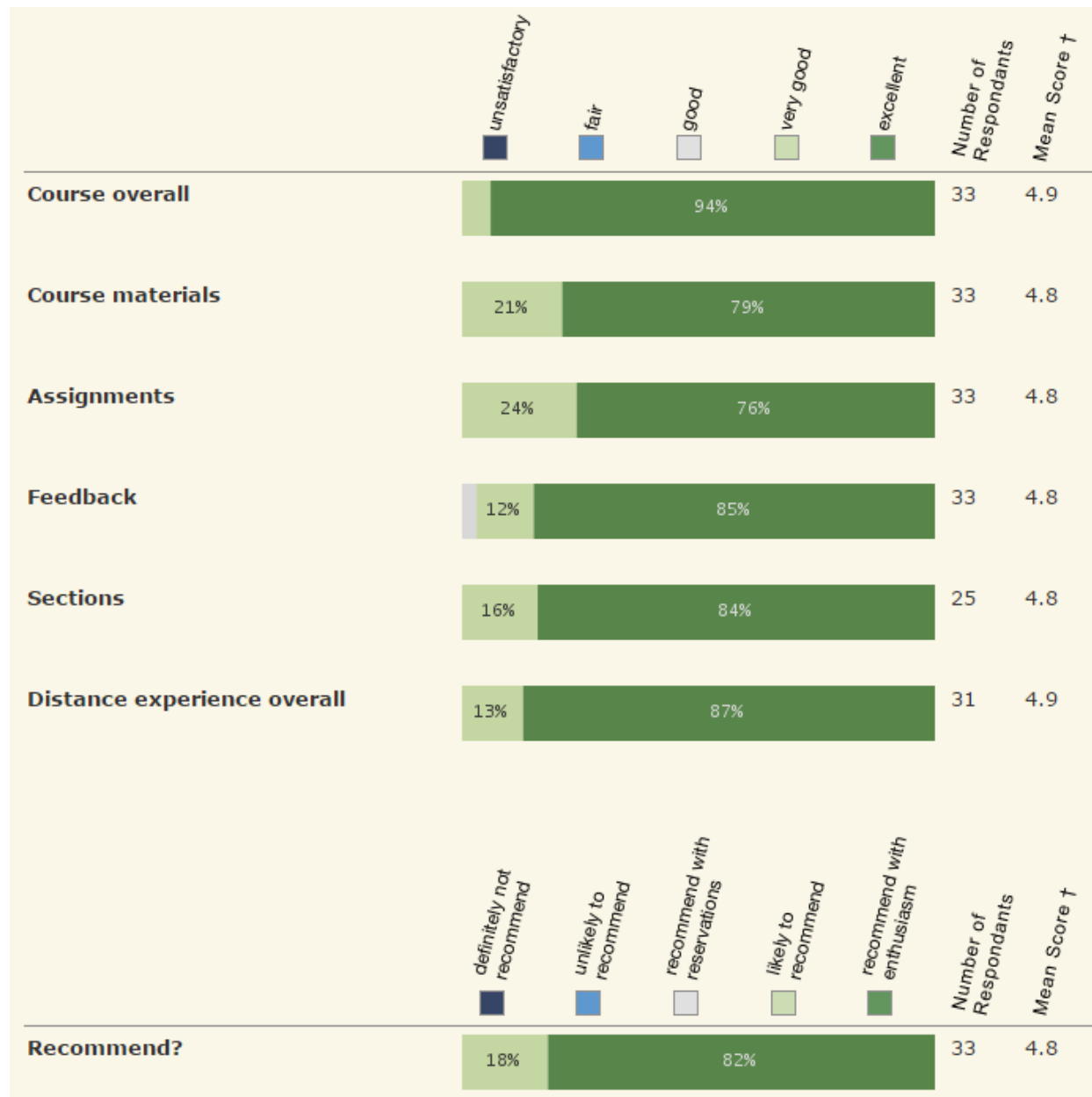




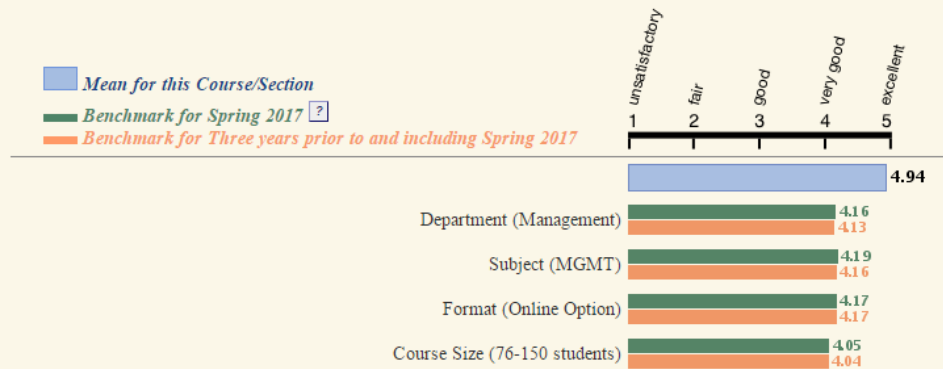
Course Evaluation Results



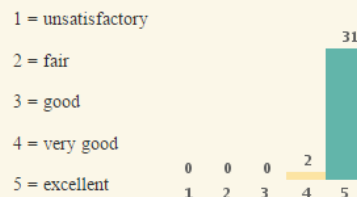


Course Evaluation Results

