

# Course Outline

Form E105

Must be submitted for each course

(Please type or print legibly)

<b>COURSE TITLE:</b> The Current Status of Real Estate Finance		<b>HOURS:</b>
<b>DIFFICULTY LEVEL:</b>  _____ Beginning                    _____ X _____ Intermediate                    _____ Advanced		
<b>PERCENTAGE OF TIME DEVOTED TO:</b>  _____ Live Lecture                    _____ Group Activities _____ Video/Audio                    _____ 15% Questions and Answers _____ 85% Other (Explain:) _____ Panel Discussion _____		
<b>LIST MAJOR REFERENCE MATERIALS USED IN THE DEVELOPMENT OF THE COURSE:</b>  Not applicable - Panel Discussion		
<b>LIST AT LEAST THREE LEARNING OBJECTIVES - WHAT WILL THE STUDENT BE ABLE TO DO AFTER COMPLETING THE SESSION:</b> 1. To provide an overview of the appetite for the primary asset classes of commercial real estate 2. To understand the impact of rising interest rates on commercial real estate 3. To provide an overview of challenges to avoid The student should have a broad understanding of the current lending climate as it relates to commercial real estate as well as potential challenges and headwinds to avoid.		
<b>COURSE DESCRIPTION:</b> <u>PLEASE PROVIDE A DETAILED OUTLINE OF THE COURSE, BROKEN INTO SEGMENTS OF NO MORE THAN 15 MINUTES. INDICATE BREAK LENGTH. ATTACH COPIES OF ANY EXAMS, CASE STUDIES, EXERCISES, AND ANY OTHER MATERIALS USED IN THE COURSE.</u>		
<u>MAJOR TOPICS</u>	<u>TIME</u>	<u>METHOD OF INSTRUCTION</u>
Introduction	5 Minutes	Panel
Current appetite by asset class	15 Minutes	Panel
Interest rates	5 Minutes	Panel
NNN Investing	10 Minutes	Panel
Challenges	10 Minutes	Panel
Wrap & Questions	15 Minutes	Panel

Course Description continued on next page.

<b>COURSE DESCRIPTION continued.</b>		
<u>MAJOR TOPICS</u>	<u>TIME</u>	<u>METHOD OF INSTRUCTION</u>
<b>Attach additional sheets as needed to complete the outline.</b>		