Welcome to the 2020 Real Estate Summer Minor Institute program!

The Real Estate Summer Minor Institute (RESM) program is offered through the Tulane School of Architecture and is open to all Tulane undergraduate students. It is an intensive 8-week, 16 credit program designed to help students obtain essential knowledge and skills for entry-level positions and careers in the real estate industry, both residential and commercial. The program provides a strong foundation on Real Estate as a business, specifically focusing on careers as an investor, owner, consultant, financial analyst, project manager, or developer. Additionally, the minor provides a robust knowledge in real estate market analysis and asset management. The program also encourages entrepreneurship and wealth building by teaching students how to create, maintain, and grow asset equity.

The follow information packet includes details regarding the fundamental components of the Real Estate Summer Minor program and additional optional experiences to make the most of your time in the program. Please be aware that the schedule is, and will remain, a draft until the start of the program or the Director has announced the final date(s) of an event. Many of the events rely on planning and scheduling with active real estate professionals who must wait to commit until much closer to the start of the program.

If you have any questions regarding the schedule, registration, or frequently asked questions, please be sure to check out the program's web page located under the Tulane School of Architecture and do not hesitate to email the Director, John Huppi (jhuppi@Tulane.edu).

We look forward to you completing the program this summer and joining are growing list of successful alumni!

John Huppi
Director, Real Estate Summer Minor Program
571.283.2991
jhuppi@Tulane.edu
Program Registration

Registration for the Real Estate Summer Minor program is a simple, straightforward process. Similar to the Fall and Spring semesters, Gibson Online will issue you a registration window for the Summer semester. This year, priority students with advanced credit standings will have access starting on April 15th, 2020. Once you have identified your registration window, you will need to register for all five (5) required core courses that make up the RESM program (see below). All five courses must be taken at once.

RESM Required Core Courses

- **RESM 3010 – Principles of Real Estate I**
  5/11/20 to 6/4/20
  MTWR 9:00 - 11:30am
  Richardson Memorial Hall, Room 204
  3 Credits

- **RESM 3020 – Principles of Real Estate II**
  6/8/20 to 7/2/20
  MTWR 9:00 - 11:30am
  Richardson Memorial Hall, Room 204
  3 Credits

- **RESM 3030 – Real Estate Market Analysis and Finance**
  5/11/20 to 6/4/20
  MTWR 3:30 - 6:00pm
  Tilton, Room 305
  3 Credits

- **RESM 3040 – Fundamentals of Real Estate Development**
  5/12/20 to 7/2/20
  TR 12:30 - 2:45pm
  Richardson Memorial Hall, Room 204
  3 Credits

- **RESM 3060 – Sustainable Urban Development**
  6/8/20 to 7/2/20
  MTWR 3:30 - 6:00pm
  Tilton, Room 305
  4 Credits

Each course can be found in the Tulane course catalogue under “Business of Real Estate” within the Tulane School of Architecture. When searching, be sure you are looking at courses offered during the “Summer” semester. Once you have registered for each individual course, you are officially enrolled to the program and no further action is required on your part except to start attending courses on the specified days and times.

If you are experiencing registration difficulties please contact the Director for assistance. Common problems include; a waitlisted status after courses have reached a maximum registration capacity of 50 students, registration holds due to academic or financial reasons, and other tech issues. Most issues are easily addressed with communication to the Director. Please note that although the program has a stated maximum enrollment of 50 students and does not anticipate surpassing this figure, the program has exceeded this number in the past and enrollment after the capacity has been reached is done on a case by case basis. Students are encouraged to register in a timely manner to avoid the stress of registering for one of the last seats.
The core of the RESM schedule is centered on the five (5) required courses highlighted on the previous page. However, there are additional events, tours and academic opportunities that are scheduled to take place outside of normal class times. Some of these events are optional and are marked as such. Descriptions of these additional events are located below.

