- Mon. Feb. 14 INTRODUCTION TO EQUITY RISK ANALYSIS
- A. Modern Real Estate Investment, p. 57 - 97 Text
- B. "Evaluating Risk in Real Estate Investments," Michael Young Mimeo
- C. "A Framework and Computer Model for Risk Analysis and Risk Management in Real Property Development," Mike Miles Mimeo
- D. "The Reasons Behind the Real Estate Crash: A Case Study," Howard H. Stevenson, Real Estate Review Mimeo
- Wed. Feb. 16 EXERCISE #2 - MR. CAP
- Mon. Feb. 21 REAL ESTATE AND THE FEDERAL INCOME TAX
- A. Chapter XI, "Sale or Exchange of Property," Section 903-935, U.S. Master Tax Guide 1977, Commerce Clearing House, Chicago Mimeo
- B. "Changes in Depreciation and Recapture - Impact on Real Estate Investments," Emil Sunley Appraisal Journal, Oct. 1970 Mimeo
- C. "Real Estate and Tax Reform: An Analysis and Evaluation of the Real Estate Provisions of the Tax Reform Act," Ritter & Sunley, Maryland Law Review, Winter 1970 Mimeo
- Wed. Feb. 23 REAL ESTATE AND THE FEDERAL INCOME TAX
- A. Chapter XI, "Sale or Exchange of Property," Section 963-977, 987-988, 999, U.S. Master Tax Guide 1977, Commerce Clearing House, Chicago Mimeo

cont'd.

- B. "Proposed Tax Reform - Inconsistent With National Housing Policy," Stephen Roulac, The Appraisal Journal, April 1974 Mimeo
- C. "Some Overlooked Aspects of Artificial Accounting Losses, Limited Partnerships & Tax Reduction," Brueggeman & Greenwood Mimeo

Mon. Feb. 28

ESTATE PLANNING & REAL ESTATE INVESTMENT

- A. Chapter XI, "Sale or Exchange of Property," Section 944, 960, U.S. Master Tax Guide 1977 Commerce Clearing House, Chicago Mimeo
- B. "Introductory Orientation on the Estate Planning Art," Casey, Institute for Business Planning Mimeo
- C. Section 1: Inheritance and Estate Tax - Wis. CLEW Mimeo
- D. Kersten V. Wis. Department of Revenue - March 1976 Mimeo
- E. "Andorra is the Ultimate in Tax Shelters" Mimeo

Wed. Mar. 1

ESTATE PLANNING CONT'D.

- A. "Choosing Appropriate Estate Planning Tools: A Goal Oriented Matrix Approach," John R. Graham CLU Journal Mimeo
- B. "Estate Planning for Farmers & Ranchers," Donald H. Kelley, The Practical Lawyer, Feb. 1974 Mimeo

Mon. & Wed.
Mar. 7 & 9

Replaced by all day session, Saturday, March 12 - Lowell Hall - EDUCARE terminals

Mon. Mar. 14

LIMITED PARTNERSHIPS

- A. Real Estate Securities and Syndication Workbook Stephen Roulac, Chapters 1-14, Scan 4, 5, 7, 13 Roulac Text
- B. "How to Form the Perfect Syndicate," Real Estate Mortgage Newsletter Mimeo
- C. "Case Study of a Private Real Estate Syndication" Mimeo
- D. "Partners & Partnerships" Chap. 3, U.S. Master Tax Guide 1977, Commerce Clearing House, Chicago Mimeo

Wed. Mar. 16

LIMITED PARTNERSHIPS

- A. "Resolution of Limited Partnership Disputes: Practical and Procedural Problems," Stephen Roulac, Real Property, Probate and Trust Journal, Summer 1975 Mimeo

cont'd.

- B. "Proposed Statement of Policy for Intra-State Partnerships," State of Michigan Mimeo
- C. Appendix B, McNeil Pacific Investors Fund Prospectus Roulac Syndication Text
- Mon. Mar. 21 JOINT VENTURES
- A. "Real Estate Equity Investments," and "The Institutional Lender; Nothing Ventured Nothing Gained," F. E. Rogge, G. J. Talbot, R. M. Zinman, Fordham Law Review, Vol. 39, May 1971 Mimeo
- B. "Introduction to Taxation and Other Legal Problems of Unincorporated Real Estate Entities," Martin B. Cowan, Joint Ventures in Real Estate - 2D, Practising Law Institute Mimeo
- C. "How to Account for Real Estate Joint Ventures," James J. Klink, Real Estate Review, Spring 1974 Mimeo
- Wed. Mar. 23 JOINT VENTURES CONT'D.
- Mon. Mar. 28 EXERCISE #3 - MR. CAP
- Wed. Mar. 30 TWO-HOUR MID-SEMESTER EXAM
- Mon. Apr. 11 REAL ESTATE AS A SECURITY
- A. Modern Real Estate Investment, P. 99-161, p. 263-278 Text
- B. "SEC Disclosure Practices in Tax Sheltered Offerings," Barry Thorpe, Real Estate Law Journal, Special Supplement Mimeo
- Wed. Apr. 13 REAL ESTATE INVESTMENT TRUSTS
- A. "NAREIF Handbook of Member Trusts," National Association of Real Estate Investment Funds, 1970 Mimeo
- B. "Conflict of Interest Problems in the Management of REIT's, Douglas W. Duval, Real Estate Law Journal, Summer 1974 Mimeo
- C. "Tax Problems of Mortgage Investment Trusts," Robert B. Klein Mimeo
- D. "Lessons From the Mortgage Trust Experience," Howard H. Stevenson, Real Estate Review, Fall 1976 Mimeo

Mon. Apr. 18

CONDOMINIUMS AS A REAL ESTATE INVESTMENT

- A. Pages 12-43, Commercial & Industrial Condominiums, John C. Melaniphy, Jr., a special report by the Urban Land Institute, 1976 Mimeo
- B. "Condominiums As Securities: A Current Look," David Clurman, New York Law Forum, Vol. 19, 1974 Mimeo
- C. "Condominium Regulation: Beyond Disclosure," University of Pennsylvania Law Review, Vol. 123:639, 1975 Mimeo

Wed. Apr. 20

LAND AND FARM INVESTMENTS

- A. "Preliminary Remarks: Farmland," unpublished material by James Ablan & James Graaskamp, April 1976 Mimeo
- B. Federal Taxes Affecting Real Estate, Chap. 10 Mimeo
- C. Federal Taxes Affecting Real Estate, Chap. 14, Sections 14.05, 14.08, 14.09 Mimeo
- D. Chapter XI, "Sale or Exchange of Property," Section 998 & 998E, 978, U.S. Master Tax Guide 1977, Commerce Clearing House, Chicago Mimeo

Mon. Apr. 25

TAX-DEFERRED EXCHANGES OF REAL ESTATE

- A. "Comments on Tax-Deferred Exchanges of Real Estate," Henry J. Olivieri, Jr. & Robert H. Johnson, Real Estate Investment Analysis, by James R. Cooper, Chap. 9, D.C. Heath and Co. Lexington, Mass. 1974 Mimeo
- B. Federal Taxes Affecting Real Estate, Chaps. 7 & 8 Text

Wed. Apr. 27

REAL ESTATE INVESTMENT STRATEGY

- A. "Can Real Estate Returns Outperform Common Stocks?" Stephen Roulac, The Journal of Portfolio Management, Winter 1976 Mimeo
- B. "Commitment Planning: An Approach to Reducing Real Estate Risks," by Mahlon Apgar, IV, The Appraisal Journal, July 1976 Mimeo
- C. "Surviving a Real Estate Crisis," Peter C.M.S. Braun, Business Horizons, April 1975 Mimeo
- D. "Ten Green Bottles," Norman Macrae, The Economist Dec. 25, 1976 Mimeo

- Mon. May 2 INSTITUTIONAL INVESTMENT STRATEGY
- A. Modern Real Estate Investment, p. 145-196, Text
p. 307-311, p. 365-462
- Wed. May 4 PROFESSIONAL ASSET MANAGEMENT
- A. Modern Real Estate Investment, p. 467-553 and Text
Appendix 597-640
- B. CASE PROBLEM DUE IN CLASS (LATE PAPERS PENALIZED 20%)
- Mon. May 9 OTHER TAX SHELTER DEALS - OIL, CATTLE & MOVIES
- A. "What Do Airplanes, Railroads Cars, Beef Cattle, Mimeo
Motion Pictures, Real Estate and Oil Wells All
Have in Common?" William D. Dyke, Wisconsin
Bar Bulletin, June 1975
- B. "An Annuity For All Seasons," Forbes, May 1, Mimeo
1976
- C. "Oil and Gas," Tax Sheltered Investments, Mimeo
pp. 292-393, edited by publishers of Real Estate
Syndication Digest, 1973
- D. "Cattle," Tax Sheltered Investments, pp. 396-448, Mimeo
edited by publishers of Real Estate Syndication
Digest, 1973
- Wed. May 11 CASE PRESENTATION - CLASSROOM REVIEW AND DISCUSSION
- Wed. May 18 TWO-HOUR WRITTEN EXAM

Business 850
REAL ESTATE EQUITY INVESTMENT

Spring 1978

Prof. James A. Graaskamp

I. Objectives

To introduce students to the theoretical and practical problems of structuring real estate ownership to match investment strategy to constraints of federal tax law, leverage, risk characteristics of the property, and preferred management styles. Course emphasizes both readings, and simulation by means of computerized cash flow investment models applied to selected cases. 3 credits.

II. General Course Format

Each week will have selected readings which are required. There will be a lecture on Mondays which, hopefully, will shed some light and organization on the readings selected. On Wednesdays, there will be a lecture or a lab session devoted to problem technique. There will be a two-hour exam at mid-semester and another at the end of the semester on these readings, and these exams will be 60% of your grade.

There will be a series of problem exercises which will represent 40% of your grade.

III. Textbooks

Recommended for purchase:

Modern Real Estate Investment, Stephen Roulac, Property Press,
San Francisco (\$17.50)

Real Estate Investment Analysis, Robert M. Ellis, Coldwell Banker
Company, 1976 (\$11.00)

Mimeograph Package - \$15.00

Books and mimeos can be purchased for cash from the University of Wisconsin Real Estate Club in Room 118 at the prices indicated. No credit.

NOTE: ALL PAPERS AND EXERCISES TO BE HANDED IN SHOULD BE STAPLED AT UPPER LEFT HAND CORNER AND GIVEN A TITLE PAGE BUT LEFT WITHOUT PLASTIC BINDERS OR OTHER SIMILAR COVERS.

Business 850
REAL ESTATE EQUITY INVESTMENT

Spring 1978

Prof. James A. Graaskamp

Mon. Jan. 23	Introduction - Defining the Context of Real Estate Equity
Wed. Jan 25	Intensive Review of Coldwell Banker
Mon. Jan. 30	Introduction to PDP 1170 - BFCF, Mini-Mod, MR CAP
Wed. Feb. 1	Investment Theory & Real Estate Analysis (Case Exercise #1)
Feb. 6 & 8	" " " " "
Feb. 13 & 15	Real Estate and the Federal Income Tax
Mon. Feb. 20	Tax Deferred Exchanges of Real Estate
Feb. 22 & 27	Real Estate and Estate Planning
Mar. 1 & 6	Limited Partnership
Mar. 8 & 13	Real Estate as a Security
Wed. Mar. 15	TWO HOUR MID-SEMESTER EXAM
SPRING VACATION	
Mar. 29 - Apr. 3	Joint Ventures
Wed. Apr. 5	Case Exercise #2
Apr. 10, 12 & 17	Real Estate Investment Trusts
Wed. Apr. 19	Real Estate Investment Pools & Pension Funds
Mon. Apr. 24	Case Exercise #3
Apr. 26 & May 1	Land and Farm Investments
Wed. May 3	Condominiums as a Real Estate Investment
Mon. May 8	Other Tax Shelter Deals - Oil, Cattle, and Movies
May 10 & 15	Open for Unfinished Material
Wed. May 17	FINAL EXAM

Business 850 - Spring 1978

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
Mon. Jan. 23	THE INTRODUCTION-DEFINING CONTEXT OF REAL ESTATE EQUITY	
	A. "Dr. Pond and the State of the Literature in Real Estate Analysis and Valuation," Michael Hanrahan, Dec. 1975	Mimeo
	B. "A Rational Approach to Feasibility Analysis," James A. Graaskamp, Chap. 3	Mimeo
	C. MODERN REAL ESTATE INVESTMENT, pp. 1-44, 297-305	Text
Wed. Jan. 25	INTENSIVE REVIEW OF COLDWELL BANKER	
Mon. Jan. 30	COMPUTER TERMINAL LAB - Room 103	
	A. Sample PDP 1170 runs, BFCF, Mini-Mod, MR CAP, Ellwood	Mimeo
Wed. Feb. 1	EVOLUTION OF INCOME PROPERTY YIELD ANALYSIS	
	A. "Real Estate Financial Analysis - The State of the Art," Oakleigh J. Thorne, <u>Appraisal Journal</u> , Jan. 1974	Mimeo
	B. "How Should Yield be Measured in Real Estate Investment," James R. Cooper, Part 1 & Chap. 1	Mimeo
	C. "How to Assess Investment Proposals," Robert H. Baldwin, <u>Harvard Business Review</u> , May-June 1957	Mimeo
	D. "Differences Between the Major Discounted Cash Flow Capital Budgeting Techniques," Chap. 3, pp. 45-63, Eugene Brigham, <u>Readings in Managerial Finance</u>	Mimeo
	E. "Real Estate Investment Analysis: IRR Versus FMRR," Steven Messner & M. C. Findlay III, <u>Real Estate Appraiser</u> , July-Aug. 1975	Mimeo
	F. MODERN REAL ESTATE INVESTMENT , pp. 353-364	Text
Mon. Feb. 6	INVESTMENT THEORY & REAL ESTATE ANALYSIS	
	A. "Reprogramming the Money Manager," Chris Welles <u>Institutional Investor</u> Apr. 77	Mimeo
	B. "Contemporary Decision Theory & Real Estate Investment," R.U. Ratcliff & Bernie Schwab	Mimeo
	C. MODERN REAL ESTATE INVESTMENT, pp. 57-73, 81-97, 227-242	Text

Business 850 - Spring 1978

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
Wed. Feb. 8	INVESTMENT THEORY & REAL ESTATE ANALYSIS	
	A. "Evaluating Risk & Real Estate Investments," Michael Young	Mimeo
	B. "A Computer Simulation Model to Measure the Risk in Real Estate Investment," Steven Phyr, r, Chap. 13	Mimeo
	C. "The Analysis of Real Estate Investments Under Uncertainty," Peter K. Pellatt	Mimeo
Mon. Feb. 13	STRATEGIES FOR INVOLVEMENT IN REAL ESTATE	
	A. MODERN REAL ESTATE INVESTMENT, pp. 169-196 Scan - pp. 201-226, emphasize - pp. 263-296	Text
	B. Introduction to <u>1978 U.S. Master Tax Guide</u> , CCH Briefly review checklists 51-68 Individuals and corporations, Sections 100 and 200 Concentrate on "Sale or Exchange of Property" 901, pp. 310-317, pp. 324-332, 334-346, pp. 350-358	Text
Wed. Feb. 15	A. <u>1978 Master Tax Guide</u> , complete Section 901 and concentrate on depreciation, Section 1151, pp. 417-453	Text
	B. MODERN REAL ESTATE INVESTMENT, pp. 243-262, 307-316	Text
	C. "How the New Tax Law Alters Cash Flow: A Case Study," William Brueggeman & Jeffrey Fisher	Mimeo
Mon. Feb. 20	TAX-DEFERRED EXCHANGES IN REAL ESTATE	
	A. "Comments on Tax-Deferred Exchanges of Real Estate," Henry J. Olivieri, Jr. & Robert H. Johnson, <u>Real Estate Investment Analysis</u> , by James R. Cooper, Chap. 9, D.C. Heath and Co. Lexington, Mass. 1974	Mimeo
	B. "Computerized Exchange Evaluation Model," Butler/Henderson, <u>The Appraisal Journal</u> July 1977, pp. 383 - 395	Mimeo
Wed. Feb. 22	DISCUSSION OF CASE EXERCISE #1	
	A. "Neighborhood Revitalization and the Historic Preservation Incentive of the Tax Reform Act of 1976: Lessons from the Bottom Line of a Chicago Red Brick Three Flat," Richard J. Roddewig and Michael Young	Mimeo