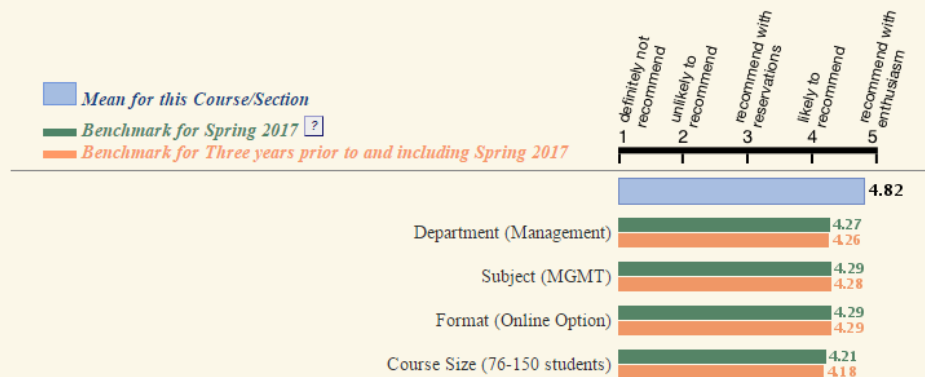
Full Text of Question: Rate the course overall.



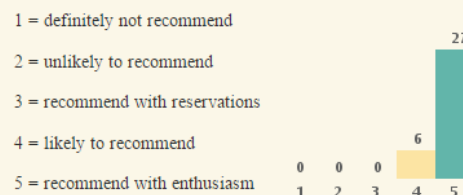
Distribution of Responses



Full Text of Question: Would you recommend this course?