### RESM Schedule

<table>
<thead>
<tr>
<th>Week</th>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
<th>Weekend</th>
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<tbody>
<tr>
<td>1</td>
<td>May 11</td>
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<td>16-17</td>
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<tr>
<td></td>
<td>9:00-11:30am Program Welcome</td>
<td>9:00-11:30am RESM 3010 Begins</td>
<td>3:30-6:00pm RESM 3030 Ends</td>
<td>11:30-12:30pm Professional Head Shots</td>
<td>9:00-12:00pm RESM 3040 Case Project Tours (Each Group 1-Hour Participation Only)</td>
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<td>2</td>
<td>18</td>
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<td>23-24</td>
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<tr>
<td>3</td>
<td>25 NO CLASS</td>
<td>26</td>
<td></td>
<td>28 6:00-7:00pm Guest Speaker - Private Equity</td>
<td>29</td>
<td>May 30-31</td>
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<tr>
<td>4</td>
<td></td>
<td>2</td>
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<td>3 3:30-6:00pm RESM 3030 Final Exam</td>
<td>4 9:00-11:30am RESM 3010 Final Exam</td>
<td>5 9:00-4:00pm ARGUS Financial Analysis Training (OPTIONAL)</td>
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<tr>
<td>5</td>
<td></td>
<td>8 9:00-11:30am RESM 3020 Begins</td>
<td>3:30-6:00pm RESM 3040 City Hall Tour</td>
<td>10</td>
<td>12 8:30-3pm New Orleans Real Estate Office &amp; Project Tour</td>
<td>13-14</td>
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<td>6</td>
<td></td>
<td>15 3:30-6:00pm RESM 3060 ULI UrbanPlan Project</td>
<td>3:30-6:00pm RESM 3060 ULI UrbanPlan Project</td>
<td>17 3:30-6:00pm RESM 3060 ULI UrbanPlan Project</td>
<td>18 9:00-5:00pm RESM 3060 ULI UrbanPlan Project</td>
<td>19 11:5-5:00pm RESM 3060 ULI UrbanPlan Project &amp; Panel Presentations @ Small City Center</td>
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<td>7</td>
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<td>22 7:00-8:00pm Guest Speaker - Latter&amp;Blum NAI, Room 204</td>
<td>6:00-7:00pm Guest Speaker - Latter&amp;Blum NAI, Room 204</td>
<td>24 6:00-7:00pm RESM &amp; MSRED Celebration Banquet w/ Keynote from Anne Landis, CEO of Landis Construction Co.</td>
<td>25 ALL DAY Tour of New York City Projects &amp; Offices - TBD based on student interest (OPTIONAL)</td>
<td>26-28</td>
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<td>8</td>
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<td>29</td>
<td></td>
<td>30 12:30-2:45pm RESM 3040 Final Presentations</td>
<td>July 1 3:30-6:00pm RESM 3060 Final Exam</td>
<td>3 4-5</td>
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</tbody>
</table>

*NOTE: All events are held on the University of Louisiana at Lafayette, 1501 South College Street, Lafayette, LA 70504.*
RESM Schedule

Below are descriptions for some of the required and optional calendar events for the RESM program. We will review all of these events and opportunities during the program welcome session on the first day of class.

RESM Summer Internship Opportunities (OPTIONAL)
The most popular activity following the RESM program are corporate internships with both local and remote firms working in brokerage, development, private equity, construction, policy, design, and banking. The RESM program is intentionally scheduled at the start of the summer to allow enough time for students to gain meaningful professional experience before returning for the fall semester. Students are encouraged to leverage their own network to find internships and shadowing opportunities. However, the RESM program also identifies additional local and national opportunities, recognizing that internships during the second half of the summer (post July 4th) are rare. After the summer, additional internship opportunities and job descriptions for the rest of the year will continue to be made known to RESM alumni via emails from the Director and postings on Handshake. The RESM mission is to place as many RESM students in meaningful positions in real estate and to kickstart your career.

Since most of these summer internship opportunities are reserved for RESM students, the RESM program requires students to go through a few career development activities at the start of the program including resume writing, LinkedIn profile building, internship cold calling, and interview advice. Once a student’s resume and application are approved, documents will be sent to the employer for review – often leading to an in-person or web-based interview. Selection of the final candidates including amount of pay (if any) and schedule for the internship are at the sole discretion of each company.

