



ULI/REAP Virtual Academy – Spring 2022: Revised 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 (a weekly quiz on content is required). Substantial and regular attendance at modules is required for certification.

Date	Day	Format	Topic	Presenters/Speakers
Week 1:				
4-26-22	Tuesday	On-demand	Introduction to Real Estate & Real Estate Development	ULI
4-28-22	Thursday	Live	Academy Virtual Opening Reception & Orientation	ULI & REAP leadership
Week 2:				
5-2-22	Monday	Live	Multifamily Finance & Investment	Walker & Dunlop
5-3-22	Tuesday	On-demand	Intro to Real Estate Finance: Obtaining Funding & Entitlements	ULI
5-5-22	Thursday	Live	From Passion to Profession: Sibling Success Stories (REAP alumni siblings share their professional journeys)	Natalie Hooper (NIKE) & Jillian Joseph (Nuveen); Jose & Marcos Zapata
Week 3:				
5-9-22	Monday	Live	Retail Real Estate Leasing	Levi's; Starbucks
5-10-22	Tuesday	On-demand	Intro to Real Estate Finance: Financial Concepts, Tools & Time Value of Money	ULI
5-12-22	Thursday	Live	Alternative Financing Sources – C-PACE financing, New Markets Tax Credits & Opportunity Zone Equity	Law firm of Duval & Stachenfeld ; Monge Capital & Open Access leadership
Week 4:				
5-16-22	Monday	Live	Mixed-Use Development	JBG Smith Properties REIT
5-17-22	Tuesday	On-demand	Underwriting, Risk & Return and Capital Sources	ULI
5-19-22	Thursday	Live	Redevelopment of 270 Park Avenue – Case study of the world's largest office tower demolition & reconstruction	JP Morgan Chase corporate real estate team



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Week 5:				
5-23-22	Monday	Live	Impact Investing – How Institutional Investors Address ESG Investing Opportunities	Langdon Park Capital; Nuveen; Lamont Blackstone
5-24-22	Tuesday	On-demand	Retail and Mixed-Use Development	ULI
5-26-22	Thursday	NO CLASS	Reading week to catch up on on-demand content	NO CLASS
Week 6:				
5-30-22	Monday	HOLIDAY	Reading week to catch up on on-demand content	NO CLASS
5-31-22	Tuesday	On-demand	Pro Forma Excel Modeling <i>(note: proficiency with this module will reveal one's adequate preparation for ARGUS* training)</i>	ULI
6-2-22	Thursday	Live	The Corporate Real Estate Profession – Insights & Opportunities	IBM; McDonald's Corp; Tend Dental
Week 7:				
6-6-22	Monday	Live	Industrial Real Estate	Amazon
6-7-22	Tuesday	On-demand	Pro Forma and Commercial Real Estate Case Studies	ULI
6-9-22	Thursday	Live	Affordable Housing Development	TBD
Week 8:				
6-13-22	Monday	Live	International Real Estate Markets	JLL; Colliers International
6-14-22	Tuesday	On-demand	Understanding & Using Cap Rates	ULI
6-16-22	Thursday	Live	To be determined	TBD
Week 9:				
6-20-22	Monday	Live	Innovation in Commercial Real Estate – Infrastructure Investing; Institutional Investment in Rental Homes, etc.	CIM Group; Pretium; eXp Realty
6-23-22	Thursday	Live	Spring 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.*