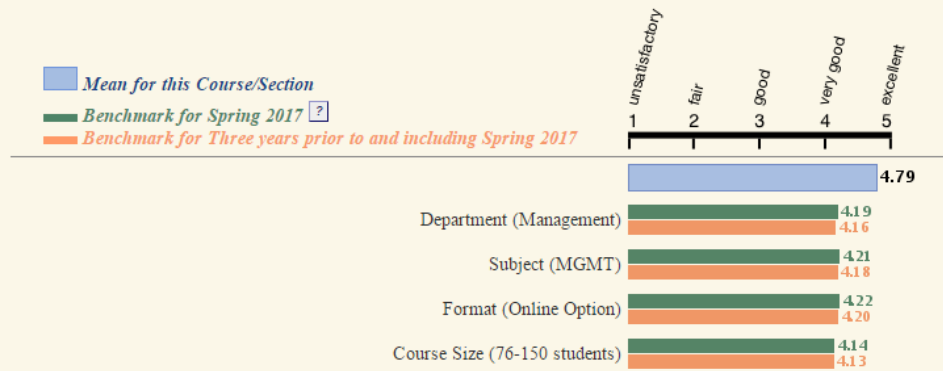
Distribution of Responses



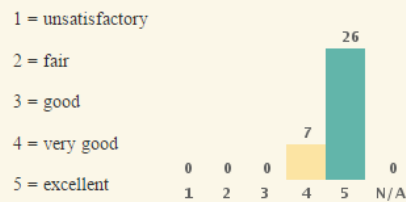


Course Evaluation Results

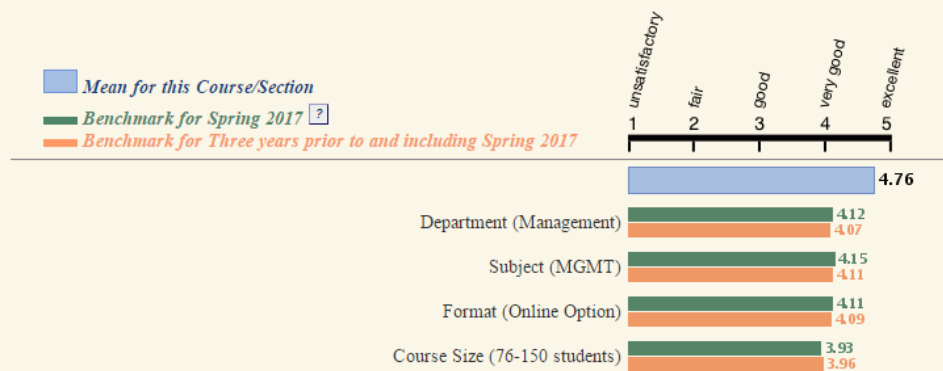
Full Text of Question: Rate the course materials (for example, course website, handouts, textbooks).



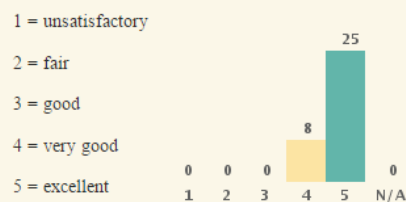
Distribution of Responses



Full Text of Question: Rate the assignments (for example, exams, papers, case studies).



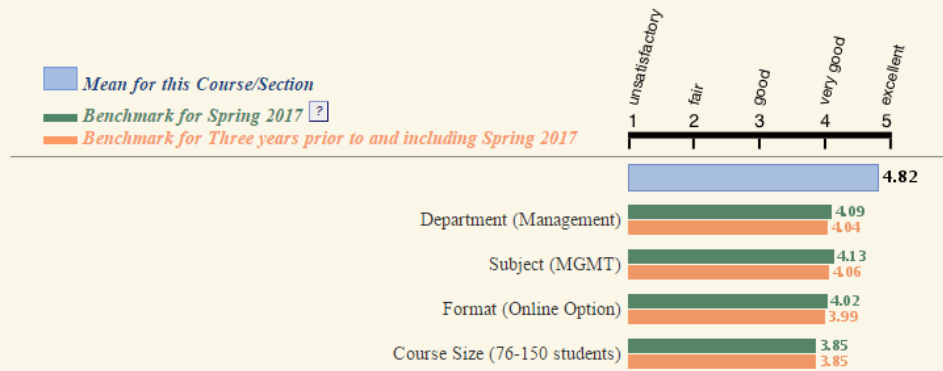
Distribution of Responses



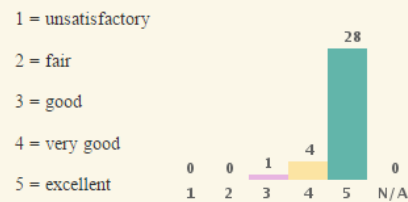


Course Evaluation Results

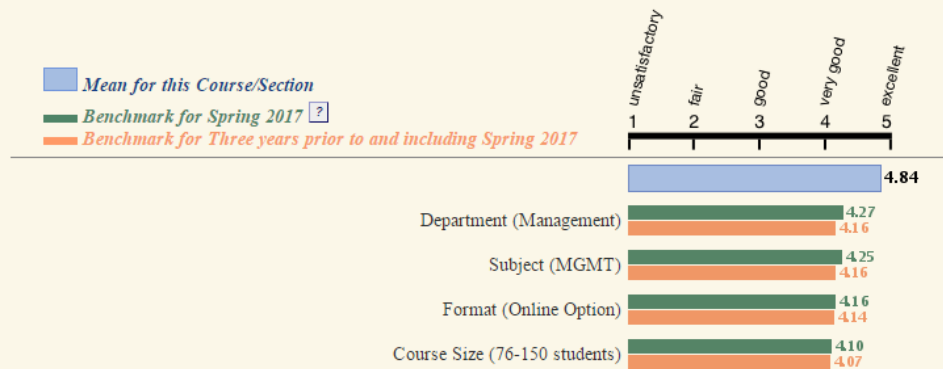
Full Text of Question: Rate the feedback you received in the course.