Business 850 - Spring 1978

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
Wed. Feb. 22	Continued B. "Historic Preservation and the 1976 TRA" <u>Urban Trends</u> , January 1978	Mimeo
Mon. Feb. 27	REAL ESTATE AND ESTATE PLANNING A. "Federal Estate and Gift Taxes" <u>Taxes 1978</u> , Wisconsin Taxpayers Alliance, pp. 20-29 B. Review Chap. IX, "Sale or Exchange of Property, Sections 942-960. C. "Introductory Orientation on the Estate Planning Art," Casey, Institute for Business Planning D. Kersten V. Wis. Department of Revenue - March 1976 E. "Andorra is the Ultimate in Tax Shelters"	Text Mimeo Mimeo Mimeo Mimeo
Wed. Mar. 1	ESTATE PLANNING CONT'D A. "Choosing Appropriate Estate Planning Tools: A Goal Oriented Matrix Approach," John R. Graham, <u>CLU Journal</u> B. "Estate Planning for Farmers & Ranchers," Donald H. Kelley, <u>The Practical Lawyer</u> , Feb. 1974	Mimeo Mimeo
Mon. Mar. 6	LIMITED PARTNERSHIPS A. Chap. 8, 9, & 10, PRINCIPLES OF REAL ESTATE SYNDICATION, Samuel K. Freshman, pp. 139-186 B. <u>1978 Master Tax Guide</u> , "Partners and Partner- ships," p. 127-150	Mimeo Text
Wed. Mar. 8	LIMITED PARTNERSHIPS CONT'D A. "Resolution of Limited Partnership Disputes: Practical and Procedural Problems," Stephen Roulac, <u>Real Property, Probate and Trust Journal</u> , Summer 1975 B. "Case Study of a Private Real Estate Syndication"	Mimeo Mimeo

Business 850
REAL ESTATE EQUITY INVESTMENT

Spring 1979

Prof. James A. Graaskamp

I. Objectives

To introduce students to the theoretical and practical problems of structuring real estate ownership to match investment strategy to constraints of federal tax law, leverage, risk characteristics of the property, and preferred management styles. Course emphasizes both readings, and simulation by means of computerized cash flow investment models applied to selected cases. 3 credits.

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Each week will have selected readings which are required. There will be a lecture on Mondays which, hopefully, will shed some light and organization on the readings selected. On Wednesdays, there will be a lecture or a lab session devoted to problem technique. There will be two one-hour exams and another two-hour exam at the end of the semester on these readings. These exams will be 60% of your grade.

There will be a series of case problems which will represent 40% of your grade.

III. Textbooks

Recommended for purchase:

Modern Real Estate Investment, Stephen Roulac, Property Press, 1976,
San Francisco (~~\$17.50~~) ~~NOT IN USE~~ \$19.21

Real Estate Investment Analysis, Robert M. Ellis, Coldwell Banker
Company, 1976 (\$11.00) HAVE

Tax Planning for Real Estate Transactions, Coopers and Lybrand, Farm
and Land Broker's Institute, Chicago, 1978 ()

Mimeograph Package - \$15.00

Books and mimeos can be purchased for cash from the University of Wisconsin Real Estate Club in Room 118 at the prices indicated. No credit.

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Business 850
REAL ESTATE EQUITY INVESTMENT

Spring 1979

Prof. James A Graaskamp

Mon. Jan. 22	Resources, Society and Capital
Wed. Jan. 25	Property, People, and the Real Estate Package
Mon. Jan. 29	Evolution of Income Property Yield Analysis
Wed. Jan. 31	Current State of the Art
Mon. Feb. 5	Investment Theory and Real Estate Risk
Wed. Feb. 7	Review of MR CAP for Investment Analysis
Mon. Feb. 12	Review of Federal Income Tax Principles
Wed. Feb. 14	Review of Federal Income Tax Definitions
Mon. Feb. 19	Tax Deferred Exchanges in Real Estate
Wed. Feb. 21	Real Estate and Estate Planning
Mon. Feb. 26	Real Estate and Estate Taxes
Wed. Feb. 28	SIX WEEKS EXAM
Mon. Mar. 5	Collective or Group Investment Formats
Wed. Mar. 7	Limited Partnership
Mon. Mar. 12	Limited Partnership (Continued)
Wed. Mar. 14	Case Study No. 2
Mar. 26-Mar. 28	Joint Venture and General Partnership Format
Mon. Apr. 2	Real Estate Investment Trusts
Wed. Apr. 4	Public Real Estate Corporate Stock
Apr. 9-Apr. 11	Commingled Funds and Pension Funds
Mon. Apr. 16	Case Study Problem No. 3
Wed. Apr. 18	TWELVE WEEKS EXAM
Apr. 23-Apr. 25	Farmland and Development Land
Apr. 30-May 2	Commercial Property Investment
May 7-May 9	Hotels and Restaurants
Mon. May 14	Discussion of Case No. 4
Mon. May 16	FINAL EXAM

Business 850 - Spring 1979

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
Mon. Jan. 22	RESOURCES, SOCIETY AND CAPITAL	
	A. "Will Capitalism Survive?" Benjamin A. Rogge, <u>MGIC Newsletter</u> , October, 1978	Mimeo
	B. "When the World Runds Out of Oil," Steve Sherman, <u>Yankee Magazine</u> , February, 1977	Mimeo
	C. "The Coming Entrepreneurial Revolution: A Survey," <u>The Economist</u> , December 25, 1976	Mimeo
	D. "The Influence of Capital Market Theory on Real Estate Returns and the Value of Economic Analysis" Stephen Roulac, <u>Structuring Real Estate Investments</u>	Mimeo
Wed. Jan. 24	PROPERTY, PEOPLE, AND THE REAL ESTATE PACKAGE	
	A. "The Future of the Real Estate Industry: Changing Supply Patterns," "Tomorrow's Changing Demand for Real Estate," and "The Future of the Real Estate Industry: New Directions and New Roles," John McMahan, <u>Real Estate Review Series</u>	Mimeo
	B. "Inflation and the Real Estate Investor," Wendt, <u>The Appraisal Journal</u> , July 1977	Mimeo
	C. MODERN REAL ESTATE INVESTMENT, p. 1-44, 297-305	Text
Mon. Jan. 29	EVOLUTION OF INCOME PROPERTY YIELD ANALYSIS	
	A. "How to Assess Investment Proposals," Robert H. Baldwin, <u>Harvard Business Review</u> , May-June 1957	Mimeo
	B. "Differences Between the Major Discounted Cash Flow Capital Budgeting Techniques," Chap. 3, p. 45-63, Eugene Brigham, <u>Readings in Managerial Finance</u>	Mimeo
	C. "Real Estate Financial Analysis - The State of the Art," Oakleigh J. Thorne, <u>Appraisal Journal</u> , Jan. 1974	Mimeo
	D. "Real Estate Investment Analysis: IRR Versus FMRR," Steven Messner & M. C. Findlay III, <u>Real Estate Appraiser</u> , July-Aug. 1975	Mimeo
	E. MODERN REAL ESTATE INVESTMENT, p. 57-73, 353-364	Text
Wed. Jan. 31	CURRENT STATE OF THE ART	
	A. REAL ESTATE INVESTMENT ANALYSIS, Chap. 1-5, Chap. 11-13 (Bring Coldwell Banker text to class	Text

BRING
COLDWELL
BANKER!

Business 850 - Spring 1979

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
Mon. Feb. 5	INVESTMENT THEORY AND REAL ESTATE RISK	
	A. MODERN REAL ESTATE INVESTMENT, p. 81-97, 227-242	Text
	B. "Reprogramming the Money Manager," Chris Welles <u>Institutional Investor</u> , Apr. 77	Mimeo
	C. "Contemporary Decision Theory & Real Estate Investment," R. U. Ratcliff & Bernie Schwab	Mimeo
	D. "Commitment Planning: An Approach to Reducing Real Estate Risks," Mahlon Apgar, IV, <u>The Appraisal Journal</u> , July 1976	Mimeo
	E. "Large Scale Real Estate Investments - Under- standing the Risks through Modeling," Stevenson and Jackson, <u>The Appraisal Journal</u> , July 1977	Mimeo
Wed. Feb. 7	(SPECIAL REVIEW LAB ON WITTS AND MR CAP TO BE SCHEDULED FOR THIS WEEK) REVIEW OF MR CAP FOR INVESTMENT ANALYSIS	
	A. MR CAP Manual	
	B. CASE STUDY PROBLEM NO. 1	
Mon. Feb. 12	REVIEW OF FEDERAL INCOME TAX PRINCIPLES	
	A. MODERN REAL ESTATE INVESTMENT, scan pages 169-226; Emphasize pages 243-296	Text
	B. REAL ESTATE INVESTMENT ANALYSIS, p. 27	Text
	C. "Special Report: How the New Tax Law Affects Real Estate and Other Investors," <u>The Mortgage and Real Estate Executives Report</u> , Nov. 15, 1978, p. 3-8	Mimeo
	D. TAX PLANNING FOR REAL ESTATE TRANSACTIONS, Chap. 1-3	Text
Wed. Feb. 14	REVIEW OF FEDERAL INCOME TAX DEFINITIONS	
	A. TAX PLANNING FOR REAL ESTATE TRANSACTIONS, Chap. 4-6	Text
Mon. Feb. 19	TAX DEFERRED EXCHANGES IN REAL ESTATE	
	A. TAX PLANNING FOR REAL ESTATE TRANSACTIONS, Chap. 7, 8, 11	Text
	B. "Computerized Exchange Evaluation Model," Butler/ Henderson, <u>The Appraisal Journal</u> , July 1977, p. 383- 395	Mimeo
	C. Tax Deferred Exchange - Planning Considerations Valachi	
	D. Master Tax Guide	

E. APPRAISAL BRIEF - LEGISLATION & TRENDS
 F. ANNUITY FOR ALL SEASONS.

Business 850 - Spring 1979

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
Wed. Feb. 21	REAL ESTATE AND ESTATE PLANNING	
	A. "Federal Estate and Gift Taxes," <u>Taxes</u> , 1979 Wisconsin Taxpayers Alliance, p. 20-29	Text
	B. "Introductory Orientation on the Estate Planning Art," Casey, Institute for Business Planning	Mimeo
	C. "Choosing Appropriate Estate Planning Tools: A Goal Oriented Matrix Approach," John R. Graham, <u>CLU Journal</u>	Mimeo
	D. "An Annuity for all Seasons"	Mimeo
Mon. Feb. 26	REAL ESTATE AND ESTATE TAXES	
	A. Review Chap. 1, TAX PLANNING FOR REAL ESTATE TRANSACTIONS	Text
	B. "Special Use" Valuation of Farm, Ranch and Closely Held Business Real Property," Maurice J. O'Sullivan, Jr., <u>Estate and Gift Tax After Reform</u> , p. 95-121 After Art. "A", March 5 ^m -	Mimeo
Wed. Feb. 28	SIX WEEKS EXAM	
Mon. Mar. 5	COLLECTIVE OR GROUP INVESTMENT FORMATS	
	A. Definition of a Security "As Applied to Real Estate" <u>Advanced Techniques in Real Estate Syndication</u> , Stephen Roulac, RESSI, p. 281-329	Mimeo
	A. 1-2 B. <u>Notes on Forms of Real Estate Ownership</u> , p. 1-15	Mimeo
Wed. Mar. 7	LIMITED PARTNERSHIP	
	A. <u>Real Estate Limited Partnership</u> , Lynn, Goldberg, and Abrams, p. 1-60	Mimeo
	B. "Proposed Statement of Policy of the Corporation & Securities Bureau, Michigan Department of Commerce Regarding Limited and Certain Qualified Offerings of Real Estate," Preliminary Draft No. 2, Jan. 14, 1974 - Also	Mimeo
Mon. Mar. 12	LIMITED PARTNERSHIPS (Continued)	
	* A. "Resolution of Limited Partnership Disputes: Practical and Procedural Problems," Stephen Roulac, <u>Real Property, Probate and Trust Journal</u> , Summer 1975	Mimeo

Business 850 - Spring 1979

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
Mon. Mar. 12	LIMITED PARTNERSHIPS (Cont.)	
	B. "Statement of Policy - Midwest Rules Regarding Real Estate Program, p. 376-421 WITH THE MICHIGAN (3/7/79) READING	Mimeo
	C. "Due Diligence Checklist for Broker-Dealers Handling Tax Shelter Securities," Lewis G. Mosberg	Mimeo
Wed. Mar. 14	CASE STUDY PROBLEM NO. 2	
	A. "Analysis of a Limited Partnership Prospectus,"	
	SPRING BREAK	
Mon. Mar. 26-28	JOINT VENTURE AND GENERAL PARTNERSHIP FORMAT	
	A. "Real Estate Equity Investments and the Institutional Lender: Nothing Ventured, Nothing Gained," Roegge et. al.	Mimeo
	* B. "General Partnership Agreement Used by Institutional Investor," by Roegge, <u>Joint Ventures in Real Estate</u> , Practising Law Institute, New York, 1971	Mimeo
	C. Be prepared to write a 15-minute quiz critique on Sample Joint Venture Agreement, Appendix 3, p. 542-546, MODERN REAL ESTATE INVESTMENT	Text
Mon. Apr. 2	REAL ESTATE INVESTMENT TRUSTS "How One R.E. Portfolio Fared" - Warner & Aldridge - RE. Review	
	A. "What Went Wrong with the REITs?" Howard H. Stevenson, <u>The Appraisal Journal</u> , April 1977	Mimeo
	B. "Tax Breaks for REITs Under the Tax Reform Act," Englebrecht and Kramer, <u>Real Estate Review</u>	Mimeo
	C. "Conflict of Interest Problems in the Management of REITS," Douglas W. Duval, <u>Real Estate Law Journal</u>	Mimeo
	* D. <u>New Opportunities in Realty Trust</u> , selected items	Mimeo
Wed. Apr. 4	PUBLIC REAL ESTATE CORPORATE STOCK	
	A. "The Rise of the Superbuilder," Campbell, <u>Housing</u> , June 1978 Back to Back w/ Reading for May 9 th	Mimeo
	B. "Market-Value Accounting: An Interview with Barron Hilton, <u>The Cornell Motel and Restaurant Administration Quarterly</u> , Aug. 1977, Vol. 18, No. 2	Mimeo

Business 850 - Spring 1979

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
Mon. Apr. 9-11	COMMINGLED FUNDS AND PENSION FUNDS	
	A. "Institutional Strategies for Real Estate Investment, Roulac and King, <u>The Appraisal Journal</u> , April 1978	Mimeo
	B. "Bank Trust Department Operation of Commingled Real Estate Funds," Miles and Langford, <u>Real Estate Issues</u> , Vol. 3, No. 2, Winter 1978, p. 62-73	Mimeo
	C. p. 307-336, 365-400, Appendix 597-640, MODERN REAL ESTATE INVESTMENT, Roulac	Text
	D. Scan 341-351, 281-296, MODERN REAL ESTATE INVESTMENT Roulac	Text
	* E. "Should Trustees and Other Institutional Investor Purchase Shares in the Market Fund?" Richard Posner, University of Chicago Law School, July 14, 1972	Mimeo
Mon. Apr. 16	CASE STUDY PROBLEM NO. 3	
Wed. Apr. 18	TWELVE WEEK EXAM	
Mon. Apr. 23-25	FARMLAND AND DEVELOPMENT LAND	
	A. "Agricultural Land Investment: Profit Opportunity or New Speculative Bubble?" Stephen E. Roulac, <u>The Appraisal Journal</u> , January 1978	Mimeo
	B. TAX PLANNING FOR REAL ESTATE TRANSACTIONS, Chap. 10	Text
	* C. "Investment Attribute Matrix: Farm vs. Apartment, : unpublished material by James Graaskamp	Mimeo
Apr. 30-May 2	COMMERCIAL PROPERTY INVESTMENT	
	A. TAX PLANNING FOR REAL ESTATE TRANSACTIONS, Chap. 9, 12	Text
	B. p. 427-482, 495-524, MODERN REAL ESTATE INVESTMENT, Roulac	Text
	C. CASE STUDY PROBLEM NO. 4	
May 7 - May 9	HOTELS AND RESTAURANTS	
	A. TAX PLANNING FOR REAL ESTATE TRANSACTIONS, Chap. 13	Text
	B. "The Risk Structure of the Hotel Industry," Arbel and Grier, <u>The Cornell Hotel and Restaurant Administration Quarterly</u> , Nov. 1978, Vol. 19, No. 3	Mimeo

