

# REAL ESTATE FINANCE AND INVESTMENT (REFI2-CS)

## REFI2-CS 9701 What Everyone Should Know About Real Estate (1 Credit)

Learn the fundamentals of real estate in today's market. Get an introduction to buying, selling, leasing, and investing in real estate for profit. Topics include the nature and scope of real estate; real estate as an investment; financing and mortgages; ownership and interests; contracts and deeds; real estate taxes; condominiums and co-ops; leases, rent regulations, and appraisals; and best practices when dealing with brokers.

**Note:** Registering at least two weeks prior to the start of the course date is highly recommended. Popular classes fill up quickly and more specialized classes need sufficient enrollment.

For general information about this course, please call 212-992-3336 or email [sps.realestate@nyu.edu](mailto:sps.realestate@nyu.edu).

If you are registered for an online course and are not able to access/view your course in Brightspace, please note the following: It may take at least 24 hours from the time you registered for your information to be transferred into Brightspace.

New students registering two days or LESS before the start date of the course may experience delayed access.

For additional technical support, contact the [IT Service Desk](http://www.nyu.edu/its/askits/helpdesk) (available 24/7/365) at 212-998-3333 or [AskITS@nyu.edu](mailto:AskITS@nyu.edu).

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

## REFI2-CS 9703 Purchasing Small Investment Properties (1 Credit)

Learn the principles of real estate investment, and discover practical opportunities to invest in real estate with modest sums. This course covers essential topics such as finding good buys in today's market, considering the physical condition of a property, structuring and analyzing deals, and calculating the return on investment. Various property types are discussed, including small mixed-used (commercial with residential units), multifamily residential, and specialty properties.

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**Repeatable for additional credit:** Yes

## REFI2-CS 9706 Buying Foreclosed Real Estate (1 Credit)

Buying a foreclosed residential property may mean finding the buy of a lifetime or purchasing someone else's mistake. How do new investors find these properties, judge their potential, and choose a winner? Topics in this introductory course include identifying sources of properties, understanding the process, forecasting financing costs, analyzing necessary property improvements, and closing the deal.

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**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

**REFI2-CS 9708 Planning and Managing Small Renovation Projects (0 Credits)**

Are you considering remodeling a single-family home or small investment property? Learn the nuts and bolts of managing the process from design and budget considerations to hiring contractors. Topics include planning, design, and construction considerations; understanding the home inspection and engineer's report; establishing budget and financing options; evaluating upgrades versus new construction; estimating various options (quality versus cost); selection of design and construction team members; monitoring the construction process; and obtaining proper sign-off from the municipality.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes

**REFI2-CS 9709 What Today's Tenants Need to Know About Commercial Real Estate (0 Credits)**

In this one-day seminar, small business owners learn the fundamentals of the New York City commercial real estate leasing market and how to navigate the lease negotiation process. Topics include hiring a tenant representative broker; scouting, negotiating, and signing the lease; site selection; work letters; free rent; tenant improvements and space construction; understanding square footage calculations and negotiating price per square foot; union versus non-union buildings; office furniture; commissions; leasing medical space; how to lease space as a non-profit; and green buildings.

**Grading:** SPS Non-Credit Graded

**Repeatable for additional credit:** Yes