



COURSE SYLLABUS
COMPARATIVE GLOBAL REAL ESTATE
FALL 2016
PLA 6341
1.5 CREDITS

Fall Session B

Mondays 4-6 pm
200 Fayerweather

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I. COURSE DESCRIPTION

This course is designed to provide students with a comparative and critical approach to undertaking international real estate development projects, transactions and investments - it aims to cultivate a general understanding of the dynamics of real estate developments and investments internationally as a foundation for the specific analysis of the unique contexts and conditions for real estate activities within selected countries.

The comparative analysis will be made of three specific countries – China, Brazil, and the United Kingdom - through the identification and evaluation of the conditions pertinent to cross-border real estate development and investment: the macro-economy and demographics, financial markets, currency concerns, taxation, legal issues, land use policy, political activity, regulations and statutory requirements, and cross-cultural negotiations. Current global topics will be used to anchor learning and be the basis for class discussions in this comparative analysis.

The course is a prerequisite for participating in the Study Trips offered to students in the Spring Break. In this course, the various Study Trip destinations are analyzed with respect to their investment return potential and possible challenges, thereby preparing students for an intensive and detailed Spring course including the Study Trip whereby they supplement their classroom understanding with “on-the-ground” details of real estate

investing with the purpose of proposing a cross-border financial transaction in the country visited.

This course may be suitable for students from a wide variety of backgrounds and interests, especially in the areas of real estate development, real estate finance, international real estate investing, development policy and urban issues.

Course Objectives:

By the end of the semester, students will have developed:

- 1) A nuanced understanding of the inter-connections between the multitude of issues comprising international real estate development projects, transactions and investments; and
- 2) The critical, comparative, and analytical tools for undertaking a variety of international real estate development projects, transactions and investments.

II. COURSE REQUIREMENTS AND ASSIGNMENTS

Students will be expected to attend all classes, complete assigned weekly readings (posted on Canvas) prior to class and participate in class discussions, as these will factor into the final grade. Short assignments and in-class quizzes on selected topics may also be required.

Assignment Details:

During the course, as a final deliverable, students will be individually required to:

- Prepare a comprehensive **COUNTRY ANALYSIS** for one of the Study Trip countries:
 - China, Brazil, or the United Kingdom
- This COUNTRY ANALYSIS will utilize the Analytical Framework developed in class and will be submitted in 3 Sections:
 - A. Country Overview:
 - a. Fundamental demographic, geographic and economic data
 - b. Formal or Direct Barriers for cross-border business activities
 - B. Investment Opportunity and Risk Analysis:
 - a. Informal or Indirect Barriers for cross-border business activities
 - b. Real Estate Market & Trends
 - C. Summary of Cross-border Real Estate Development or Investment Opportunities & Risks. The most attractive property type, scale and general location will be recommended.

Canvas:

Columbia University's online Canvas system will be used for posting the course syllabus, selected class materials/handouts, hyperlinks to locations from where case studies and additional reading materials to be used in the course could be found and/or purchased by students. Canvas will also be utilized for the posting of Assignment requirements, Quizzes, etc. and as such will be the location for the student's submissions in response. Canvas will also be utilized as a tool for the instructor and Teaching Assistants to post announcements, and also for the instructor and students to connect outside of the classroom more

consistently and conveniently.

III. COURSE GRADING CRITERIA

Course grading criteria are as follows:

- Completion of readings, short assignments and quizzes: 20%
- Attendance and in-class participation: 20%
- Assignment: 60%

Only exceptional performers will receive a High Pass.

IV. READINGS

Students will be expected to complete readings in advance of class. With the exception of those from the required textbook, these will be posted one week in advance on Canvas.

There is no required textbook for the course.

Recommended Reference Textbooks, which are available in the Avery library, bookstores, or may be ordered on-line:

Cross Border Real Estate Practice by Terry A. Selzer, 2013, American Bar Association.
Global Property Investment: Strategies, Structures, Decisions (with website) by Andrew Baum & David Hartzell, Wiley-Blackwell 2012.
The Global Property Investor's Toolkit by Colin Barrow, Wiley, 2008
International Real Estate: A Comparative Approach by Mark Lee Levine, Dearborn Real Estate Education – e-book, available at Amazon.com

V. COURSE OUTLINE

Oct 31

Class 01: Course Introduction. Going Global!

Macro-Economic and Real Estate Market Overview & Barriers (Direct and Indirect) to Investment

Nov 7 **No class**

Nov 14

Class 02: Legal Description (Ownership and Title Issues), Leases, Courts (Legal Redress) and RE Debt Markets

- Differences in Cross-border Transaction processes
- Due Diligence on Investments
- Cultural Differences in Transactions

Submission: Section A Country Overview

Nov 21

Class 03: How Toll Bros Evaluates Cross-Border Expansion Potential
Guest Lecture by Fred Cooper, EVP of Strategy, Toll Bros

Nov 28

Class 04: Currency/Foreign Exchange (“To Hedge or Not to Hedge” and Hedging Techniques) & Central Banks and Current State of Affairs in Global Monetary Policy; and **RE Capital-Raising Process** (Sample Case Study, Placement Agents, Road Show Planning, etc.)

Submission: Section B Investment Opportunity & Risk Analysis

Dec 5

Class 05: International Tax (Tax Treaties, FIRPTA and Sample Structures) & Corruption and Bribery

Dec 12

Class 06: RE Infrastructure (Service Providers such as CBRE, JLL, etc.) Lawyers, Accountants, Consultants & Institutionalization/Internationalization of RE Markets

Submissions: Section C Summary of Cross-border Real Estate Development or Investment Opportunities & Risks.