Business 850 - Spring 1979

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
May 7 - May 9	HOTELS AND RESTAURANTS (Cont.)	
	C. "Resort Time-Sharing: Current Regulation...and the Alternatives, Gunnar, <u>The Cornell Hotel and Restaurant Administration Quarterly</u> , Nov. 1978, Vol. 19, No. 3	Mimeo
	D. "The Appraisal of Lodging Facilities," Rushmore Helmsley-Spear, <u>The Cornell Hotel and Restaurant Administration Quarterly</u> , Aug. 1978, Vol. 19, No. 2	Mimeo
	E. "Hidden Investment Tax Credit in Restaurant Construction," <u>The Cornell Hotel and Restaurant Administration Quarterly</u> , May 1978, Vol. 19, No. 1 <i>Sanitation Training & Certification - A Ntl. Trend - Chs. Sandler.</i>	Mimeo
	F. "Administering the Hotel Management Contract: An Analysis of Owner and Operator Concerns, Eyster, <u>The Cornell Hotel and Restaurant Administration Quarterly</u> , Aug. 1977, Vol. 18, No. 2	Mimeo
Mon. May 14	DISCUSSION OF CASE NO. 4	
Wed. May 16	FINAL EXAM	

Business 850
REAL ESTATE EQUITY INVESTMENT

Spring 1980

Prof. James A. Graaskamp
Michael L. Robbins

I. Objectives

To introduce students to the theoretical and practical problems of structuring real estate ownership to match investment strategy to constraints of federal tax law, leverage, risk characteristics of the property, and preferred management styles. Course emphasizes both readings, and simulation by means of computerized cash flow investment models applied to selected cases. 3 credits.

II. General Course Format

Each week will have selected readings which are required. There will be a lecture on Wednesdays which, hopefully, will shed some light and organization on the readings selected. There will be two one-hour exams and another two-hour exam at the end of the semester on these readings. These exams will be 60% of your grade.

There will be a series of case problems which will represent 40% of your grade.

III. Recommended for purchase:

The Real Estate Investment Decision, Gaylon E. Greer, Lexington Books, 1979, Lexington, MA (\$16.00).

Real Estate Investment Analysis, Robert M. Ellis, Coldwell Banker Company, 1976 (\$11.00).

1980 U.S. Master Tax Guide, Commerce Clearing House, Inc., 1979, Chicago (\$5.50).

Taxes 1980, Wisconsin Taxpayers Alliance, 1979, Madison (\$.75).

Real Estate Limited Partnerships, Theodore S. Lynn, Harry F. Goldberg and Daniel S. Abrams, John Wiley & Sons, 1977, New York (\$21.00).

Mimeograph Packet - \$12.50

Total = \$66.75

Books and mimeos can be purchased for cash from the University of Wisconsin Real Estate Club in Room 118 at the prices indicated.
No credit.

<u>Class Period</u>	<u>Readings</u>	
Lecture #1 1/23/80	RESOURCES, SOCIETY AND CAPITAL	JAG
	A. "Will Capitalism Survive?", Benjamin A. Rogge, <u>MGIC Newsletter</u> , October, 1978.	
	B. "When the World Runs Out of Oil", Steve Sherman, <u>Yankee Magazine</u> , February, 1977.	
	C. "The Coming Entrepreneurial Revolution: A Survey", <u>The Economist</u> , December 25, 1976.	
	D. "The Influence of Capital Market Theory on Real Estate Returns and the Value of Economic Analysis", Stephen Roulac, <u>Structuring Real Estate Investments</u> .	
	E. "The Future of the Real Estate Industry: Changing Supply Patterns", "Tomorrow's Changing Demand for Real Estate", and "The Future of the Real Estate Industry: New Directions and New Roles", John McMahan, <u>Real Estate Review Series</u> .	
	F. "Inflation and the Real Estate Investor", Wendt, <u>The Appraisal Journal</u> , July, 1977.	
Lecture #2 1/30/80	RATE OF RETURN AND PRICE	JAG/MLR
	A. <u>The Real Estate Investment Decision</u> (Greer), Chapters 1-5, pp. 1-77.	
	B. <u>Real Estate Investment Analysis</u> (Coldwell Banker), Chapters 1-5, pp. 1-44.	
Lecture #3 2/6/80	PURCHASE PRICE AS DEFINED BY RESALE PRICE (What is Greer and Ellis saying?)	MLR
	A. Greer, Chapters 7-9, pp. 101-172.	
	B. Coldwell Banker, Chapters 11-13, pp. 120-132.	
	C. "Risk Analysis in the Real Property Development Process: A Conceptual Framework and a Computer Simulation Model", Mike Miles and Charles H. Wurtzbach, <u>Journal of Business Research</u> , 1977, pp. 1-33.	
Lecture #4 2/13/80	DEFINING AND MEASURING RISK	MLR
	A. Greer, Chapters 10-14, pp. 175-275.	

<u>Class Period</u>	<u>Readings</u>	
Lecture #5 2/20/80	REVIEW OF FEDERAL TAX PRINCIPLES (Depreciation, Recapture and Deductions)	MLR
	A. Greer, Chapter 6, pp. 79-99.	
	B. <u>Taxes 1980</u> (Taxes), pp. 30-61.	
	C. <u>Real Estate Limited Partnerships</u> (Limited), Chapters 5-6, pp. 67-93.	
	D. <u>1980 U.S. Master Tax Guide</u> (Guide), 1. #1151-#1167, pp. 419-428 2. #1178-#1184, pp. 444-451 3. #357 -#359, p. 152 4. #988 -#996, pp. 354-358	
Lecture #6 2/27/80	CAPITAL GAIN OR LOSS	MLR
	A. Guide, 1. #960 -#999, pp. 338-360 2. #467, p. 177 3. #676, p. 235 4. #137 -#139, pp. 68- 69 5. #1114, pp. 405-406 6. #251 -#253, pp. 112-114 7. #167 -#167F, pp. 82- 88	
Lecture #7 3/5/80	DISPOSITIONS AND TAX CONSEQUENCES	MLR
	A. "Marketing Investment Real Estate" (Marketing), Stephen D. Messner, Irving Schreiber and Victor L. Lyon, <u>Dispositions</u> , 1975, Chapter 10, pp. 172-194.	
	B. Guide, #661-#683, pp. 229-237.	
	C. Limited, Chapter 8, pp. 107-132.	
Lecture #8 3/12/80	REAL ESTATE EXCHANGES	MLR
	A. Coldwell Banker, Chapters 12-13, pp. 122-132.	
	B. Guide, 1. #901-#918, pp. 312-324 2. #934-#959, pp. 329-338	
	C. "Computerized Exchange Evaluation Model", Butler/ Henderson, <u>The Appraisal Journal</u> , July, 1977, pp. 383-395.	
3/19/80	SPRING BREAK	

<u>Class Period</u>	<u>Readings</u>	
Lecture #9 3/26/80	OWNERSHIP FORM - GENERAL TYPES	MLR
	A. Greer, Chapter 14, pp. 262-276.	
	B. "Financing Income - Producing Real Estate", James A. Britton, Jr. and Lewis O. Kerwood, <u>Joint Ventures</u> , 1977, Chapter 22, pp. 244-251.	
	C. "Selecting the Form of Entity", <u>Principal of Real Estate Syndication</u> , pp. 139-147.	
Lecture #10 4/2/80	OWNERSHIP FORM - THE LIMITED PARTNERSHIP (What is it and why is it used?)	MLR
	A. Guide, 1. #300-#350, pp. 129-150 2. #381-#389, p. 156	
	B. Limited, 1. Chapters 1-4, pp. 1- 60 2. Chapter 7, pp. 95-103	
Lecture #11 4/9/80	OWNERSHIP FORM - THE LIMITED PARTNERSHIP (How is it regulated?)	MLR
	A. Limited, Chapters 9-12, pp. 133-211.	
	B. "Resolution of Limited Partnership Disputes: Practical and Procedural Problems", Stephen Roulac, <u>Real Property, Probate and Trust Journal</u> , Summer 1975.	
Lecture #12 4/16/80	OWNERSHIP FORM - THE CORPORATION OR TRUST	MLR
	A. Guide, 1. #201-#299, pp. 99-128 2. #401-#497, pp. 157-185	
Lecture #13 4/23/80	ESTATE PLANNING	MLR
	A. "Choosing Appropriate Estate Planning Tools: A Goal-Oriented Matrix Approach", John R. Graham, <u>CLU Journal</u> .	
	B. <u>Estate Planning Book</u> , 1. Chapters 1-4, pp. 1- 63 2. Chapter 15, pp. 227-247 3. Chapter 19, pp. 331-350	
	C. Clifford Case.	

Class PeriodReadingsLecture #14
4/30/80

REAL ESTATE PORTFOLIO MANAGEMENT

MLR

- A. "Real Estate Investment Preception: A Multidimensional Analysis", Larry E. Wofford and R. Keith Preddy, AREUEA Journal, 1978, pp. 22-36.
- B. "Institutional Strategies for Real Estate Investment", Stephen E. Roulac and Donald A. King, Jr., The Appraisal Journal, 1978, pp. 257-270.
- C. "Modern Portfolio Theory - Reprogramming the Money Manager", Chris Welles, Institutional Investor, April, 1977.
- D. "Real Property Economics for the Tax-Exempt Investor", Stephen E. Roulac, Modern Real Estate Investment, Chapter 17, pp. 307-315.
- E. "Structuring Institutional Investments", Stephen E. Roulac, Modern Real Estate Investment, Chapter 21, pp. 365-384.
- F. Federal Taxes Affecting Real Estate, Robert Sandison, et al, Chapter 16, pp. 433-451.

Lecture #15
5/7/80

FORMAL PRESENTATION OF CASE STUDIES

Business 850
REAL ESTATE EQUITY INVESTMENT

Spring 1981

Prof. James A. Graaskamp

I. Objectives:

To introduce students to the theoretical and practical problems of structuring real estate ownership to match investment strategy to constraints of federal tax law, leverage, risk characteristics of the property, and preferred management styles. Course emphasizes both readings, and simulation by means of computerized cash flow investment models applied to selected cases. 3 credits.

II. General Course Format:

Each week will have selected readings which are required. There will be a lecture on Mondays which, hopefully, will shed some light and organization on the readings selected. On Wednesdays, there will be a lecture or a lab session devoted to problem technique. There will be a two-hour exam at mid-semester and another at the end of the semester on these readings, and these exams will be 60% of your grade.

There will be a series of problem exercises which will represent 40% of your grade.

III. Textbooks:

Recommended for purchase:

The Real Estate Investment Decision, Gaylon E. Greer, Lexington Books
1979 (Available at book store)

Taxes 1981, Wisconsin Taxpayers Alliance (\$1.00)

1981 United States Master Tax Guide, Commerce Clearing House (\$6.00)

Real Estate Investment Strategy in the 1980's, Robert M. Ellis, Coldwell
Banker Company, 1980 (Included in reading packet)

Mimeograph Package - \$15.00

Books and mimeos can be purchased for cash from the University of Wisconsin Real Estate Club in Room 118 at the prices indicated. No credit.

NOTE: ALL PAPERS AND EXERCISES TO BE HANDED IN SHOULD BE STAPLED AT UPPER LEFT HAND CORNER AND GIVEN A TITLE PAGE BUT LEFT WITHOUT PLASTIC BINDERS OR OTHER SIMILAR COVERS.

Business 850
REAL ESTATE EQUITY INVESTMENT

Spring 1981

Prof. James A. Graaskamp

Wed.	Jan.	21	INTRODUCTION - EXPLICIT AND IMPLICIT ATTITUDES FOR REAL ESTATE EQUITY INVESTMENT
Fri.	"	23	SPECIAL 2:30 SEMINAR WITH PROF. AUSTIN JAFFE
Mon.	"	26	RANKING THE DECISION CRITERIA FOR EQUITY INVESTMENT OPPORTUNITIES
Wed.	"	28	BASIC CONCEPTS AND INVESTMENT THEORY (CASE #1 FROM FIRST NATIONAL OF CHICAGO)
Mon.	Feb.	2	ALTERNATIVE RATE OF RETURN ANALYSIS (Introduction to RATES, BFCF, MR CAP)
Wed.	"	4	INVESTMENT STRATEGIES AND REAL ESTATE ANALYSIS
Fri.	"	6	SPECIAL 2:30 SEMINAR WITH PROF. MIKE MILES
Mon.	"	9	FINANCIAL RISK AND RATIO ANALYSIS
Wed.	"	11	ANALYSIS OF THE FIRST CASE STUDY (COMPUTER EXERCISE SET DUE)
Mon.-Wed.		16-18	REAL ESTATE AND THE FEDERAL INCOME TAX
Mon.-Wed.		23-25	REAL ESTATE AND THE FEDERAL INCOME TAX
Mon.	Mar.	2	TAX DEFERRED EXCHANGES OF REAL ESTATE (EXCHANGE-LEASEBACK CASE EXERCISE #2 DUE)
Wed.-Mon.		4-9	REAL ESTATE AND ESTATE PLANNING
Wed.	"	11	TWO-HOUR MID-SEMESTER EXAM
SPRING RECESS			
Mon.-Wed.		23-25	LIMITED PARTNERSHIPS
Mon.-Wed.		30-	REAL ESTATE AS A SECURITY
	April	1-6	
Wed.	Apr.	8	JOINT VENTURE FORMATS (CLIFFORD CASE EXERCISE #3 DUE)
Mon.-Wed.		13-15	REAL ESTATE INVESTMENT CORPORATIONS
Mon.	"	20	REAL ESTATE INVESTMENT POOLS AND PENSION FUNDS (Room 206 for cassette of Blake Eagle)
Mon.		27-29	REAL ESTATE INVESTMENT TRUSTS
Mon.	May	4	FARM INVESTMENT
Wed.	"	6	DISCUSSION OF FINAL INVESTMENT CASE (CASE EXERCISE #4 DUE)
Mon.	"	11	FINAL EXAM