Below is a sample of past internships taken by Tulane real estate students:

- Jones Lang Lasalle (NOLA)
- Ben + Burka Brokerage (NOLA)
- Latter Blum NAI (NOLA)
- HRI Properties (NOLA)
- Favrot & Shane Companies (Metairie)
- Marcus & Millichap (NYC)
- MKRED (NOLA)
- Seritage Growth Properties (NYC)
- Domain Companies (NOLA)
- Green Coast Enterprises (NOLA)
- New Orleans Business Alliance (NOLA)
- Walker & Dunlop (NOLA)
- Providence Community Housing (NOLA)
- PMAT (NOLA)
- Silverback (NYC)

Tour of New Orleans Real Estate Offices & Projects
Students will embark on a day-long excursion of important real estate projects and corporate offices in the New Orleans market to deepen their understanding of the field including how the built environment is changing and who are the influential people leading these projects from design, development, finance, and policy perspectives. Students will utilize a designated shuttle which will depart from the Uptown campus. Lunch will be provided. Below are the tour stops from the 2019 tour:

- Port of New Orleans
- Eskew Dumez & Ripple
- Favrot & Shane Companies
- Green Coast Enterprises
- Sonder
ARGUS Financial Analysis Training (OPTIONAL)
Offered as a 2-day workshop, students have the opportunity to learn the fundamentals of ARGUS Enterprise (AE) - a widely accepted software program that allows for specific real estate financial modeling and analysis. Students who are thinking about getting an internship or applying for jobs in real estate development or real estate investment are highly encouraged to complete the AE fundamentals workshop as many of these positions ask for “working proficiency” or “introductory proficiency” in ARGUS.

This workshop is optional and does not count towards any university or ARGUS-led education credit. Interested students must purchase their own $110-150 ARGUS software license so that they have access to ARGUS through their own personal computer for coursework during the training workshop. This is not included in tuition. This license will grant the student with about 6 months of access to ARGUS Enterprise. The rate and expiration length depend on your operating system (Mac vs. PC) and are subject to change. Additionally, Mac users should expect to download a PC emulator program such as Parallels to run ARGUS. A 12-month subscription to parallels runs close to $100, however free trial versions are available from time to time.

Students who do not take advantage of this partnership between ARGUS and Tulane may end up paying a substantial amount more to learn ARGUS, if their employer does not cover training costs. If completed on your own, an ARGUS software license can cost over $6500 with an additional $1000+ for training. Thus, this special university partnership is an excellent opportunity to get exposed to ARGUS at minimal cost.

RESM & MSRED Banquet w/ Special Keynote Address
Each summer, the RESM and Master of Sustainable Real Estate Development programs host a joint banquet to celebrate real estate education at Tulane University. The banquet is anchored by a keynote address from an influential Tulane alumni working in the field of real estate. Past speakers have included Anne Teague Landis (MBA ’11), who is the CEO of Landis Construction Company and current chair of ULI Louisiana. RESM students are also encouraged to network with the MSRED cohort. Many RESM students have gone on to earn a Tulane MSRED.

RESM 3060 ULI UrbanPlan Project
An important part of the RESM 3060 curriculum is the case study competition called the Urban Land Institute (ULI) UrbanPlan project. ULI is one of the largest networking organizations for land-use professionals in the world. In teams of 5-6 students, students work together to respond to a request for proposal (RFP) issued by the theoretical City of Elmwood to redevelop several blocks of vacant and underutilized property. The winning proposal must meet all of the criteria set forth by the RFP including concerns from city government, the community, and area stakeholders. Local real estate professionals who volunteer with ULI Louisiana, are brought in to assist students through structured one-on-one facilitation sessions. Additionally, final presentations are be made in front of additional ULI volunteers who will serve as the “City Council” for the “City of Elmwood”.
RESM Schedule

RESM 3060 ULI UrbanPlan South Market District Tour
After completing the ULI UrbanPlan case competition, students travel to the South Market District in downtown New Orleans to tour a few of the key project development sites. Additionally, students meet with the Domain Companies, the Downtown Development District, and/or Gulf Coast Housing Partnership who all had a significant role in the redevelopment of the South Market District area. During the tour, students will find striking similarities between the South Market District and the “City of Elmwood” used for the UrbanPlan project.