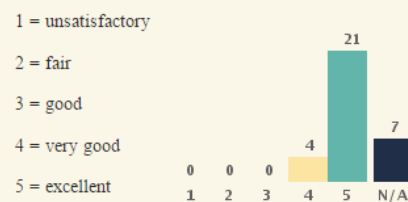
Distribution of Responses



Full Text of Question: Rate the section or lab meetings, including virtual or video-conference sections.



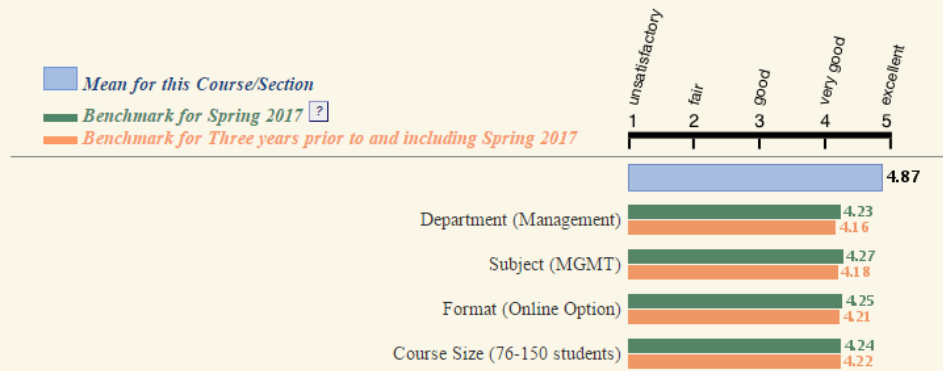
Distribution of Responses



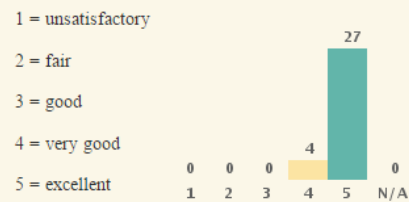


Course Evaluation Results

Full Text of Question: Rate the distance education experience in this course overall.