Business 850 - Spring 1981

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
Wed. Jan. 21	INTRODUCTION - EXPLICIT AND IMPLICIT ATTITUDES FOR REAL ESTATE EQUITY INVESTMENT	
	A. "What's Really Happening in the U.S.," John Naisbitt, Sept. 20, 1979	Mimeo
	B. "Managing Fundamentals," Peter Drucker, <u>The Best of Business</u>	Mimeo
	C. "When the World Runs Out of Oil," Steve Sherman, <u>Yankee Magazine</u> , Feb., 1977	Mimeo
	D. "The Coming Entrepreneurial Revolution: A Survey," <u>The Economist</u> , Dec. 25, 1976	Mimeo
	E. "Will Capitalism Survive?" Benjamin Rogge, <u>The MGIC Newsletter</u> , Oct. 1978	Mimeo
	F. "The Great Transition," Kahn, <u>The Next 100 Years</u> , 1978	Mimeo
Mon. Jan. 26	RANKING THE DECISION CRITERIA FOR EQUITY INVESTMENT OPPORTUNITIES	
	A. "A Guide to Understanding the Supply-Siders," <u>Business Week</u> , Dec. 22, 1980	Mimeo
	B. "The Influence of Capital Market Theory on Real Estate Returns & the Value of Economic Analysis," Stephen E. Roulac	Mimeo
	C. "The Future of the Real Estate Industry: Changing Supply Patterns," "Tomorrow's Changing Demand For Real Estate," and "The Future of the Real Estate Industry: New Directions and New Roles," John McMahan, <u>Real Estate Review Series</u>	Mimeo
	D. "Inflation and the Real Estate Investor," Wendt, <u>The Appraisal Journal</u> , July 1977	Mimeo
Wed. Jan. 28	BASIC CONCEPTS AND INVESTMENT STRATEGIES (Case #1 from First National of Chicago)	
	A. Prepare Continental Bank Case - Miller Development, Inc. for class	
	B. Chapters 1-5, <u>The Real Estate Investment Decision</u>	Text

Business 850 - Spring 1981

- Mon. Feb. 2 ALTERNATIVE RATE OF RETURN ANALYSIS (Intro to RATES, BFCF, MR CAP)
- A. Chapters 7-9, The Real Estate Investment Decision Test
 - B. "Real Estate Financial Analysis - The State of the Art," Oakleigh J. Thorne, Appraisal Journal, Jan. 1974 (Review 551) Mimeo
 - C. "Differences Between the Major Discounted Cash Flow Capital Budgeting Techniques, Chap. 3, p. 45-63, Eugene Brigham, Readings in Managerial Finance, (Review Corporate Finance) Mimeo
 - D. "Real Estate Investment Analysis: IRR Versus FMRR," Steven Messner & M. C. Findlay III, Real Estate Appraiser, July-Aug. 1975 Mimeo
 - E. Review of RATES and BFCF
- Wed., Feb. 4 INVESTMENT STRATEGIES AND REAL ESTATE ANALYSIS
- A. Real Estate Investment Strategy in the 1980's, Robert M. Ellis, Coldwell Banker, 1980 Brochure
 - B. "Peril-point Acquisition Prices," John F. Crowther, Harvard Business Review, Sept.-Oct. 1969 Mimeo
 - C. "Evaluating Risk in Real Estate Investments," Michael S. Young. Mimeo
 - D. "Can Real Estate Returns Outperform Common Stocks?" Stephen E. Roulac, The Journal of Portfolio Management, Winter, 1976 Mimeo
 - E. "Risk Analysis in the Real Property Development Process," Journal of Business Research Dec. 1977 Mimeo
- Mon., Feb. 9 FINANCIAL RISK AND RATIO ANALYSIS
- A. Chapter 10-12, The Real Estate Investment Decision Text
 - B. Relevance to sample MR CAP output Class handout
- Wed. Feb. 11 FINANCIAL RISK ANALYSIS, CONTINUED (COMPUTER EXERCISE SET)
- A. Chapter 13, 14, The Real Estate Investment Decision Text

Business 850 - Spring 1981

- Mon. Feb. 16 REAL ESTATE AND THE FEDERAL INCOME TAX
- A. Chapter 6, The Real Estate Investment Decision Text
 - B. Taxes 1981, Wisconsin Taxpayers, pp. 30-60 Text
 - C. 1981 United States Master Tax Guide, Commerce Clearing House (Chap.) Text
 - D. Chapter 10, "Dispositions" Mimeo
- Wed. Feb. 18 REAL ESTATE AND THE FEDERAL INCOME TAX
- A. Chapter 5-8, Tax Planning for Real Estate Investors Text
 - B. 1981 United States Master Tax Guide, Commerce Clearing House (Chap.) Text
- Mon. Feb. 23 REAL ESTATE AND THE FEDERAL INCOME TAX
- A. Chapter 10, Tax Planning for Real Estate Investors Text
 - B. 1981 United States Master Tax Guide, Commerce Clearing House (Chap.) Text
- Wed. Feb 25 REAL ESTATE AND FEDERAL INCOME TAX ISSUES AND OPTIONS
- A. Involuntary Conversions
 - B. Capitalize or Expense Development Soft Costs
 - C. Landmark and Rehabilitation Priorities
 - 1. "Rehabilitation and the Tax Reform Act," Sarah G. Oldham & H. Ward Jandl, Urban Land, December 1977 Mimeo
 - 2. "Rehabilitation Expenditures for Certified Historic Structures Amortization," Federal Tax Coordinator 2d, 12/13/79 Mimeo
 - 3. "Rehabilitation Expenses for Commercial Buildings and Certified Historic Structures May Qualify," Federal Tax Coordinator 2d, 4/5/79 Mimeo
- Mon. Mar. 2 TAX DEFERRED EXCHANGES OF REAL ESTATE (EXCHANGE LEASE-BACK CASE EXERCISE #2 DUE)
- A. Chapter 9, Tax Planning For Real Estate Investors Mimeo
 - B. "Comments on Tax-Deferred Exchanges of Real Estate," Henry J. Olivieri, Jr., Robert H. Johnson, Real Estate Investment, James Cooper Lexington, 1974 Mimeo

Business 850 - Spring 1981

- Mon. Mar. 2 (Continued)
- C. "Computerized Exchange Evaluation Model," Jay Q. Butler and Glenn V. Henderson, Jr., The Appraisal Journal, July 1977 Mimeo
 - D. Case Exercise #2 Due (Make exchange calculations and decide if it makes sense for each party)
- Wed. Mar. 4 REAL ESTATE AND ESTATE PLANNING
- A. "Choosing Appropriate Estate Planning Tools: A Goal-Oriented Matrix Approach," John R. Graham, CLU Journal Mimeo
 - B. Estate Planning Book,
 1. Chapters 1-4, pp. 1-63
 2. Chapter 15, pp. 227-247
 3. Chapter 19, pp. 331-350
- Mon. Mar. 9 ESTATE TAXES
- A. Taxes 1981, Wisconsin Taxpayers Alliance, pp. 20-28 Text
 - B. The Clifford Case is due at the beginning of class (No late papers accepted)
- Wed. Mar. 11 TWO-HOUR MID-SEMESTER EXAM
- SPRING RECESS

Business 850
REAL ESTATE EQUITY INVESTMENT

Spring 1983

Prof. James A. Graaskamp

I. Objectives:

To introduce students to the theoretical and practical problems of structuring real estate ownership to match investment strategy to constraints of federal tax law, leverage, risk characteristics of the property, and preferred management styles. Course emphasizes both readings, and simulation by means of computerized cash flow investment models applied to selected cases. 3 credits.

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There will be a series of problem exercises which will represent 40% of your grade.

III. Textbooks:

Recommended for purchase:

Real Estate Investment--Strategy, Analysis, Decisions, Stephen A. Pyhrr and James R. Cooper; Warren, Gorham and Lamont, 1982.
(Available at the book store).

Taxes 1983 Wisconsin Taxpayers Alliance (\$1.00)

Tax Planning for Real Estate Investors, J. Kau & C. F. Sirmans, Prentice-Hall, 1982.

1983 United States Master Tax Guide, Commerce Clearing House (\$6.00)
Optional

Real Estate Investment Strategy in the 1980's, Robert M. Ellis, Coldwell Banker Company, 1980 (Included in reading packet)

Mimeograph Reading Packet

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BUSINESS 850
REAL ESTATE EQUITY INVESTMENT

Spring 1983

Prof. James A. Graaskamp

Mon. Jan. 24 INTRODUCTION - EXPLICIT AND IMPLICIT ATTITUDES FOR
REAL ESTATE EQUITY INVESTMENT

Wed. Jan. 26 RANKING DECISION CRITERIA

Mon. Jan. 31 FUNDAMENTALS OF REAL ESTATE INVESTMENT ANALYSES

Wed. Feb. 2 ANALYZING REAL ESTATE MARKETS UNDER CHANGING CONDITIONS

Mon. Feb. 7 BASIC CONCEPTS OF MRCAP; FINANCIAL RATIO ANALYSIS (HOUSTON
OFFICE CASE)

Wed. Feb. 9 INTRO TO CURRENT CONCEPTS OF CASH FLOW MANAGEMENT,
IMPUTED EQUITY AND IMPUTED RESALE. CASE PROBLEM #1 DUE.

Mon. Feb. 14 TAXATION AND REAL ESTATE INVESTING

Wed. Feb. 16 BUSINESS ORGANIZATIONS AND TAX CONSIDERATIONS

Mon. Feb. 21 ASSIGN CLIFFORD CASE PART I

Wed. Feb. 23 TAXATION DURING OPERATION PHASE

Mon. Feb. 28 TAXATION AND DISPOSITION

Wed. Mar. 2 TAXATION AND DISPOSITION (CONTINUED)

Mon. Mar. 7 SPECIAL PROBLEMS FOR REAL ESTATE AND THE FEDERAL INCOME TAX

Wed. Mar. 9 REAL ESTATE AND ESTATE TAX PLANNING

Mon. Mar. 14 ESTATE PLANNING CONTINUED

Wed. Mar. 16 REVIEW OF TEXT

Mon. Mar. 21 CLIFFORD CASE PART II DUE (ESTATE PLANNING CONTINUED)

Wed. Mar. 23 MID-SEMESTER TWO-HOUR EXAM

* * * SPRING RECESS * * *

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
Mon. Jan. 24	INTRODUCTION - EXPLICIT AND IMPLICIT ATTITUDES FOR REAL ESTATE EQUITY INVESTMENT	
	A. "What's Really Happening in the U.S.," John Naisbitt, Sept. 20, 1979	Mimeo
	B. "When the World Runs Out of Oil," Steve Sherman, <u>Yankee Magazine</u> , Feb., 1977.	Mimeo
	C. "The Coming Entrepreneurial Revolution: A Survey," <u>The Economist</u> , Dec. 25, 1976	Mimeo
	D. "Five Ways to Go Bust," <u>The Economist</u> , Jan., 1983.	Mimeo
	E. "Will Capitalism Survive?" Benjamin Rogge, <u>The MGIC Newsletter</u> , Oct., 1978.	Mimeo
Wed. Jan. 26	RANKING THE DECISION CRITERIA FOR EQUITY INVESTMENT OPPORTUNITIES	
	A. <u>Real Estate Investment Strategy in the 1980's</u> , Robert M. Ellis, Coldwell Banker, 1980	Mimeo
	B. "The Influence of Capital Market Theory on Real Estate Returns & The Value of Economic Analysis," Stephen E. Roulac	Mimeo
	C. "The Future of the Real Estate Industry: Changing Supply Patterns," "Tomorrow's Changing Demand for Real Estate," and "The Future of the Real Estate Industry: New Directions and New Roles," John McMahan, <u>Real Estate Review Series</u>	Mimeo
	D. "Inflation and the Real Estate Investor," Wendt, <u>The Appraisal Journal</u> , July, 1977.	Mimeo
	E. "The Great Transition," Cahn. "Twelve New Emphasis"	Mimeo
	F. "Factors Shaping Development in the 80's," "Looking Forward: A View of Development in the Years Ahead," Robert Nahas and Harold Jansen <u>URBAN LAND</u> , Dec. 1981.	Mimeo
	G. "Managing Fundamentals," Peter Drucker, <u>The Best of Business</u>	Mimeo

Business 850 - Spring 1983

Mon. Jan. 31	FUNDAMENTALS OF REAL ESTATE INVESTMENT ANALYSES	
	A. Chapters 1-3 Pyhrr/Cooper	Text
Wed. Feb. 2	ANALYZING REAL ESTATE MARKETS UNDER CHANGING CONDITIONS	
	A. Chapters 4-7, Pyhrr/Cooper	Text
Mon. Feb. 7	BASIC CONCEPTS OF MRCAP; FINANCIAL RATIO ANALYSIS (HOUSTON OFFICE CASE)	
	A. The Manske MRCAP Manual	Text
	B. Chapters 10, 11, 12, Pyhrr/Cooper	Text
Wed. Feb. 9	INTRO TO CURRENT CONCEPTS OF CASH FLOW MANAGEMENT, IMPUTED EQUITY AND IMPUTED RESALE	
	A. Case Problem #1 Due	
	B. Chapters 14, 15, 17, Pyhrr/Cooper	Text
	C. "Peril-point Acquisition Prices," John F. Crowther, <u>Harvard Business Review</u> , Sept.- Oct. 1969.	Mimeo
Mon. Feb. 14	TAXATION AND REAL ESTATE INVESTING	
	A. Chapter 13, Pyhrr/Cooper	Text
	B. Chapters 1 and 2--Tax Planning for Real Estate Investors, Second Edition, Kau & Sirmans	Text
Wed. Feb. 16	BUSINESS ORGANIZATIONS AND TAX CONSIDERATIONS	
	A. Chapters 3 and 4, Kau & Sirmans	Text
Mon. Feb. 21	ASSIGN CLIFFORD CASE PART I	
Wed. Feb. 23	TAXATION DURING OPERATION PHASE	
	A. Chapters 5, 6, 7, and 8, 9-Kau & Sirmans	Text
Mon. Feb. 28	TAXATION AND DISPOSITION	
	A. Chapters 10 and 11, Kau & Sirmans	Text
Wed. Mar. 2	TAXATION AND DISPOSITION (CONTINUED)	
	A. Chapters 12 and 13, Kau & Sirmans	Text

Business 850 - Spring 1983

- Mon. Mar. 7 SPECIAL PROBLEMS FOR REAL ESTATE AND THE
FEDERAL INCOME TAX
- A. Land Development--1983 U.S. MASTER TAX GUIDE,
Commerce Clearing House. () Text
- B. Certified Historic Structures--1983 U.S. MASTER
TAX GUIDE, Commerce Clearing House. () Text
- C. Leasebacks--1983 U.S. MASTER TAX GUIDE,
Commerce Clearing House. () Text
- D. Wisconsin Tax Guide, 1983, pp. 63-81, 83-92 Text
- Wed. Mar. 9 REAL ESTATE AND ESTATE PLANNING
- A. "Choosing Appropriate Estate Planning Tools:
A Goal-Oriented Matrix Approach," John R.
Graham, CLU Journal Mimeo
- B. Taxes 1983 Wisconsin, pp. 20-28 Text
- C. Estate Planning Book,
1. Chapters 1-4, pp. 1-63
2. Chapter 15, pp. 227-247
3. Chapter 19, pp. 331-350
- Mon. Mar. 14 ESTATE PLANNING (CONTINUED)
- Wed. Mar. 16 REVIEW OF TEXT
- A. Chapters 18-23, Pyhrr/Cooper Text
- Mon. Mar. 21 ESTATE PLANNING (CONTINUED)
- A. The Clifford Cast Part II is due at the
beginning of class (No late papers accepted)
- Wed. Mar. 23 MID-SEMESTER TWO-HOUR EXAM

* * * SPRING RECESS * * *

Business 850 - Spring 1983

- Mon., Apr. 4 GROUP INVESTMENT FORMATS AND SELECTION CRITERIA
- A. "Charting The Future of Real Estate Prices" Lex., P.A. Mimeo
- B. "Modern Investment Theory and Real Estate Analysis," Peter E. Penny, The Appraisal Journal, January 1982, pp. 70-99 Mimeo
- C. Chapter 14, "Forms of Real Estate Ownership," Real Estate Investment and Taxation, pp. 307-318, Roger Allen Mimeo
- D. "Investment Success Through Ratio Preference Analysis," Victor Trapasso, Real Estate Review, Winter 1983 Mimeo
- E. "Developers Must Control Finance," Questor Real Estate Letter, February 1983 Mimeo
- Wed., Apr. 6 CORPORATE FORMATS
- A. "Why Set Up a Corporation to Own Real Estate," McGrady & Weaver, Real Estate Review, Fall '80 Mimeo
- B. Sub Chapter S - Real Estate Tax Ideas, Dec., Jan., & Feb. Mimeo
- C. Mimeo
- Mon., Apr. 11 LIMITED PARTNERSHIPS - EXCHANGE PROBLEM DUE
&
Wed., Apr. 13
- A. Chap. 1, "The State Laws Governing Realty Limited Partnerships," Limited Partnerships, pp. 1-31 Mimeo
- B. "Introduction to Taxation and Other Legal Problems of Unincorporated Real Estate Entities," Martin B. Cowan, The Practicing Law Institute, pp. 419-501 Mimeo
- C. Chap. 9, "Tax Considerations," Chap. 10, "Formation of the Partnership," Freshman, Principles of Real Estate Syndication, pp 149-185 Mimeo
- D. "Structure of Public Real Estate Offerings," Winter, 1982; "Where's the Money Coming From?" Summer 1981; "Sharing of Partnership Liabilities for Tax Purposes," Fall 1981, Stephen Jarchow, Real Estate Review Mimeo
- E. Master Tax Guide, Commerce Clearing House, Partners & Partnership Tax Law, Sections 300-350, 385, 387, 389, 383, 1107, 975, 167B, 1410A Library or Text

