



Certificate in Commercial Real Estate

Developed in Partnership with the UW College of Built Environments

Program Overview

Examine commercial real estate as an interdisciplinary field, review trends in commercial development, learn static and dynamic analysis skills for office, retail, industrial, and multi-family residential property types, explore property management techniques and study the marketing and sales of existing properties. Learn about the real estate development process and review the associated legal and taxation issues.

What the Program Covers

- Real estate trends, static and dynamic analysis of property types, financing, property management, leasing and marketing
- The life cycle of the real estate development process, project sensitivity analysis and creation of a commercial development project
- How to integrate legal and taxation issues into the property development decision-making process

Program Benefits

Analyze principles of real estate economics, valuation, insurance, risk management and business and real estate law to develop and market a commercial real estate project grounded on dynamic financial models and feasibility analysis. Experience the process of commercial real estate project development working in class teams to design and present a project to be developed on actual sites in the region. The program is also approved by BOMI International as Continuing Professional Development (CPD). Course credits from the program courses will be accepted and applied towards your CPD requirements.

Program Starts

Autumn Quarter

Location

Downtown Seattle

Format

Classroom

Contact

info@pce.uw.edu

206-685-8936 or 888-469-6499

www.pce.uw.edu

Who Should Apply

- Individuals in fields associated with real estate, such as architecture, construction, law and planning
- Real estate professionals

Courses

Fall Quarter: Introduction and Static Analysis of Commercial Real Estate

Examine the nature of commercial real estate as an interdisciplinary field. Review trends in commercial development, commercial property vocabulary, static analysis skills for office, retail, industrial, and multi-family residential property types and develop principles of leasing and income maximization. Explore specific property management techniques by property type and study permanent loan underwriting and financing/refinancing techniques. Review the marketing and sales of existing properties with the help of active market participants and guests.

Winter Quarter: Development Process and Project Sensitivity Analysis

A rigorous review of the development process – market review, site and entitlement issues and creation of a project pro forma culminates in creation of a commercial project. Issues covered include the role of equity and requirements of construction lending, adoption and execution of a marketing plan and the use of sources and uses of funds. Financing will concentrate on construction loan underwriting, credit criteria and progress funding mechanics. Students form teams to identify, analyze and present a project to be developed on actual sites.

Spring Quarter: Legal and Taxation Issues and Interdisciplinary Decision-Making in Real Estate

Extension of second-term development concepts to a discounted cash flow (DCF) model and investment analysis. Students discuss the often complex legal issues surrounding title, ownership, construction, financing, purchase contracts, environmental law and leases. Students examine the overlay and subtleties of these legal and tax aspects of commercial real estate, and then apply the entire coursework to the practicalities of commercial real estate decision-making.

Course costs:

Autumn: \$1494

Winter: \$1494

Spring: \$996

For more information on the program and program fees, please visit:

www.pce.uw.edu/certificates/commercial-real-estate.html

Admission Requirements:

1. Completion of the equivalent of at least four years of college; and
2. At least three years of experience in commercial real estate (property management, analysis, brokerage, appraisal, development, investment); or
 - At least three years of experience working on commercial real estate projects in related disciplines (architecture, construction, finance, law and planning); or
 - At least two years of commercial real estate experience in the public, non-profit sector; or
 - At least three years of institutional experience with commercial facilities management and/or commercial real estate related policy making.

Company sponsorship or other evidence of commitment to complete the program often strengthens a participant's motivation to succeed in the program. Sponsored applicants are usually ranked highly in the selection process.

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