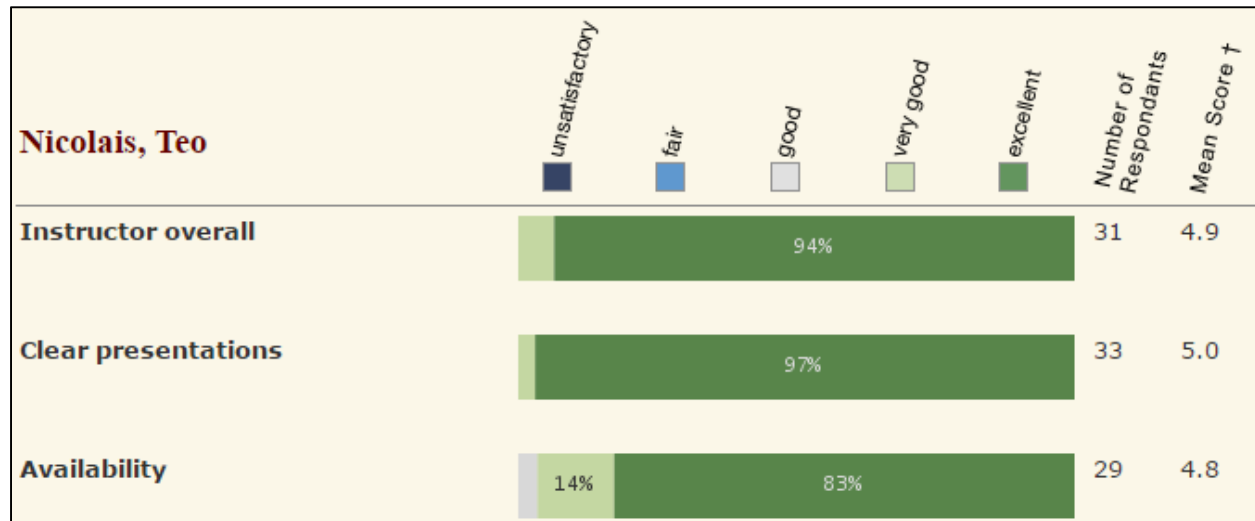


Distribution of Responses

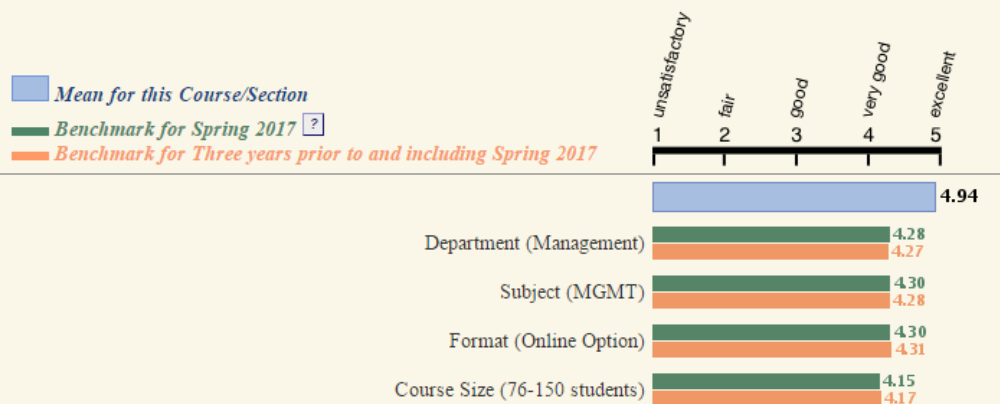




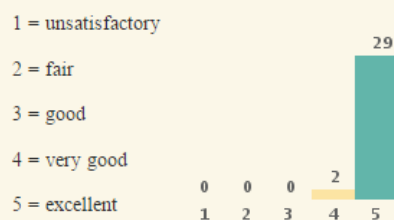
Course Evaluation Results



Full Text of Question: Rate your instructor overall.



Distribution of Responses





WHAT ARE THE STRENGTHS OF THE COURSE?

Course

Rate the course overall.: 5

Teo's RE Finance Excel model teaching provides essential Finance knowledge for IRR, NPV, DCF evaluation, and empowers the student to apply these concepts across multiple industries.

Rate the course overall.: 5

Great course logistics and communications. Course pace is great for beginners, but could be a little slow for students seeking immediate level of understanding in the realm of real estate finance and investment.

Rate the course overall.: 5

Teo is an enthusiastic instructor with a wealth of industry experience.

Rate the course overall.: 5

This is an in depth look at the various structures of partnerships and evaluation techniques for real estate investments

Rate the course overall.: 5

The depth of knowledge and real life applications are second to none

Rate the course overall.: 5

Great at digesting complex financial and real estate concepts into easy to understand practical information

Rate the course overall.: 5

By far, doing the real estate simulation with real world properties was the most valuable experience.

Rate the course overall.: 5

well prepared, well presented.

Rate the course overall.: 5

Insight in Real estate, but also investing in general is top class

Rate the course overall.: 5

Clear concepts with substantial details and tools to master this field. I liked Teo's availability which is one of the core strength of this course. Teo personally makes sure no one is left with any ambiguity. Not all Harvard courses offer this privilege.

Rate the course overall.: 5

This course offered so much information and knowledge, it is well worth the time and money that I put into it.



WHAT ARE THE STRENGTHS OF THE COURSE?

Rate the course overall.: 5

The best course in Harvard Extension. Very practical!

Rate the course overall.: 5

Passionate professor and thorough learning materials.

Rate the course overall.: 5

The course content is very practical. The course is taught in a manner that allows the information to be easily transferred to the business environment.

Rate the course overall.: 5

Great power points to reference and learn from. Instructor has great enthusiasm and energy for the course.

Rate the course overall.: 5

Real life experiences in real estate entrepreneur and investor are discussed. Many quantitative tools are shared and practiced to evaluate for investment in real estate project.

Rate the course overall.: 5

Teo Nicolais is very passionate about this topic. Great teacher!

Rate the course overall.: 5

Course was extremely well organized, engaging, and useful to real world application. The lectures are robust, meaningful, and Teo even gives you a useful financial model that you can save and leverage in the future, after the class is over.

Rate the course overall.: 4

Materials are organized.