Business 850 - Spring 1983

- Wed., Apr. 13 continued
- F. "Resolution of Limited Partnership Disputes: Practical and Procedural Problems," Roulac, pp. 105-137 Mimeo
- G. "Creative Disposition Strategies for Limited Partnerships," Nouskajian, Questor Real Estate Investment Yearbook 1982 Mimeo
- H. "CEO's of Big Six Syndicators Expect Major Challenges, Offer Industry Predictions at Historic Meeting," Questor Real Estate Letter December 1982 Mimeo
- Mon., Apr. 18 LIMITED PARTNERSHIP PROSPECTUS PROBLEM
- A. Chapter 16, "A Real Estate Syndication: An Office Building Investment," Part V - THE INVESTMENT PROCESS: CASE EXAMPLES, Real Estate & The Income Tax, Sirmans & Kau Mimeo
- B. Write up analysis of prospectus handed out in class
- Wed., Apr. 20 REAL ESTATE AS A SECURITY
- A. "Regulating Real Estate Investment Activity "New Accountability Standards and Fiduciary Responsibilities," and "The New Pension Legislation," Stephen E. Roulac, Modern Real Estate Investment, pp. 99-168 Mimeo
- B. Statement of Policy by Midwest Securities Commissioners Association, Federal Registration Statement Under the Securities of Act of 1933 Mimeo
- C. Guide 5 Mimeo
- D. "Impacts of Recent Securities Regulatory Development on Real Estate Syndication," Alspach & Derenthal, Questor R.E. Investment Yearbook '82 Mimeo
- E. "Due Diligence of Real Estate Syndications," Hudgens, Questor R.E. Investment Yearbook 1982 Mimeo
- Mon., Apr. 25 JOINT VENTURE FORMATS
- A. "Real Estate Equity Investments and the Institutional Lender: Nothing Ventured, Nothing Gained," Roegge, et al Mimeo
- B. "General Partnership Agreement Used by Institutional Investor," Roegge, Joint Ventures in Real Estate, Practising Law Institute, New York, 1971 Mimeo
- C. "Structuring a Joint Venture With a Foreign Investor, Klepper & Moyer, Real Estate Review, Summer 1982 Mimeo

Business 850 - Spring 1983

Wed., Apr. 27 ALTERNATIVE INVESTMENT FORMATS

- A. "An Institutional Explanation of Poor REIT Performance," by Wurtzbech, The Appraisal Journal, January 1977 Mimeo
- B. "New Opportunities in Realty Trusts," by Campbell, Part I Mimeo
- C. "Why REIT Stocks are Undervalued," Marvin Maes, Real Estate Review, Fall 1982 Mimeo
- D. "Creating Value in Real Estate," Shidler Organization, Real Estate Forum, July 1982 Mimeo
- E. "Intriguing Twists in Real Estate," John Curran, Fortune, March, 1983 Mimeo
- F. "REIT Industry Seeing New Interest As It Positions Itself For the Future," Handout
- G. "Pursuing the Foreign Investor," Real Estate Review, Analysis of a Foreign Real Estate Venture, U.S. Citizens Mimeo
- H. "Residential Real Estate Versus Financial Assets," T.J. Coyne, Waldemar, Goulet, Picconi, pp. 20-24 Handout
- I. "Tax Information Planning Series," Price Waterhouse, pp. 1-29, Foreign Investment Mimeo
- J. "Four New Rules For Realty Trust Investors," Chapter 1, pp. 1-23 Handout

Mon., May 2 REAL ESTATE INVESTMENT FOR PENSION FUNDS

- A. "Institutional Strategies for Real Estate Investment," Roulac and King, The Appraisal Journal, April 1978 Mimeo
- B. "Bank Trust Department Operation of Commingled Real Estate Funds," Miles and Langford, Real Estate Issues, Vol. 3, No. 2, Winter 1978, pp. 61-73 Mimeo
- C. Pages 307-336, 365-400, Appendix 597-640, Modern Real Estate Investment, Roulac Mimeo
- D. "Should Trustees and Other Institutional Investor Purchase Shares in the Market Fund?" Richard Posner, University of Chicago Law, July 14, 1972 Mimeo
- E. "Wall Street Enters the Pension Fray," Linda Sandler, Institutional Investor November 1982 Mimeo

Business 850 Spring 1983

- Mon., May 2
Continued
- F. "Institutional Strategies for Real Estate Equity Investment," John McMahan, pp. 1-19 Handout
- Wed., May 4
- REAL ESTATE INVESTMENT FOR PENSION FUNDS (Continued)
- A. "Performance Evaluation of Commingled Funds," Mike Miles Mimeo
- B. "An Annuity for All Seasons," Forbes Magazine, May 1, 1976 Mimeo
- C. "Financing Real Estate Investments of Pension Funds," Garrigan, Sullivan & Young, Real Estate Review, Winter 1981 Mimeo
- D. Real Estate Securities Newsletter, Feb. 1981 Mimeo
- E. "The High Risks of Open-End Real Estate Funds," Rosenberg & Sack, The Journal of Portfolio Management, pp. 55-57 Mimeo
- Mon., May 9
- LAND RESOURCES, FARM AND OIL INVESTMENT SHELTERS
- A. "Agricultural Land Investment: Profit Opportunity of New Speculative Bubble?" Stephen E. Roulac, The Appraisal Journal, January 1978 Mimeo
- B. "Estate Tax Special Valuation of Farm and Business Real Estate," by Wiegratz, Wisconsin Bar Bulletin, June 1980 Mimeo
- C. Tax Planning for Real Estate Transactions, Chap. 10 Text
- D. "Building Net Worth With Tax Shelters," Robert Stanger, Tax Shelters, 1982 Mimeo
- E. Kirkpatrick, Campbell & Eaton - Strategy and Real Estate Outlook, Handout
- Wed., May 11
- FINAL EXAM

BUSINESS 850
REAL ESTATE EQUITY INVESTMENT

Spring, 1985

Prof. James A. Graaskamp

I. Objectives:

To introduce students to the theoretical and practical problems of structuring real estate ownership to match investment strategy to constraints of federal tax law, leverage, risk characteristics of the property, and preferred management styles. Course emphasizes both readings, and simulation by means of computerized cash flow investment models applied to selected cases. 3 credits.

II. General Course Format:

Each week will have selected readings which are required. There will be a lecture on Mondays which, hopefully, will shed some light and organization on the readings selected. On Wednesdays, there will be a lecture or a lab session devoted to problem technique. There will be a two-hour exam at mid-semester and another at the end of the semester on these readings, and these exams will be 60% of your grade.

There will be a series of problem exercises which will represent 40% of your grade.

III. Textbooks:

Recommended for purchase:

Real Estate Investment--Strategy, Analysis, Decisions, Stephen A. Pvhrr and James R. Cooper; Warren, Gorham and Lamont, 1982.
(Available at the University Bookstore).

Taxes 1985, Wisconsin Taxpayers Alliance.

Real Estate Investment Strategy in the 1980's, Robert M. Ellis, Coldwell Banker Company, 1980. (Included in reading packet).

Mimeograph Reading Packet available at Bob's Copy Shop in Randall Towers.

NOTE: ALL PAPERS AND EXERCISES TO BE HANDED IN SHOULD BE STAPLED AT UPPER LEFT HAND CORNER AND GIVEN A TITLE PAGE BUT LEFT WITHOUT PLASTIC BINDERS OR OTHER SIMILAR COVERS.

REAL ESTATE EQUITY INVESTMENTS

Bus 850
Spring Semester 1985

Prof. James A. Graaskamp

Class Period Readings

M, Jan. 21 INTRODUCTION--POSITIONING FOR THE FUTURE

W, Jan. 23 HISTORICAL DEVELOPMENT OF REAL ESTATE INVESTMENT METHODS

M, Jan. 28 FUNDAMENTALS OF REAL ESTATE INVESTMENT ANALYSIS:
MONOPOLY AND SPREAD

W, Jan. 30 BASIC CASH FLOW CONCEPTS AND MRCAP (Assign Case #1)

M, Feb. 4 CHOICE OF REAL ESTATE OWNERSHIP

W, Feb. 6 TAX PLANNING ON ACQUISITION

M, Feb. 11 TAX PLANNING FOR DISPOSITION (Case #1 Due)

W, Feb. 13 TAX PLANNING FOR DISPOSITION (CONTINUED)
(Assign Case #2--Clifford Part 1)

M, Feb. 18 SPECIAL PROBLEMS AND TAX CONSTRAINTS ON REAL ESTATE
INVESTMENTS

W, Feb. 20 SPECIAL PROBLEMS AND TAX CONSTRAINTS ON REAL ESTATE
INVESTMENT (CONTINUED)

M, Feb. 25 ESTATE PLANNING AND TAXES

W, Feb. 27 (CASE #2 DUE: Clifford Part 2--Assigned)

M, Mar. 4 ALTERNATIVE FEDERAL TAX PROPOSALS AND REAL ESTATE

W, Mar. 6 EXCHANGES

M, Mar. 11 REVIEW--CLIFFORD CASE PART 2 DUE

W, Mar. 13 MID SEMESTER EXAM

SPRING RECESS

M, Mar. 25 JOINT VENTURES

W, Mar. 27 JOINT VENTURES

M, Apr. 1 CORPORATE REAL ESTATE OWNERSHIP

W, Apr. 3 LIMITED PARTNERSHIPS

M, Apr. 8 LIMITED PARTNERSHIPS (CONTINUED)
M, Apr. 10 LIMITED PARTNERSHIPS (CONTINUED)
M, Apr. 15 REAL ESTATE AS A SECURITY
W, Apr. 17 REAL ESTATE AS A SECURITY (CONTINUED)
M, Apr. 22 REAL ESTATE INVESTMENT FOR PENSION FUNDS
W, Apr. 24 REAL ESTATE INVESTMENT FOR PENSION FUNDS (CONTINUED)
M, Apr. 29 FOREIGN INVESTMENT IN U.S. REAL ESTATE
W, May 1 LAND RESOURCES AND AGRICULTURE INVESTMENT SHELTERS
M, May 6 CASE PROBLEM #3 DUE
W, May 8 FINAL EXAM

REAL ESTATE EQUITY INVESTMENT

Bus 850
Spring Semester 1985

Prof. James A. Graaskamp

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
M, Jan. 21	INTRODUCTION--POSITIONING FOR THE FUTURE	
	A. "What's Really Happening in the U.S.," John Naisbitt, Sept. 20, 1979.	Mimeo
	B. "When the World Runs Out of Oil," Steve Sherman, <u>Yankee Magazine</u> , Feb., 1977.	Mimeo
	C. "The Coming Entrepreneurial Revolution: A Survey," <u>The Economist</u> , Dec. 25, 1976.	Mimeo
	D. "Five Ways to Go Bust," <u>The Economist</u> , Jan., 1983.	Mimeo
	E. "The Next American Frontier," Robert Reich, <u>The Atlantic Monthly</u> , Mar., 1983.	Mimeo
	F. "Intrapreneurial Now," <u>The Economist</u> , Apr. 17, 1982.	Mimeo
	G. "Will Capitalism Survive?" Benjamin Rogge, <u>The MGIC Newsletter</u> , Oct., 1978.	Mimeo
	H. Business Brief, "America Cannot Afford Its Cost of Capital," <u>The Economist</u> , April 30, 1983.	Mimeo
W, Jan. 23	HISTORICAL DEVELOPMENT OF REAL ESTATE INVESTMENT METHODS	
	A. "The Future of the Real Estate Industry: Changing Supply Patterns," "Tomorrow's Changing Demand for Real Estate," and "The Future of the Real Estate Industry: New Directions and New Roles," John McMahan, <u>Real Estate Review Series</u> .	Mimeo
	B. "Modern Investment Theory and Real Estate Analysis," Peter E. Penny, <u>The Appraisal Journal</u> , Jan. 1982, pp. 70-99.	Mimeo
	C. "Managing Fundamentals," Peter Drucker, <u>The Best of Business</u> .	Mimeo
	D. Chapter 29, "National Economic Conditions and Trends," Noreen Beiro, <u>Development Review & Outlook</u> , 1983-84, ULI.	Mimeo

- E. "Real Estate Investment Strategy in the 1980's," Robert M. Ellis, Coldwell Banker, 1980. Mimeo
- F. "Factors Shaping Development in the 80's," "Looking Forward: A View of Development in the Years Ahead," Robert Nahas and Harold Jansen, Urban Land, Dec., 1981. Mimeo
- M, Jan. 28 FUNDAMENTALS OF REAL ESTATE INVESTMENT ANALYSIS: MONOPOLY AND SPREAD
- A. Chapter 1-3, Real Estate Investment, Stephen Pyhrr and James Cooper, 1982. Text
- B. "The Influence of Capital Market Theory on Real Estate Returns of the Value of Economic Analysis," Stephen Roulac, Practicing Law Institute. Mimeo
- C. Chapter Fifteen, "Investment Analysis," Real Estate Syndication, Steve Jarchow, 1985. Mimeo
- D. Chapter 25, "Trends in Real Estate Finance," Cecil E. Sears, Development Review & Outlook 1983-1984, ULI, 1983. Mimeo
- E. "Investment Success Through Ratio Preference Analysis," Victor Trapasso, Real Estate Review, Winter 1983. Mimeo
- F. "Real Estate Investment Analysis: IRR Versus FMRR," Stephen Messner & M.C. Findlay, III, The Real Estate Appraiser, July-Aug. 1975. Mimeo
- W, Jan 30 BASIC CASH FLOW CONCEPTS AND MRCAP (Assign Case #1)
- A. Chapters 4-7, 20-12, Real Estate Investment Stephen Pyhrr and James Cooper, 1982. Text
- B. Chapter 9, "After-Tax Cash Flow from Operation," Tax Planning For Real Estate Investors, Second Edition, James Kau and C.F. Sirmans, 1982. Mimeo
- C. "Inflation and the Real Estate Investor," Paul Wendt, The Appraisal Journal, July, 1977. Mimeo
- D. "Real Estate Investment Returns of Taxable and Non-Taxable Investors," Richard Hanson, Coopers & Lybrand, Chicago, April 1982. Mimeo

