



ULI/REAP Virtual Academy – Fall 2021: Preliminary Schedule

Note: All live sessions will be held online from 5pm to 6:30pm EST. On-demand modules are listed Tuesdays for tracking purposes only. Fellows should complete the on-demand modules weekly at their own discretion (weekly quiz on content required). Substantial and regular attendance at modules required for certification.

Date	Day	Format	Topic	Presenters/Speakers
Week 1:				
10-18	Mon	Live	Academy Virtual Opening Reception & Orientation	ULI & REAP leadership
10-19	Tues	On-demand	Introduction to Real Estate & Real Estate Development	ULI
10-21	Thurs	Live	From Passion to Profession -- alumni success stories & journeys	Jimena Sayavedra (REAP CHI '13) of Newark & Randall Powell (REAP NYC '19) of co-founder of Infinite Horizons LLC
Week 2:				
10-25	Mon	Live	Mixed-Use Development	JBG Smith REIT
10-26	Tues	On-demand	Intro to Real Estate Finance: Obtaining Funding & Entitlements	ULI
10-28	Thurs	Live	Retail Real Estate Site Selection	Starbucks Coffee Company
Week 3:				
11-1	Mon	Live	Legal Issues in Commercial Real Estate	Nuveen, Kaufman Development, Duval & Stachenfeld – moderated by Lesley Campbell, General Counsel of ICSC
11-2	Tues	On-demand	Intro to Real Estate Finance: Financial Concepts, Tools & Time Value of Money	ULI
11-4	Thurs	Live	Impact of COVID-19 on Corporate Real Estate Decisions	JLL, Marcus & Millichap
Week 4:				
11-8	Mon	Live	Sustainable Development	Hudson Pacific Properties



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11-9	Tues	On-demand	Underwriting, Risk & Return and Capital Sources	ULI
Week 5:				
11-15	Mon	Live	Commercial Real Estate Brokerage – Capital Markets	JLL
11-16	Tues	On-demand	Retail and Mixed-Use Development	ULI
11-18	Thurs	Live	Group Investment & Real Estate Fund Formation	Starwood Capital Group, Langdon Park Capital & BedRock Real Estate Investors
***	***	***	Reading week to catch up on on-demand content	Thanksgiving Week
Week 6:				
11-29	Mon	Live	Multifamily Finance & Investment	Walker & Dunlop
11-30	Tues	On-demand	*Pro Forma Excel Modeling	ULI
12-2	Thurs	Live	Medical Office Building Leasing & Asset Management	Flagship Healthcare Properties
Week 7:				
12-6	Mon	Live	Industrial Real Estate or Life Sciences Real Estate	To be announced
12-7	Tues	On-demand	Pro Forma and Commercial Real Estate Case Studies	ULI
12-9	Thurs	Live	Commercial Real Estate Innovation & PropTech	PGIM
Week 8:				
12-13	Mon	Live	Affordable Housing Development	L+M Development Partners
12-14	Tues	On-demand	Understanding & Using Cap Rates	ULI
12-16	Thurs	Live	Fall Academy Virtual Graduation Ceremony	Keynote speaker to be announced

Note: Live sessions may be attended occasionally by past REAP alumni and invited special guests.

**ARGUS is a software application for lease and property analysis used extensively in real estate investment and development organizations. Proficiency with this module will reveal one's adequate preparation for any ARGUS* training REAP may subsequently arrange*