

Course Description:

The URES Mentorship program aims to provide students with a comprehensive understanding of both general accounting and Real Estate finance to ensure they are well prepared for any interview or internship they take upon themselves. The course starts with an introduction into accounting and then explores some of the more complex topics within real estate ending on public REIT valuation. Throughout the course, students will need to complete various homework assignments that allow them to implement the content of the lectures. Additionally, students will be split into three separate pitch groups which must each present a real estate REIT or property pitch twice throughout the semester. Interspersed between lectures there are also four additional interview prep sessions where everything from networking to answering interview questions is covered with interview mocks being conducted in the final session. Finally, the last week of the mentorship program will be the presentation of a capstone project that is assigned towards the start of the semester. Students are expected to work on this project throughout their time in the course and gradually build complexity into their models and powerpoints. While this may seem like a lot, all of the work is manageable even with a busy schedule and can all be used in your resume to help you stand out among a highly competitive applicant pool.

Grading:

All of the deliverables throughout the semester will receive a “grade” for accuracy, however, this will not reflect at all in the types of work you are assigned. It is merely a tool to help you figure out the topics that you have a weaker grasp of. In order to incentivize high performance, the top five scorers will receive gift cards at the end of the semester.

Socials:

Beyond work, we will be conducting various socials to help everyone get to know each other. While the dates for these events are set, we plan to visit many restaurants, attend top golf, and other party activities as well.

Fall Semester:

Week 1: Accounting

Topic: Three Statements-What are they, why do we need them

Homework: Accounting Excel Practice 1.xlsx

Week 2: : Accounting

Topic: Three Statements Continued-How to project line items and make assumptions

Homework: Accounting Excel Practice 2

Interview Prep Session 1

Week 3: Accounting

Topic: Accounting In Depth-What does every line item mean and what does it tell you?

Homework: Accounting Excel Practice 3.xlsx

Week 4: Accounting

Topic: Accounting Nuances In Commercial Real Estate & Property Tax Fundamentals

Homework: Accounting Excel Practice 4.xlsx

Week 5: Intro to Commercial Real Estate

Topic: Industry Overview and Property Type Overview

Homework: Commercial Real Estate Report.pdf

Interview Prep Session 2

Week 6: Intro to Commercial Real Estate

Topic: Leveraged Buyouts-How do they work

Homework: Real Estate LBO.xlsx

Week 7: Excel & Modeling

Topic: Shortcuts, Formulas, and Industry Formatting

Homework: Excel Practice.xlsx

Week 8: Multifamily Pro-Forma

Topic: Multifamily nuances and modeling techniques

Homework: Multifamily Model.xlsx

Pitches Due: Pitch Team 1

Interview Prep Session 3

Week 9: Office Pro-Forma

Topic: Office nuances and modeling techniques

Homework: Office Model.xlsx

Pitches Due: Pitch Team 2

Week 10: Hotel Pro-Forma

Topic: Hotel nuances and modeling techniques

Homework: Hotel Model.xlsx

Pitches Due: Pitch Team 3

Week 11: Intro to Public REITs

Topic: What are REITs and how do they differ from Real Estate Private Equity Firms

Homework: REIT Industry Report.xlsx

Pitches Due: Pitch Team 1

Interview Prep Session 4

Week 12: REIT Pro-Forma

Topic: How do you model a REIT

Homework: REIT Pro Forma.xlsx

Pitches Due: Pitch Team 2

Week 13: Waterfall Structures and Private Equity

Topic: How do promoters work and how do you model them

Homework: Waterfall.xlsx

Pitches Due: Pitch Team 3

Week 14: Final Semester Presentation

Topic: Final Project Presentations

All Teams Present This Week