- E. Chapter 14, "H. Walker: A Triplex Investment,"
Tax Planning For Real Estate Investors,
Second Edition, James Kau & C.F. Sirmans, 1982. Mimeo
- F. "Peril-Point Acquisition Prices," John
Crowther, Harvard Business Review,
September-October 1969. Mimeo
- M, Feb. 4 CHOICE OF REAL ESTATE OWNERSHIP
- A. Chapters 8-9, Real Estate Investment,
Stephen Pyhrr and James Cooper, 1982. Text
- B. Chapter Two, "Choice of Business Entity,"
Real Estate Syndication, Steve Jarchow,
1985. Mimeo
- C. "How to Structure Real Estate Investment
Management," Stephen Roulac, The Journal of
Portfolio Management, Fall 1981. Mimeo
- D. "Institutional Strategies for Real Estate
Equity Investment, John McMahan. Mimeo
- E. "Hybrid Investments: Alternatives," John
White and Donald Wiest, Jr., Mortgage
Banking, December 1984. Mimeo
- W, Feb. 6 TAX PLANNING ON ACQUISITION
- A. Chapters 13, 14, 15, Real Estate Investment
Stephen Pyhrr and James Cooper, 1982. Text
- B. "The Tax Reform Act of 1984, Its Impact on
Real Estate Transactions," Kenneth Leventhal
& Company, 1984. Mimeo
- C. Chapter 8, "The Depreciation Deduction,"
Tax Planning For Real Estate Investors,
Second Edition, James Kau and C.F. Sirmans,
1982. Mimeo
- D. "How to Evaluate (Or Structure) A Real
Estate Investment, E. Martin Davidoff and
Ralph J. Anderson, Jr., The Practical
Accountant, October 1984. Mimeo
- M, Feb. 11 TAX PLANNING FOR DISPOSITION (Case #1 Due)
- A. Chapters 16-17, Real Estate Investment
Stephen Pyhrr and James Cooper, 1982. Text
- B. "Impact of the 1984 Tax Act on Real Estate
Transactions," Brumbaugh, Williams, and Maas
Real Estate Newsletter, Coopers & Lybrand Mimeo

Bus 850, Spring 1985

- C. Chapter 10; "Taxes Due on Sale," Tax Planning For Real Estate Investors, Second Edition, James Kau and C.F. Sirmans, 1982. Mimeo
- D. "Section I: Below-Market Rate Loans," John Reed, Real Estate Investing Letter, Special Report. Mimeo
- W, Feb. 13 TAX PLANNING FOR DISPOSITION (CONTINUED)
(Assign Case #2--Clifford Part 1)
- A. Chapters 16-17, Real Estate Investment, Stephen Pyhrr and James Cooper, 1982. Text
- M, Feb. 18 SPECIAL PROBLEMS AND TAX CONSTRAINTS ON REAL ESTATE INVESTMENTS
- A. Chapter Nine, "Structuring Deductions," Real Estate Syndication, Steve Jarchow, 1985. mimeo
- W, Feb. 20 SPECIAL PROBLEMS AND TAX CONSTRAINTS ON REAL ESTATE INVESTMENT (CONTINUED)
- A. "Historical Preservation Aspects of The Economic Recovery Tax Act of 1981," James A. Graaskamp, October 1982. Mimeo
- B. "Rehabilitaion Expenditures for Certified Historic Structures Amortization," Federal Tax Coordinator. Mimeo
- C. Real Estate Tax Ideas, Joel Miller, February 1983. Mimeo
- M, Feb. 25 ESTATE PLANNING AND TAXES
- A. Chapters 25-27, Real Estate Investment, Stephen Pyhrr and James Cooper, 1982. Text
- B. Chapter I, "Introduction to Estate and Gift Taxation," Federal Estate and Gift Taxation, Briner, Robison, Rossen and Sogg, 1982. Mimeo
- C. Chapter VIII, "The Concept of Gross Estate," Federal Estate and Gift Taxation, Briner, Robison, Rossen and Sogg, 1982. Mimeo
- D. Chapter XVIII, "Estate Tax--Marital and Orphan's Deductions," Federal Estate and Gift Taxation, Briner, Robison, Rossen and Sogg, 1982. Mimeo

Bus 850, Spring 1985

- E. Chapter XIX, "Estate Tax--Deductions, Expenses, and Losses," Federal Estate and Gift Taxation, Briner, Robison, Rossen and Sagg, 1982. Mimeo
 - F. Chapter XXI, "Valuation," Federal Estate and Gift Taxation, Briner, Robison, Rossen and Sagg, 1982. Mimeo
 - G. Chapter XXII, "Estate Tax Administration and Procedures," Federal Estate and Gift Taxation, Briner, Robison, Rossen and Sagg, 1982. Mimeo
- W, Feb. 27 ESTATE PLANNING (CONTINUED)
(Case #2 Due: Clifford Part 2--Assigned)
- A. "Creating Value in Real Estate," Jay Shidler, Real Estate Forum, July 1982. Mimeo
 - B. "The New Marital Deduction Qualified Terminable Interest Trust: Planning and Drafting Considerations," Malcom Moore. Mimeo
 - C. "How State Death Taxes Affect Overall Estate Planning," Staff of J.K. Lasser Institute. Mimeo
- M, Mar. 4 ALTERNATIVE FEDERAL TAX PROPOSALS AND REAL ESTATE
- W, Mar. 6 EXCHANGES
- A. Chapter 12, "Tax Deferred Exchanges," Tax Planning For Real Estate Investors, Second Edition, James Kau & C.F. Sirmans, 1982. Mimeo
 - C. "Computerized Exchange Evaluation Model," Jay Butler & Glenn Henderson, Jr., The Appraisal Journal, July 1977. Mimeo
- M, Mar. 11 REVIEW--CLIFFORD CASE PART 2 DUE
- W, Mar. 13 MID SEMESTER EXAM
- ***SPRING RECESS***
- M, Mar. 25 JOINT VENTURES
- A.
 - B. "Real Estate Equity Investments and the Institutional Lender: Nothing Ventured, Nothing Gained," Roegge, Talbot, & Zinman, Fordham Law Review, Vol. 39, 1971. Mimeo

Bus 850, Spring 1985

- W, Mar. 27 JOINT VENTURES
- A.
- M, Apr. 1 CORPORATE REAL ESTATE OWNERSHIP
- A.
- B. Chapter 1, "Four New Rules for Realty Trust Investors," New Investment Opportunities In Real Estate Investment Trusts, Audit, Inc. 1981. Mimeo
- C. "REIT Industry Seeing New Interest As It Positions Itself for the Future." Mimeo
- D. Part I, "Overview of Opportunities in Realty Trusts," Campbell, Audit Investment Services. Mimeo
- W, Apr. 3 LIMITED PARTNERSHIPS
- B. Chapter Three, "Partnership Law," Real Estate Syndication, Steve Jarchow, 1985. Mimeo
- M, Apr. 8 LIMITED PARTNERSHIPS (CONTINUED)
- A. "You Can Lose in the Wrong Syndication Investment," Paul Pilzer, Real Estate Review Spring 1984. Mimeo
- B. "Structuring Real Property Acquisitions For Syndication," Paul Pilzer, Real Estate Review Summer 1984. Mimeo
- M, Apr. 10 LIMITED PARTNERSHIPS (CONTINUED)
- A. "Transferring Limited Partnership Interests," Muth, Zulberti & Morris, The Real Estate Securities Journal, Winter 1981. Mimeo
- B. "Disposing of Syndication Property: Installment Sales & Wrap Around Mortgages = Pitfall," Dr. Mark L. Levine, RESSI Review, National Association of Realtors Mimeo
- C. Real Estate Newsletter, Coopers & Lybrand, February, 1983. Mimeo

Bus 850, Spring 1985

- M, Apr. 15 REAL ESTATE AS A SECURITY
- A. Chapters 8-11, pp. 177-274, and Appendix 1, pp. 280-311, Real Estate Limited Partnerships Theodore Lynn and Harry Goldberg, 1983. Mimeo
- W, Apr. 17 REAL ESTATE AS A SECURITY (CONTINUED)
- A. Chapter 12, "Public Offerings," Steve Jarchow, 1985, Real Estate Syndication. Mimeo
- M, Apr. 22 REAL ESTATE INVESTMENT FOR PENSION FUNDS
- A. "The High Risks of Open-End Real Estate Funds," Claude Rosenberg, Jr., and Paul Sack The Journal of Portfolio Management, Fall 1975. Mimeo
- B. "Bank Trust Department Operation of Commingled Real Estate Funds," Mike Miles and Janelle Langford, Real Estate Issues, Winter 1978. Mimeo
- C. "Institutional Management of Pension Fund Investment in Real Estate: The Portfolio Perspective," Jaffe & Sirmans. Mimeo
- W, Apr. 24 REAL ESTATE INVESTMENT FOR PENSION FUNDS (CONTINUED)
- A. "Pursuing the Foreign Investor," G. Wendel Heineman, The Real Estate Appraiser and Analyst, November-December 1980. Mimeo
- B. "Performance Evaluation of Commingled Funds," Mike Miles, and Art Estev. Mimeo
- C. "Institutional Strategies for Real Estate Investment," Stephen Roulac & Donald King, Jr. The Appraisal Journal, April 1978. Mimeo
- M, Apr. 29 FOREIGN INVESTMENT IN U.S. REAL ESTATE
- A.
- B. "Foreign Investment in U.S. Real Estate: Strategic Placement Analysis," Glenn Whitmore, Real Estate Report, First Quarter 1983. Mimeo

Bus 850, Spring 1985

- C. "Tax Planning For Foreign Investment in U.S. Real Estate," Robert Bell and Dean Marsan, Real Estate Review, Summer 1984. Mimeo
 - D. "Foreign Investors in the United States: A Symposium," Henry Regeling, Real Estate Review, Fall 1984. Mimeo
- W, May 1 LAND RESOURCES AND AGRICULTURE INVESTMENT SHELTERS
- A. "American Farming, Old MacDonald Sold His Farm," The Economist, December 1, 1984. Mimeo
 - B. "Seven Benefits of Farmland Ownership," Landowner. Mimeo
 - C. "Building Net Worth With Tax Shelters." Mimeo
- M, May 6 CASE PROBLEM #3 DUE
- W, May 8 FINAL EXAM

BUSINESS 850
REAL ESTATE EQUITY INVESTMENT

Spring, 1986

Prof. James A. Graaskamp

I. Objectives:

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(Available at the University Bookstore).

Taxes 1986, Wisconsin Taxpayers Alliance. (Room 118)

Tax Planning for Real Estate Investors, James B. Kau and C.F. Sirmans, Prentice Hall, Inc.
(Available at University Bookstore).

Mimeograph Reading Packet available at Bob's Copy Shop in Randall Towers.

NOTE: ALL PAPERS AND EXERCISES TO BE HANDED IN SHOULD BE STAPLED AT UPPER LEFT HAND CORNER AND GIVEN A TITLE PAGE BUT LEFT WITHOUT PLASTIC BINDERS OR OTHER SIMILAR COVERS.

SCHEDULE OF TOPICS

Real Estate Equity Investment

850

<u>Class Periods</u>	<u>Topic</u>
W, Jan. 22	INTRODUCTION--POSITIONING FOR THE FUTURE (ASSIGN CONTINENTAL CASE #1)
M, Jan. 27	EVOLUTION OF REAL ESTATE INVESTMENT STRATEGIES & METHODS
W, Jan. 29	FUNDAMENTALS OF INVESTMENT: MONOPOLY, SPREAD, AND RISK MANAGEMENT
M, Feb. 3	REVIEW OF CRITICAL CASH FLOW MODELS AND RATIOS (CONTINENTAL CASE PRESENTATION) (HAND IN CASE #1)
W, Feb. 5	ALTERNATIVE FORMATS FOR THE INDIVIDUAL INVESTOR (ASSIGN CASE STUDY #2)
M, Feb. 10	FEDERAL AND STATE TAX IMPACTS ON STRATEGY (TV VIDEO LECTURE)
W, Feb. 12	TAX PLANNING ON ACQUISITION
M, Feb. 17	TAX PLANNING FOR DISPOSITION
W, Feb. 19	SPECIAL TAX PROBLEMS FOR REAL ESTATE INVESTMENT (GUEST SPEAKER)
M, Feb. 24	INDIVIDUAL INVESTMENT GOALS
M, March 3	POTENTIAL FEDERAL TAX REFORM
W, March 5	EXCHANGES (HAND IN CASE #2)
M, March 10	REVIEW OF CASE #2, ASSIGN CASE #3
W, March 12	LIMITED PARTNERSHIPS
M, March 17	LIMITED PARTNERSHIPS (CONTINUED)
W, March 19	* * * MID-SEMESTER EXAM * * *
W, April 2	INSTITUTIONAL REAL ESTATE ALTERNATIVES--PENSION FUND VIEWPOINT (REVIEW CASE #3, ASSIGN CASE #4)
M, April 7	COMMINGLED FUNDS (GUEST SPEAKER)

<u>Class Period</u>	<u>Topic</u>
W, April 9	COMMINGLED FUNDS (CONTINUED)
M, April 14	REAL ESTATE INVESTMENT TRUSTS
M, April 21	CORPORATE REAL ESTATE OWNERSHIP
W, April 23	INSTITUTIONAL JOINT VENTURE
M, April 28	REAL ESTATE UNITS AS A SECURITY
W, April 30	REAL ESTATE UNITS AS A SECURITY (CONTINUED)
M, May 5	FOREIGN INVESTMENT IN U.S. REAL ESTATE (CASE PROBLEM #3 DUE)
F, May 9	* * * FINAL EXAM * * *

REAL ESTATE EQUITY INVESTMENT

Bus. 850

Spring Semester 1986

Prof. James A. Graaskamp

<u>Class Period</u>	<u>Readings</u>	<u>Source</u>
W, Jan. 22	INTRODUCTION--POSITIONING FOR THE FUTURE (ASSIGN CONTINENTAL CASE #1)	
	A. "What's Really Happening in the U.S.," John Naisbitt, Sept. 20, 1979.	Mimeo
	B. "When the World Runs Out of Oil," Steve Sherman, <u>Yankee Magazine</u> , Feb., 1977.	Mimeo
	C. "The Coming Entrepreneurial Revolution: A Survey," <u>The Economist</u> , Dec. 25, 1976.	Mimeo
	D. "Five Ways to Go Bust," <u>The Economist</u> , Jan., 1983.	Mimeo
	E. "Intrapreneurial Now," <u>The Economist</u> , Apr. 17, 1982.	Mimeo
	F. "The Next American Frontier," Robert Reich, <u>The Atlantic Monthly</u> , Mar., 1983.	Mimeo
	G. "Will Capitalism Survive?" Benjamin Rogge, <u>The MGIC Newsletter</u> , Oct., 1978.	Mimeo
	H. "The Future of the Real Estate Industry: Changing Supply Patterns," "Tomorrow's Changing Demand for Real Estate," and "The Future of the Real Estate Industry: New Directions and New Roles," John McMahan, <u>Real Estate Review Series</u> .	
M, Jan. 27	EVOLUTION OF REAL ESTATE INVESTMENT STRATEGIES AND METHODS	
	A. "Modern Investment Theory and Real Estate Analysis," Peter E. Penny, <u>The Appraisal Journal</u> , Jan. 1982, pp. 70-99.	Mimeo
	B. "Managing Fundamentals," Peter Drucker, <u>The Best of Business</u> .	Mimeo
	C. "Real Estate Investment Strategy in the 1980'S, " Robert M. Ellis, Coldwell Banker, 1980.	Mimeo
	D. "Games the Stock Market Didn't Teach You, Stephen Roulac.	Mimeo

- E. "Looking Forward: A View of Development in the Years Ahead," Robert Nahas and Harold Jansen, Urban Land, Dec., 1981. Mimeo
- W, Jan. 29 FUNDAMENTALS OF INVESTMENT: MONOPOLY, SPREAD, AND RISK MANAGEMENT
- A. Chapter 1-3, Real Estate Investment, Stephen Pyhrr and James Cooper, 1982. Text
- B. Business Brief, "America Cannot Afford It's Cost of Capital," The Economist, Apr.30.1983. Mimeo
- C. "The Influence of Capital Market Theory on Real Estate Returns of the Value of Economic Analysis," Stephen Roulac, Practicing Law Institute. Mimeo
- D. "Measuring Real Estate Returns," John McMahan, Real Estate Issues, Fall/Winter, 1984. Mimeo
The Best of Business. Mimeo
- E. "Nine Reasons to Invest in Real Estate," Stephen Roulac & Co. Mimeo
- F. "A Differential Approach to Income Property Valuation: A New Measurement Technique," Stephen Sykes & Michael Young, The Appraisal Journal, April, 1981. Mimeo
- G. "Creating Value in Real Estate," The Shidler Organization. Mimeo
Review & Outlook, 1983-84, ULI. Mimeo
- H. Measuring the Performance of Real Estate Assets and Its Managers," Michael Young, Shlaes and Young Information Systems, Inc. Mimeo
- I. Chapter Fifteen, "Investment Analysis," Real Estate Syndication, Steve Jarchow, 1985. Mimeo
- J. Chapter 25, "Trends in Real Estate Finance," Cecil E. Sears, Development Review & Outlook 1983-1984, ULI, 1983. Mimeo
- K. "Investment Success Through Ratio Preference Analysis," Victor Trapasso, Real Estate Review, Winter 1983. Mimeo