Rate the course overall.: 5

direct real world knowledge with immediate application

Rate the course overall.: 5

great site, great instructor, great materials

Rate the course overall.: 4

detailed

Rate the course overall.: 5

The material was great and the flow of the course helped to pull all the concepts together



WHAT ARE THE STRENGTHS OF THE COURSE?

Rate the course overall.: 5

Great approach to Real Estate Finance and making concepts clear and connected to real world examples

Rate the course overall.: 5

Useful tools and case studies

Rate the course overall.: 5

Teo's enthusiasm. Well constructed content and great delivery.



WHAT DID YOU LEARN? HOW DID THIS COURSE CHANGE YOU?

Course

Rate the course overall.: 5

I am now a certified NAR RE Investment instructor, and I now use Teo's concepts in ALL of my business and community operations!

Rate the course overall.: 5

This course has fueled my interest in the field of private equity in real estate. I wish technical financial modeling can be covered in this course. Based on the materials covered, and the clear communications and easy logistics, I thoroughly enjoy taking this course. The logistics of this course is probably one of the very best in all of the courses I've taken in HES.

Rate the course overall.: 5

This course expanded my knowledge and motivation for partnership structures, as well as a better understanding of the tax benefits of real estate.

Rate the course overall.: 5

I took 2035 - Principles of Real Estate and knew this class was a must. Teo was my TA in both a Finance course and an Economics course I took and I really enjoyed seeing him as the main instructor. This course teaches you how to truly analyze a real estate investment and provides knowledge that even seasoned investors fail to review. This course has lead to me becoming an active investor and set a path for a long-term strategy of building wealth through real estate acquisition

Rate the course overall.: 5

Much more confident about real estate investing and frankly finance generally. Also much more excited to invest in real estate.

Rate the course overall.: 5

A lot of what I learned I could also apply to my own business. Biggest lessons were: maximizing returns requires active management of your equity, real estate (and small businesses) is creating a vehicle through which banks and investors can earn a return on their capital, this is a very important service. I believe I could create a strong presentation for investors in my small business with the simulation experience I gained from this class.

Rate the course overall.: 5

better understanding the theory and practice in real estate investment and financing.

Rate the course overall.: 5

Investing in general and analyzing investments on performance

Rate the course overall.: 5

I learned a lot from this course. One perspective that is now completely changed is looking at properties as investments only (cash flows) instead of passion. Also the concept of holding period was the most brilliant tool I learned to forecast the best maximum returns.



WHAT DID YOU LEARN? HOW DID THIS COURSE CHANGE YOU?

Rate the course overall.: 5

This course offered me more tools to use for my professional activities. Also, I think it prepared me well for a career change.

Rate the course overall.: 5

As I will be building a new nursing home, this course has been extremely beneficial. It has helped me enormously in negotiating financing for the nursing home. The course has provided me with the language and the understanding behind the financial concepts tabled with me in business meetings.

Rate the course overall.: 5

Will implement lessons into own real estate ventures.

Rate the course overall.: 5

I learnt about multiple methods to evaluate a project for profitable investment. Interdependent factors which affects returns etc.

Rate the course overall.: 5

This course taught me how to evaluate various real estate deals and understand where their expected returns are coming from. As a result, I would feel more comfortable investing in real estate and feel that I have "all of the right tools in my tool box" to know whether or not I'm getting a good deal.

Rate the course overall.: 4

Like the ability to work with other team members.

Rate the course overall.: 5

I gained the tools and resources I need to evaluate real estate deals.

Rate the course overall.: 4

re investments tips

Rate the course overall.: 5

I learned more than I could have ever imagined about the financial element of real estate

Rate the course overall.: 5

I learned a lot out of this course. As a small real estate investor, I look forward to applying what I have learned in this course. Look forward to using the spreadsheets to see how I can tweak my investments. Great stuff !

Rate the course overall.: 5

I am more confident when it comes to RE investments, and want to pursue it more once I have the starter money issues figured out. But also very sad that I owned RE investments for 15 years and now knowing how much money I left on the table all these years. Sad, sad, sad.



WHAT WOULD YOU ADVISE STUDENTS WHO ARE INTERESTED IN THIS COURSE?

Course

Rate the course overall.: **5**

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): **5**

Begin learning the Excel Models early, and devote sufficient time to make them your own!