Tour of New York City Projects & Offices (OPTIONAL)
An optional 1.5-day tour of New York City is available to students to see influential real estate projects and to meet with real estate professionals who are themselves Tulane alumni or who have offered positions to Tulane alumni in the past. For planning purposes, students are polled during the first week of the program if they are interested in going to NYC. Then, students are asked to commit to the trip and to arrange travel during the first or second week of the program. Students are responsible for all travel-related costs including accommodations, travel, and meals as this is a career development opportunity and is unrelated to the RESM curriculum.

The trip requires travel to NYC Thursday evening, with 4-5 office tours beginning at 9am on Friday. Saturday includes 3-4 site tours starting at 9am and ending at 1pm. Saturday afternoon and Sunday are considered “free” days to explore NYC and return to New Orleans for class on Monday. Past stops include:

Office Tours
- Seritage Growth Properties
- CBRE
- Marcus & Millichap
- Silverback Development
- PIMCO

Site Tours
- Hudson Yards (Related Companies)
- The High Line
- Chelsea Market (Irwin Cohen Group)

Please note the trip may be delayed or cancelled if there is not at least 6 students interested in attending. Past trips have typically included 6-12 students which is ideal for an intimate experience. Also, if for some reason students are unable to attend during the current RESM program, students are also welcome to join in subsequent years and an interest email will be sent to past students at the beginning of each summer.

Review “Next Steps” Package
Before the end of the RESM program, students will be given a “What’s Next” information handbook which highlights many of the opportunities available to RESM students post-program, including additional real estate-related courses at Tulane, Tulane Real Estate Club, LEED, CCIM, other professional certification programs, etc.
RESM Other Information

Administrative Calendar
The RESM program will be utilizing the following administrative calendar:

- May 3rd, 2020: Start of Term
- May 18th, 2020: Last day for 100% Refund
- May 25th, 2020: Last day for 50% Refund
- July 2nd, 2020: End of Term
- August 1st, 2020: Grades due

Special Program Policies

Class Attendance Policy  Following Tulane’s class attendance policies, no student is allowed to miss class unless there is a family or medical emergency that can be confirmed with written documentation. Students who miss class are fully responsible for catching up on missed work, and it is at the full discretion of the faculty to allow for make up assignments or exams. Students should never assume all work can be made up as much of the curriculum content is time sensitive or requires the participation within a group setting.

Leniency towards missed class will be given in rare circumstances where students identify conflicting travel plans (i.e. sibling graduation) well before the program starts or at the very beginning of the summer term. However, exceptions will not be made for travel that is made known after the start of the program, or if travel results in missing more than 1-day of class during the program. Under no circumstances should students except to miss or makeup any final projects or exams. The draft schedule (found in this package) clearly highlights major program events and students should respect the academic calendar with minimal disruption. Also, students should be aware that due to the intense nature of the program, 1-day of missed class is the equivalent of several days of missed class time during the fall & spring semesters. This can be a serious disruption to you faculty and various group project members.

For more FAQ, please visit the Tulane RESM webpage:

https://architecture.tulane.edu/programs/certificates-and-minors/real-estate-minor-summer-institute
RESM Student Survey

What is your name? ___________________________________________  Year? _______________________

Why are you interested in Real Estate & the RESM program? _____________________________________________
________________________________________________________________________________________
________________________________________________________________________________________
________________________________________________________________________________________
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Have you had an internship or job in real estate in the past? Be specific. ______________________________
________________________________________________________________________________________
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Do you have an internship lined up after the RESM program? Be specific. ______________________________
________________________________________________________________________________________
________________________________________________________________________________________
________________________________________________________________________________________

If not, are you interested in interviewing for a real estate internship for the second half of the summer? ______________
If yes, in what city(s) are you ideally looking to obtain an internship? _________________________________

Are you interested and available for an internship in New York City or New Orleans? _______________________

RESM Student Survey

Are you interested in completing the ARGUS Financial Analysis Workshop and are aware of the additional software costs associated with this program (~$110-$250 depending on personal computer specifications)? ____________________

Are you interested in traveling to New York City for 1.5 days to tour and meet with several NYC real estate companies and projects? Please be aware that all travel costs including flight, airfare, and meals must be arranged by the student. ____________________

Do you have any dietary restrictions in the event food or catering is purchased during the program? ____________________

Do you own or have access to a vehicle to use during the program, and how many passenger seats do you have (total including driver)? ____________________