- L. "Real Estate Investment Analysis: IRR Versus FMRR, Stephen Messner & M.C. Findlay, III, The Real Estate Appraiser, July-Aug. 1975. Mimeo
- M, Feb. 3 REVIEW OF CRITICAL CASH FLOW MODELS AND RATIOS (CONTINENTAL CASE PRESENTATION) (HAND IN CASE #1)
- A. Chapters 4-7, 20-12, Real Estate Investment Stephen Pyhrr and James Cooper, 1982. Text
- B. Chapter 9, "After-Tax Cash Flow from Operation," Tax Planning For Real Estate Investors, Third Edition, James Kau and C.F. Sirmans, 1985. Text
- C. "Inflation and the Real Estate Investor," Paul Wendt, The Appraisal Journal, July, 1977. Mimeo
- D. Chapter 14, "H. Walker: A Triplex Investment," Tax Planning For Real Estate Investors, Second Edition, James Kau & C.F.Sirmans, 1982. Mimeo
- E. "Peril-Point Acquisition Prices," John Crowther, Harvard Business Review, September-October 1969. Mimeo
- W, Feb. 5 ALTERNATIVE FORMATS FOR THE INDIVIDUAL INVESTOR (ASSIGN CASE STUDY #2)
- A. Chapters 8-9, Real Estate Investment, Stephen Pyhrr and James Cooper, 1982. Text
- B. Chapter Two, "Choice of Business Entity," Real Estate Syndication, Steve Jarchow, 1985. Mimeo
- C. "How to Structure Real Estate Investment Management," Stephen Roulac, The Journal of Portfolio Management, Fall 1981. Mimeo
- D. "Institutional Strategies for Real Estate Equity Investment, John McMahan. Mimeo
- E. "Hybrid Investments: Alternatives," John White and Donald Wiest, Jr., Mortgage Banking, December 1984. Mimeo

- M, Feb. 10 FEDERAL AND STATE TAX IMPACTS ON STRATEGY
 (TV VIDEO LECTURE)
- A. Chapters 13, 14, 15, Real Estate Investment
Stephen Pyhrr and James Cooper, 1982. Text
- B.
- W, Feb. 12 TAX PLANNING ON ACQUISITION
- A. Chapters 5-8, Tax Planning for Real Estate Investors. Text
- B. Chapters 13, 14, 15, Real Estate Investment,
Stephen Pyhrr and James Cooper, 1982. Text
- C. Chapter 8, "The Depreciation Deduction,"
Tax Planning For Real Estate Investors,
Second Edition, James Kau and C.F. Sirmans,
1985. Text
- D. "How to Evaluate (Or Structure) A Real
Estate Investment, E.Martin Davidoff and
Ralph J. Anderson, Jr., The Practical
Accountant, October 1984. Mimeo
- M, Feb. 17 TAX PLANNING FOR DISPOSITION
- A. Chapters 10-11, Tax Planning for Real Estate Investors. Text
- C. Chapters 16-17, Real Estate Investment
Stephen Pyhrr and James Cooper, 1982. Text
- W, Feb. 19 SPECIAL TAX PROBLEMS FOR REAL ESTATE INVESTMENT
 (GUEST SPEAKER)
- A. Chapter 13, Tax Planning for Real Estate Investors. Text
- B. A Real Estate General Partnership: Apartment
Building Investment, Chapter 15. Text

M. Feb. 24 INDIVIDUAL INVESTMENT GOALS

- A. "Maintaining a Comfortable Lifestyle After Retirement," The Financial Desk Book. Mimeo
- B. "Investment Planning," The Financial Desk Book. Mimeo
- C. "Estate Planning," The Financial Desk Book. Mimeo
- D. "Real Estate Indicators," The Financial Desk Book. Mimeo
- E. "Who Says Doctors Are Lousy Investors," Lawrence Farber. Mimeo
- F. "American Farming, Old MacDonald Sold His Farm," The Economist, December 1, 1984. Mimeo
- G. "Seven Benefits of Farmland Ownership," Landowner. Mimeo

W, Feb. 26 REAL ESTATE AND ESTATE PLANNING

- A. Chapters 25-27, Real Estate Investment, Stephen Pyhrr and James Cooper, 1982. Text
- B. "The New Marital Deduction Qualified Terminable Interest Trust: Planning and Drafting Considerations," Malcom Moore. Mimeo
- C. Chapter 1, "Introduction to Estate and Gift Taxation," Federal Estate and Gift Taxation, Briner, Robison, Rossen and Sogg, 1982. Mimeo
- D. Chapter VIII, "The Concept of Gross Estate," Federal Estate and Gift Taxation, Briner, Robison, Rossen and Sogg, 1982. Mimeo
- E. "Real Estate Tax Reform: Historic Perspectives and Economic Implications," Stephen Roulac & Co. 1985. Mimeo
- F. Chapter XVIII, "Estate Tax--Marital and Orphan's Deductions," Federal Estate and Gift Taxation, Briner, Robison, Rossen and Sogg, 1982. Mimeo

- G. Chapter XIX, "Estate Tax--Deductions, Expenses, and Losses," Federal and Gift Taxation, Briner, Robison, Rossen and Sogg, 1982. Mimeo
- H. Chapter XX, "Estate Tax--Charitable Deductions and Credits," Federal Estate and Gift Taxation, Briner, Robison, Rossen and Sogg, 1982. Mimeo
- I. Chapter XXI, "Valuation," Federal Estate and Gift Taxation, Briner, Robison, Rossen and Sogg, 1982. Mimeo
- J. Chapter XXII, "Estate Tax Administration and Procedures," Federal Estate and Gift Taxation, Briner, Robison, Rossen and Sogg, 1982. Mimeo
- K. "How State Death Taxes Affect Overall Estate Planning," Staff of J. K. Lasser Institute. Mimeo

- M, March 3 POTENTIAL FEDERAL TAX REFORMS

- W, March 5 EXCHANGES (HAND IN CASE #2)
 - A. Chapter 12, Tax Planning for Real Estate Investors. Text
 - B. Chapter 12, "Tax Deferred Exchanges," Tax Planning For Real Estate Investors, Second Edition, James Kau & C.F. Simans, '82. Mimeo
 - C. "Computerized Exchange Evaluation Model," Jay Butler & Glenn Henderson, Jr., The Appraisal Journal, July 1977. Mimeo

- M, March 10 REVIEW OF CASE #2 (ASSIGN CASE #3)

- W, March 12 LIMITED PARTNERSHIPS
 - A. Chapter Three, "Partnership Law," Real Estate Syndication, Steve Jarchow, 1985. Mimeo

- M, March 17 LIMITED PARTNERSHIPS (CONTINUED)
 - A. "You Can Lose in the Wrong Syndication Investment," Paul Pilzer, Real Estate Review Spring 1984. Mimeo

- B. "Structuring Real Property Acquisitions For Syndication," Paul Pilzer, Real Estate Review Summer 1984. Mimeo
 - C. "Transferring Limited Partnership Interests," Muth, Zulberti & Morris, The Real Estate Securities Journal, Winter 1981. Mimeo
 - D. "Disposing of Syndication Property: Installment Sales & Wrap Around Mortgages = Pitfall," Dr. Mark L. Leving, RESSI Review, National Association of Realtors Mimeo
 - E. "Syndication Emerges to Transform the Real Estate Capital Market," Stephen Roulac. Mimeo
- W, March 19 * * * MID SEMESTER EXAM * * *
- W, April 2 INSTITUTIONAL REAL ESTATE ALTERNATIVES--PENSION FUND VIEWPOINT (REVIEW CASE #3, ASSIGN CASE #4)
- A. "Institutional Management of Pension Fund Investment in Real Estate: The Portfolio Perspective," Jaffe & Sirmans. Mimeo
- M, April 7 COMMINGLED FUNDS
- A. "The High Risks of Open-End Real Estate Funds," Claude Rosenberg, Jr., and Paul Sack The Journal of Portfolio Management, Fall 1975. Mimeo
 - B. "Bank Trust Department Operation of Commingled Real Estate Funds," Mike Miles and Janelle Langford, Real Estate Issues, Winter 1978. Mimeo
- W. April 9 COMMINGLED FUNDS (CONTINUED)
- A. "Performance Evaluation of Commingled Funds," Mike Miles, and Art Estev. Mimeo
 - B. Chapter 26, "Mortgage Investment Determinants in With Commingled Funds," Kinney & Garrigan The Handbook of Mortgage. Handout

- M, April 14 REAL ESTATE INVESTMENT TRUSTS
- A. "Directions for Real Estate Investment Trusts," Stan Ross and Richard Klein, Real Estate Finance Journal, Winter 1986. Mimeo
- W, April 16 REAL ESTATE INVESTMENT TRUSTS (CONTINUED)
- M, April 21 CORPORATE REAL ESTATE OWNERSHIP
- W, April 23 INSTITUTIONAL JOINT VENTURE
- A. "Real Estate Equity Investments and the Institutional Lender: Nothing Ventured Nothing Gained," Roegge, Talbot, & Zinman, Fordham Law Review, Vol. 39, 1971. Mimeo
- M, April 28 REAL ESTATE UNITS AS A SECURITY
- A. Chapters 8-11, pp. 177-274, and Appendix 1, pp. 280-311, Real Estate Limited Partnerships Theodore Lynn and Harry Goldberg, 1983. Mimeo
- B. Chapter 12, "Public Offerings," Steve Jarchow, Real Estate Syndication, 1985. Mimeo
- W, April 30 REAL ESTATE UNITS AS A SECURITY (CONTINUED)
- M, May 5 FOREIGN INVESTMENT IN U.S. REAL ESTATE
(CASE PROBLEM #3 DUE)
- A. "Foreign Investment in U.S. Real Estate: Strategic Placement Analysis," Glenn Whitmore, Real Estate Report, First Quarter 1983. Mimeo
- B. "Tax Planning For Foreign Investment in U.S. Real Estate," Robert Bell and Dean Marsan, Real Estate Review, Summer 1984. Mimeo
- C. "Foreign Investors in the United States: A Symposium," Henry Regeling, Real Estate Review, Fall 1984. Mimeo
- D. "Analysis of a Foreign Real Estate Venture by U.S. Citizens." Mimeo
- F, May 9 * * * FINAL EXAM * * *

BUSINESS 850

REAL ESTATE EQUITY INVESTMENT

Spring 1988

Prof. James A. Graaskamp

I. OBJECTIVES:

To introduce students to the theoretical and practical problems of structuring real estate ownership to match investment strategy to constraints fo federal tax law, leverage, risk characteristics of the property, and preferred management styles. Course emphasizes both readings and simulation by means of computerized cash flow investment models applied to selected cases. 3 credits.

II. GENERAL COURSE FORMAT:

Each week will have selected readings which are required. There will be a lecture on Mondays which, hopefully, will shed some light and organization on the readings selected. On Wednesdays, there will be a lecture or a lab session devoted to problem technique. There will be a two-hour exam at mid-semester and another at the end of the semester on these readings, and these exams will be 60 percent of your grade.

There will be four proplem exercises which will represent 40 percent of your grade.

III. TEXTBOOKS:

Required: Mimeographed Reading Packet - Available at Bob's Copy Shop in Randall Towers.

Optional: Real Estate Investment--Strategy, Analysis, Decisions, Stephen A. Pyhrr and James Cooper; Warren, Gorham and Lamont, 1982. (Available at University Bookstore. Optional because tax law is obsolete.)

NOTE: ALL PAPERS AND EXERCISES TO BE HANDED IN SHOULD BE STAPLED AT THE UPPER LEFT HAND CORNER AND GIVEN A TITLE PAGE BUT LEFT WITHOUT PLASTIC BINDERS OR OTHER SIMILAR COVERS.

SCHEDULE OF TOPICS

Real Estate Equity Investment

Business 850

<u>DATE</u>	<u>TOPIC</u>
(1) W, Jan. 20	Introduction--Positioning for the Future
(2) M, Jan. 25	Performance of Real Estate in the Past
(3) W, Jan. 27	Elements of Real Estate Investment Strategy
(4) M, Feb. 1	Review of Cash Flow Fundamentals and Ratios
(5) W, Feb. 3	Alternative Formats for the Individual Investor
(6) M, Feb. 8	Tax Planning for Acquisition
(7) W, Feb. 10	Tax Planning for Disposition
(8) M, Feb. 15	Real Estate Investment & Personal Estate Planning
(9) W, Feb. 17	Principles of Estate & Gift Taxes
(10) M, Feb. 22	* * * MID-SEMESTER EXAM
(11) W, Feb. 24	Clifford Case
(12) M, Feb. 29	Exchanges
(13) W, Mar. 2	Involuntary Conversions
(14) M, Mar. 7	Group Investments & Risk Management
(15) W, Mar. 9	The General Partnership/Joint Venture
* * *	SPRING BREAK
(16) M, Mar. 21	The Limited Partnership
(17) W, Mar. 23	Limited Partnership (Continued)
(18) M, Mar. 28	The Master Limited Partnership
(19) W, Mar. 30	The Equity Trust
(20) M, Apr. 4	Real Estate Investment as a Security
(21) W, Apr. 6	Real Estate Investment as a Security (Continued)
(22) M, Apr. 11	The CMO & The Remic

<u>DATE</u>	<u>TOPIC</u>
(23) W, Apr. 13	Pension Fund Portfolio
(24) M, Apr. 18	Commingled Funds
(25) W, Apr. 20	Commingled Funds (Continued)
(26) M, Apr. 25	Real Estate Stocks
(27) W, Apr. 27	Measuring Performance of the Asset Manager
(28) M, May 2	Foreign Investment in U.S. Real Estate
(29) W, May 4	U.S. Investment in Foreign Real Estate
(30) F, May 6	* * * FINAL EXAM

READINGS FOR TOPICS

DATE TOPIC

(1) W, Jan. 20 Introduction--Positioning for the Future

- A. "When the World Runs Out of Oil" Steve Sherman, Yankee Magazine, February 1977. (mimeo)
- B. "The Coming Entrepreneurial Revolution: A Survey" The Economist, December 25, 1976. (mimeo)
- C. "Five Ways to Go Bust" The Economist, January 1983. (mimeo)
- D. "Intrapreneurial Now" The Economist, April 17, 1982. (mimeo)
- E. "The Next American Frontier" Robert Reich, The Atlantic Monthly, March, 1983. (mimeo)
- F. "Will Capitalism Survive?" Benjamin Rogge, The MCIC Newsletter
- G. "Developing an Investment Strategy for the Late 1980's" Charles C. Wetterer, Real Estate Finance, Spring 1986. (mimeo)
- H. "Modern Sardine Management" Samuel Zell, Real Estate Issues, Spring/Summer 1986. (mimeo)
- I. "Nine Reasons to Invest in Real Estate" Stephen Roulac & Co. (mimeo)
- J. Patterns of Development, George Sternlieb (with James W. Hughes), p. 211-282, Chapters 10-12

(2) M, Jan. 25 Performance of Real Estate in the Past

- A. "Measuring Real Estate Returns" John McMahan, Real Estate Issues, Fall/Winter, 1984. (mimeo)
- B. BOTTOM LINE, An Information Service of Liquidity Fund, NREI Summer, 1986. (mimeo)