Rate the course overall.: **5**

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): **5**

Take E-2035 first.

Rate the course overall.: **5**

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): **5**

Be sure to take 2035 first to get a fundamental understanding of real estate valuation and rules of rent

Rate the course overall.: **5**

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): **5**

Be ready to learn and soak in as much information as possible. This is real information and allows you an opportunity to better yourself and your future, do NOT look at this class as just "checking the box" be present and interact. The teaching staff will help set you in the right direction

Rate the course overall.: **5**

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): **5**

Try to challenge yourself even more than what is required to get the most out of the class.

Rate the course overall.: **5**

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): **5**

well designed and devised course.

Rate the course overall.: **5**

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): **5**

Everyone should take this course to either benefit themselves or people around them.



WHAT WOULD YOU ADVISE STUDENTS WHO ARE INTERESTED IN THIS COURSE?

Rate the course overall.: 5

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): 4

Take 2035 first.

Rate the course overall.: 5

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): 5

The course is excellent...but to truly benefit from it, one must allow for a significant amount of time for homework.

Rate the course overall.: 5

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): 5

Course Real Estate Finance and Investment Fundamentals by Teo Nicolais is very useful to the students who wish to learn investment in analytic way. Teo Nicolais with his real life experience explains multiple methods to evaluate any investment on real estate. This course is focused on real estate business but methods/tools can be applied to any other entrepreneurship.

Rate the course overall.: 5

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): 5

Would highly recommend this course to students who are interested in demystifying and learning how to objectively evaluate real estate investments. Teo is an excellent instructor who's course is well organized, engaging, and useful to real world application. You will enjoy and find meaning in this course!

Rate the course overall.: 5

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): 5

If you are serious about being a successful real estate investor, you need to take this course.

Rate the course overall.: 4

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): 4

be prepared to spend more time than expected on group project

Rate the course overall.: 5

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): 5

I think this course is extremely beneficial but I would recommend taking 2035 so you can build on the basics.

Rate the course overall.: 5

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): 5

Great Course !. Highly recommended



WHAT WOULD YOU ADVISE STUDENTS WHO ARE INTERESTED IN THIS COURSE?

Rate the course overall.: 5

Would you recommend this course? (1=definitely not recommend; 2=unlikely to recommend; 3=recommend with reservations; 4=likely to recommend; 5=recommend with enthusiasm): 5

Take MGMT E-2035 first. It helped a lot. There is a lot of material couple and not enough time to sink in, so this course helped solidify the learning for MGMT E-2035.



WHAT ARE THE STRENGTHS OF THE INSTRUCTOR?

Nicolais, Teo

Rate the course overall.: 5

Rate your instructor overall.: 5

Clear teaching of concepts, very positive approach, and a deep knowledge of the industry! And, he has selected very strong TAs!

Rate the course overall.: 5

Rate your instructor overall.: 5

A very strong communicator with a kind personality. He responds to every comment during lecture with positivity and patience - even when the comments from students could be quite blunt.

Rate the course overall.: 5

Rate your instructor overall.: 5

Very seldom do you have the opportunity to learn with someone who has so much actual experience in the field. Teo manages to teach this course while simultaneously being an active full-time real estate investor, so he can connect theory and practice in real time.

Rate the course overall.: 5

Rate your instructor overall.: 5

Teo exudes enthusiasm and demonstrates an in depth knowledge of the subject material.

Rate the course overall.: 5

Rate your instructor overall.: 5

Knowledge, patience, entrepreneurial spirit and fun

Rate the course overall.: 5

Rate your instructor overall.: 5

Enthusiastic and very clear in lecture.

Rate the course overall.: 5

Rate your instructor overall.: 5

Loves what he does.

Rate the course overall.: 5

Rate your instructor overall.: 5

very knowledgeable, very enthusiastic, good presentation and caring.



WHAT ARE THE STRENGTHS OF THE INSTRUCTOR?

Rate the course overall.: 5

Rate your instructor overall.: 5

Presentation and making complicated concepts easy

Rate the course overall.: 5

Rate your instructor overall.: 5

He's passionate about Real Estate and is willing to pass on this passion with abundance of knowledge. His pleasant personality encourages students to freely ask any questions. He responds to every query with respect. His slides are clear with simple and detailed layout of every concept he presents.