(3) W, Jan. 27 Elements of Real Estate Investment Strategy

- A. "Managing Fundamentals" Peter Drucker, The Best of Business. (mimeo)
- B. "Real Estate Investment Strategy in the 1980's" Coldwell Banker. (mimeo)

- C. "Games the Stock Market Didn't Teach You" Stephen Roulac. (mimeo)
- D. Chapters 1-3, Real Estate Investment, Stephen Pyhrr and James Cooper, 1982. (text)
- E. Chapters 4-7, Real Estate Investment, Stephen Pyhrr and James Cooper, 1982. (text)
- F. "Inflation and the Real Estate Investor" Paul Wendt, The Appraisal Journal, July 1977. (mimeo)
- G. "Peril-Point Acquisition Prices" John Crowther, Harvard Business Review, September-October 1969. (mimeo)
- H. "Real Estate Investment Analysis: IRR versus FMRR" Stephen D. Messner and M. Chapman Findlay, III, The Real Estate Appraiser, July/August 1975, pp. 5-20. (mimeo)
- I. "Choice of Business Entity" Real Estate Syndication, Chapter 2, pp. 20-40, "Institutional Strategies for Real Estate Equity Investment," John McMahan, pp. 1-19. (mimeo)
- J. "Strategic Planning Leads to Increased Bottom Line" National Real Estate Investor, Christopher B. Leinberger, February 1986.
- K. Real Estate Investor's Deskbook, Alvin L. Arnold, Chapters 1-4, Warren, Gorham & Lamont, Inc., Boston, Mass., 1987. (mimeo)
- L. "A Look at Real Estate Duration" David J. Hartzell, David G. Shulman, Terence C. Langetieg, and Martin L. Leibowitz, 1987. (mimeo)
- M. Risk, Ruin & Riches: Inside the World of Big Time Real Estate, Jim Powell, Macmillan Publishing Company, New York, New York, 1986. (mimeo)
- N. "Creating Value in Real Estate; The Shidler Organization" Real Estate Forum, July 1982. (mimeo)
- O. "The British" Pension Fund Investments in Real Estate, Natalie A. McKelvy, Chapter six, Quorum Books, 1983. (mimeo)
- P. "What to Expect From Real Estate Investments" Pension Fund Investments in Real Estate, Natalie A. McKelvy, Chapter seven, Quorum Books, 1983. (mimeo)
- Q. Emerging Trends in Real Estate: 1988. (handout)

- (4) M, Feb. 1 Review of Cash Flow Fundamentals and Ratios
- A. Modern Investment Theory and Real Estate Analysis"
Peter E. Penny, The Appraisal Journal, January, 1982,
pp. 70-99. (mimeo)
 - B. Chapter 15, "Investment Analysis" Real Estate
Syndication, Steve Jarchow, 1985. (mimeo)
 - C. "Investment Success Through Ratio Preference Analysis"
Victor Trapasso, Real Estate Review, Winter, 1983.
(mimeo)
 - D. "Setting Discount & Capitalization Rates" Roulac Real
Estate Consulting Group, October 13, 1987. (mimeo)
- (5) W, Feb. 3 Alternative Formats for the Individual Investor
- A. Chapters 8-9, Real Estate Investment, Stephen Pyhrr
and James Cooper, 1982. (text)
 - B. "A Case for Apartments--Executive Summary"
Johnstown/Consolidated Institutional Advisors, Inc.
(mimeo)
 - C. Chapter 4, Real Estate Investor's Deskbook, Alvin L.
Arnold, Warren, Gorham and Lamont, Inc., Boston,
Mass., 1987. (mimeo)
 - D. "Impacts of Changes in the Forms of Commercial Real
Estate Ownership" Salomon Brothers, Inc., Anthony
Downs, August 1987. (mimeo)
- (6) M, Feb. 8 Tax Planning for Acquisition
- A. Chapters 13-15, Real Estate Investment, Stephen Pyhrr
and James Cooper, 1982. (text)
 - B. Tax Reform Act of 1986, Real Estate Newsletter,
Coopers & Lybrand. (handout)
 - C. "Tax Legislation: Omnibus Budget Reconciliation Act
of 1987" Kenneth Laventhol & Co., Special Information
Bulletin, January 1988. (mimeo)
- (7) W, Feb. 10 Tax Planning for Disposition
- A. Chapters 16-17, Real Estate Investment, Stephen Pyhrr
and James Cooper, 1982. (text)

(8) M, Feb. 15

Real Estate Investment & Personal Estate Planning

- A. "Maintaining a Comfortable Lifestyle After Retirement" The Financial Desk Book. (mimeo)
- B. "Investment Planning" The Financial Desk Book. (mimeo)
- C. "Estate Planning" The Financial Desk Book. (mimeo)
- D. "Individual Retirement Accounts" The Financial Desk Book. (mimeo)
- E. "Qualified Employee Benefit Plans" The Financial Desk Book. (mimeo)
- F. "Nonqualified (Excess Benefit) Plans" The Financial Desk Book. (mimeo)
- G. "Miscellaneous Employee Benefit Plans" The Financial Desk Book. (mimeo)
- H. "Social Security and Medicare" The Financial Desk Book. (mimeo)
- I. "Real Estate Indicators" The Financial Desk Book. (mimeo)
- J. "Who Says Doctors are Lousy Investors?" Lawrence Farber. (mimeo)
- K. Wisconsin TAXES 1988. (handout)
- L. "Growing Like the Trees" Richard Smith, John Hancock Mutual Life Insurance Co., 1986. (mimeo)

(9) W, Feb. 17

Principles of Estate & Gift Taxes

- A. Chapters 25-27, Real Estate Investment, Stephen Pyhrr and James Cooper, 1982. (text)
- B. "The New Marital Deduction Qualified Terminable Interest Trust: Planning and Drafting Considerations" Malcom Moore. (mimeo)
- C. Chapter I, "Introduction to Estate and Gift Taxation" Federal Estate and Gift Taxation, Briner, Robison, Rossen, and Sogg, 1982. (mimeo)
- D. Chapter VIII, "The Concept of Gross Estate" Federal Estate and Gift Taxation, Briner, Robison, Rossen, and Sogg, 1982. (mimeo)

- E. Chapter XVIII, "Estate Tax-marital and Orphan's Deductions" Federal Estate and Gift Taxation, Briner, Robison, Rossen, and Sogg, 1982. (mimeo)
- F. Chapter XIX, "Estate Tax--Deductions, Expenses, and Losses" Federal Estate and Gift Taxation, Briner, Robison, Rossen, and Sogg, 1982. (mimeo)
- G. Chapter XX, "Estate Tax--Charitable Deductions and Credits" Federal Estate and Gift Taxation, Briner, Robison, Rossen, and Sogg, 1982. (mimeo)
- H. Chapter XXI, "Valuation" Federal Estate and Gift Taxation, Briner, Robison, Rossen, and Sogg, 1982. (mimeo)
- I. Chapter XXII, "Estate Tax Administration and Procedures" Federal Estate and Gift Taxation, Briner, Robison, Rossen, and Sogg, 1982. (mimeo)
- J. "Valuing Fractional Interests in Closely Held Real Estate Companies" Robert Oliver, Real Estate Review, Spring 1986. (mimeo)

(10) M, Feb. 22

* * * MID-SEMESTER EXAM

(11) W, Feb. 24

Clifford Case

(12) M, Feb. 29

Exchanges

- A. Chapter 12, "Tax Deferred Exchanges" Tax Planning For Real Estate Investors, 2nd Edition, James Kau & C.F. Sirmans, 1982. (mimeo)
- B. "Computerized Exchange Evaluation Model" Jay Butler & Glenn Henderson, Jr., The Appraisal Journal, July 1977. (mimeo)

(13) W, Mar. 2

Involuntary Conversions

(14) M, Mar. 7

Group Investments & Risk Management

- A. "Wall Street Smells Big Dollars" Stephen Roulac, Investment Decisions/20. (mimeo)

(15) W, Mar. 9

The General Partnership/Joint Venture

- A. "Joint Venture Financing, A Case Study" Thomas Meador & Richard Garrigan, Real Estate Finance, Winter 1986. (mimeo)

- B. "Equity Leases: Structuring Tenant-Developer Joint Ventures" Menachem Rosenberg, Real Estate Review, Winter 1986. (mimeo)

* * *

SPRING BREAK

(16) M, Mar. 21

The Limited Partnership

- A. Chapter three, "Partnership Law" Real Estate Syndication, Steve Jarchow, 1985. (mimeo)
- B. Chapters 8-11, pp. 177-274, & Appendix 1, pp. 280-311, Real Estate Limited Partnerships, Theodore Lynn and Harry Goldberg, 1983. (mimeo)

(17) W, Mar. 23

Limited Partnership (Continued)

- A. "Transferring Limited Partnership Units on the Secondary Market" George Hamilton, Real Estate Finance, Fall 1986. (mimeo)

(18) M, Mar. 28

The Master Limited Partnership

- A. "Guide to Master Limited Partnerships" Alvin Arnold, Mortgage & Real Estate Executives Report, Dec. 15, 1986. (mimeo)
- B. "Master Limited Partnerships" Real Estate Newsletter, Coopers & Lybrand, Spring 1986. (mimeo)
- C. "Master Limited Partnerships--A Basic Lesson" Stock Research Real Estate, Salomon Brothers, Inc., Dec. 19, 1986. (mimeo)
- D. Olympia & York Water Street Finance Corporation Prospectus. (mimeo)
- E. Roulac's Strategic Real Estate, November 1987, Vol. 9, No. 11. (mimeo)
- F. Peat Marwick, March 1987, No. 87-1, Development for Real Estate Execs. (mimeo)

(19) W, Mar. 30

The Equity Trust

- A. "New Directions for Real Estate Investment Trusts" Stan Ross and Richard Klein, Real Estate Finance Journal, Winter 1986. (mimeo)

- B. "Changing REIT's Find Broader Interest and Acceptance" Robert Freedman, The Real Estate Finance Journal, Winter 1986, pp. 72-76. (mimeo)
- C. "New Twist Added to Finite-Life REIT's" William P. Balch, The Real Estate Finance Journal, Winter 1986, pp. 77-79. (mimeo)
- D. "An Encore Performance for REIT's" Michael Fallon, Corporate Design & Realty, November/December 1986. (mimeo)
- E. "Why Real Estate Investment Trusts Are Good Investments" Daniel Blumberg, Real Estate Review, Winter 1986. (mimeo)
- F. REIT vs. Common Stock Investments: An Historical Perspective" Real Estate Finance, Spring 1986. (mimeo)
- G. Chapter 1-3 (vary), Real Estate Investment Trusts: Tax, Securities, and Business Aspects, Stephen P. Jarchow, John Wiley & Sons, 1988. (mimeo)
- H. "Bargains in Real Estate" interview with Bob Frank, Barrons, pp. 6-52, October 5, 1987. (mimeo)

(20) M, Apr. 4

Real Estate Investment as a Security

- A. Chapter 12, "Public Offerings" Steve Jarchow, Real Estate Syndication, 1985. (mimeo)
- B. "The Securitization of Real Estate" The Journal of Real Estate Development, Vol. 1, No. 4, Spring 1986. (mimeo)
- C. "Meet Real Estate's New Czars: The Middlemen" Business Week, October 5, 1987, pp. 98-101. (mimeo)
- D. Risk, Ruin & Riches: Inside the World of Big Time Real Estate, Jim Powell, Macmillan Publishing Company, New York, New York, 1986. (mimeo)

(21) W, Apr. 6

Real Estate Investment as a Security (Continued)

(22) M, Apr. 11

The CMO & The Remic

- A. "An Introduction to Real Estate Residual Value Certificates" Thomas M. Poaps, Real Estate Finance, Winter 1986. (mimeo)

- B. "REMIC's: A Milestone in the Evolution of Mortgage Securities" Kenneth Levanthol & Company.
- C. Sections VI and VIII, "Developments & Trends in the Secondary Mortgage Market" Mortgage Backed Securities, Kenneth G. Love, 1987-88 Edition, Clark Boardman Co., Ltd., New York, New York, 1987. (mimeo)

DATE

TOPIC

(23) W, Apr. 13

Pension Fund Portfolio

- A. "Real Estate: Can Institutional Portfolios Be Efficiently Diversified Without It?" Ronald A. Gold, JMB Institutional Realty Corporation, 1986. (mimeo)
- B. "Diversification Categories in Investment Real Estate" David Hartzell, John Hekman Mike Miles, Salomon Brothers, December, 1986. (mimeo)
- C. "Optimal Real Estate Portfolios: A New Look" David J. Hartzell, University of Texas, 1986. (mimeo)
- D. Chapter 9, "Direct Investing" Pension Funds Investment in Real Estate, Natalie McKelvy, Quorum Books, 1983. (mimeo)
- E. "Managing Real Estate Portfolios" Real Estate Research, Paul B. Firstenberg, Stephen A. Ross, Randall C. Zisler, November 16, 1987. (mimeo)
- F. "Managing Real Estate Portfolios, Part 3: A Close Look at Equity Real Estate Risk" Real Estate Research, Stephen A. Ross, Randall C. Zisler, November 16, 1987. (mimeo)
- G. "Stock & Bond Market Volatility & Real Estate's Allocation" Real Estate Research, Stephen A. Ross, Randall C. Zisler, November 16, 1987. (mimeo)
- H. "Real Estate Transactions by Exempt Entities; Techniques and Taxability" Lewis R. Kaster, Esq., Copyright New York, New York, 1986. (mimeo)
- I. Pension Fund Glossary (mimeo)
- J. Pension Fund Environmental Scan (mimeo)

(24) M, Apr. 18

Commingled Funds

- A. Chapter 8. "The Commingled Funds" Pension Funds In Real Estate, Natalie McKelvy, Quorum Books, 1983. (mimeo)

- B. Institutional Strategies for Real Estate Equity Investment" John McMahan. (mimeo)
- C. "The NCREIF Real Estate Performance Report, Third Quarter 1987 Results" National Council of Real Estate Investment Fiduciaries and Frank Russell Company. (mimeo)

(25) W, Apr. 20 Commingled Funds (Continued)

(26) M, Apr. 25 Real Estate Stocks

- A. "Bank Trust Department Operation of Commingled Real Estate Funds" Mike Miles & Janelle Langford, Real Estate Issues, Winter 1978. (mimeo)
- B. "Pension Funds and Developers: Forging A New Partnership" Urban Land, June 1986. (mimeo)
- C. "Real Estate Stocks Monitor" Alex Brown & Sons, Inc., February 1987. (mimeo)

(27) W, Apr. 27 Measuring Performance of the Asset Manager

- A. "Performance Evaluation of Commingled Funds" Mike Miles and Art Estev. (mimeo)
- B. Chapter 26, "Mortgage Investment Determinants in With Commingled Funds" Kinney & Garrigan, The Handbook of Mortgage. (mimeo)
- C. "Leverage, Nonrecourse Debt, and Property Returns" Robert A. Feldman, Real Estate Research, June 18, 1987. (mimeo)

(28) M, May 2 Foreign Investment in U.S. Real Estate

- A. "Foreign Investment in U.S. Real Estate: Strategic Placement Analysis," Glenn Whitmore, Real Estate Report, First Quarter, 1983. (mimeo)
- B. "Tax Planning for Foreign Investment in U.S. Real Estate" Robert Bell and Dean Marsan, Real Estate Review, Summer 1984. (mimeo)
- C. "Pursuing the Foreign Investor" G. Wendel Heineman, Real Estate Review, pp. 45-47. (mimeo)
- D. "The Court's Opinion" The Real Estate Appraiser and Analyst, November/December 1980, p. 34. (mimeo)

E. "Foreign Investors in the United States: A Symposium"
Henry Regeling, Real Estate Review, Fall 1984.
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F. "Analysis of a Foreign Real Estate Venture by U.S.
Citizens." (mimeo)

(29) W, May 4 U.S. Investment in Foreign Real Estate

(30) F, May 6 * * * FINAL EXAM