Rate the course overall.: 5

Rate your instructor overall.: 5

Passionate, experienced.

Rate the course overall.: 5

Rate your instructor overall.: 5

Passion for the subject matter and energy!

Rate the course overall.: 5

Rate your instructor overall.: 5

He has a strong understanding of his subject matter and how to apply it in a 'real world' setting. He generally paces his lectures well so that the material can be absorbed--very important when one considers that the student has just completed a full business day prior to logging onto the course.

Rate the course overall.: 5

Rate your instructor overall.: 5

Teo Nicolais with his real life experience explains multiple methods to evaluate any investment on real estate.

Rate the course overall.: 5

Rate your instructor overall.: 5

Well organized, articulate, engaging, and definitely "knows his stuff".

Rate the course overall.: 4

Rate your instructor overall.: 4

Organized and passionate.

Rate the course overall.: 5

Rate your instructor overall.: 5

He cares. He wants everyone to succeed. He takes the time to ensure the material is clear and understood by all.



WHAT ARE THE STRENGTHS OF THE INSTRUCTOR?

Rate the course overall.: 5
Rate your instructor overall.: 5
super engaged and responsive.

Rate the course overall.: 4
Rate your instructor overall.: 4
clear, concise

Rate the course overall.: 5
Rate your instructor overall.: 5
I love the way Teo teaches. He can explain extremely complicated ideas in a simple way. He uses his own experiences in real estate too.

Rate the course overall.: 5
Rate your instructor overall.: 5
Excellent delivery of materials and content. One of the best I have seen in my educational life !

Rate the course overall.: 5
Rate your instructor overall.: 5
Clear, helpful and enthusiastic

Rate the course overall.: 5
Rate your instructor overall.: 5
I just don't know how Teo does it. The content, the delivery, the flow, the exercises, and the team were all great.

Rate the course overall.: 5
Rate your instructor overall.: 5
This is one of the most-outstanding classes I have taken thus far at Harvard. Teo is one of the most outstanding instructors I have had here at Harvard. He is very well-versed in the subject matter. His lectures and course materials are very well-organized. One of his real strengths is providing a clear and conceptual overview of the course material. He is also very personable and easy to work with. I exchanged e-mails with him a couple times this semester. He is simply an easy guy to work with. Teo is an asset to the HES community. I would be delighted to nominate him for a teaching award - please feel free to contact me if you would like further details.



WHAT ARE THE STRENGTHS OF THIS DISTANCE EDUCATION COURSE?

Course

Rate the course overall.: 5

This course is designed for global students, and the systems, processes, and teams help minimize the distance issue.

Rate the course overall.: 5

One of the best distance learning courses I've attended in HES. The teaching staff takes a lot of time at the start of each course to explain the details of the logistics - as to how the course operates on Canvas. I believe every course should learn from Teo and his team on how to operate a distance learning course well.

Rate the course overall.: 5

Having the ability to watch the video presentation when it is most convenient to the student allows for ample time to take notes, review and absorb the materials

Rate the course overall.: 5

the interactive nature of the class and the project provide ample opportunity to engage with fellow classmates

Rate the course overall.: 5

Everything was easily accessible online. Lectures & slides were uploaded quickly. Can be done all online.

Rate the course overall.: 5

availability of recordings and slides in PDF for referring back, reviewing and studies.

Rate the course overall.: 5

Videos were available very quickly And during session Teo always welcome any questions He doesn't mind interruptions

Rate the course overall.: 5

Ability to watch lectures on my own. Ability to contact teaching staff.

Rate the course overall.: 5

One can learn from students across the world. This is my second course. I found this more understandable as I had learnt the technological requirements during the first course.

Rate the course overall.: 5

distance education course is useful globally. Quality of lectures are extraordinary. Systems provide a real life face-to-face like learning environment. Canvas gives a interactive platform and dashboard of learning feedback.



WHAT ARE THE STRENGTHS OF THIS DISTANCE EDUCATION COURSE?

Rate the course overall.: 5

live and interactive. recorded for later availability.

Rate the course overall.: 5

easy access whenever needed. Easy to use.

Rate the course overall.: 5

I really enjoyed Zoom. I think it is much better than previous platform.

Rate the course overall.: 5

The content, the delivery, the flow, the exercises, and the team were all great. Plus how these all fit together made a huge impact.