



LINCOLN UNIVERSITY

BA 364 Investments (Real Estate), Fall 2013

Course Number: **BA 364**

Course Title: **Investments (Real Estate)**

Units: 3 (45 lecture hours)

Semester Offered: Fall 2017

Course Meeting Days: Wednesdays

Course Meeting Time: 6:30PM-9:15PM

Course Meeting Place: TBD

Instructor Information:

Name: Daniel Sevall

e-Mail Address: dsevall@lincolnuca.edu

Office Location: TBD

Office Hours: TBD

1. Course Description

An in-depth study of Real Estate Investments including the nature of Real Property, market analysis, construction cycles, mortgage lending, equity investment, metro area growth, urban land use, the effect of credit on demand, equity investment criteria, real property valuation and public policies, as well as current news and market conditions in both the United States and International Real Estate Markets will be covered in the course. (3 units) *Prerequisite: BA 303*

2. Course Learning Objectives

| | Course Learning Outcome | Assessment activities |
|---|--|------------------------------|
| 1 | Understand the nature of real estate markets for both residential and commercial-type properties | Midterm and Final Exam |

| | | |
|---|---|--|
| 2 | Calculate the Real Estate Property Value | Midterm and Final Exam |
| 3 | Conduct a valuation of Real Estate Property and assess the market determinants of real estate value | Course Project; Midterm and Final Exam |
| 4 | Articulate the nuances of Real Estate contracts | Course Project and Final Exam |
| 5 | Perform basic ratio analysis and identify the major issues surrounding property taxes | Final Exam |

By the end of the course, students should be able to:

- Understand the nature of real estate markets for both residential and commercial-type properties
- Calculate the Real Estate Property Value
- Articulate the issues around government controls of the real estate market
- Comprehend and discuss the nuances of real estate contracts
- Conduct a valuation of real estate property
- Assess the market determinants of value
- Perform basic ratio analyses for real estate investment decisions
- Identify major issues surrounding taxation

3. Instructional Methods:

The emphasis will be on learning by doing. It is highly recommended to bring a laptop to every class. This laptop should have Microsoft Excel installed, as this is a quantitative course. Every student must participate in an intensive classroom activity. Reading, writing, and problem solving assignments will be made throughout the course.

4. Instructional Material and Texts:

Real Estate Principles: A Value Approach
 Author: David Ling
 Publisher: McGraw Hill
 ISBN: 0073377341
 ISBN-13: 978-0073377346
 Release Date: Dec 18, 2012

Supporting Cases will involve areas in the SF Bay Area, Detroit

Online Components of the Course

I will create a Canvas site as a means of posting information, and offering an opportunity for you to ask questions regarding course material. I will plan on adding students to the Canvas site, once the class rosters are finalized.

5. Academic Honesty Honor Code

The faculty, administration, and staff recognize their obligation to provide continuing guidance as to what constitutes academic honesty and to promote procedures and circumstances that will reinforce the principle of academic honor. Fundamental to the principle of independent learning is the requirements of honesty and integrity in the performance of academic assignments, both in the classroom and outside. Students should avoid academic dishonesty in all of its forms, including plagiarism, cheating, and other forms of academic misconduct. The University reserves the right to determine in any given instance what action constitutes a violation of academic honesty and integrity.

6. Diversity

A diverse classroom is a better classroom. Sharing our experiences and our ideas contribute to our better understanding of the material. I will be committed to ensuring that all students receive the attention needed to grasp the key accounting concepts for this class. To that end, all questions relating to the course material will be answered in a timely fashion.

7. Requirements

All students are required to attend the class. Continuous assessment is emphasized. Students must complete all assignments and take all quizzes, mid-term exam and final exam **ON THE DATES DUE**. Plagiarism will result in the grade “F” and a report to the administration.

8. Assessment

A. Exams:

- Students must take a midterm and a final exam. The midterm will cover material from the first half of the course. The final exam is *comprehensive* and covers the material from the entire semester.
- Make-up exam policy: Students must take the exams as scheduled. No make-up exam will be given.
- Partial Credit is awarded on exams for problems (not multiple choice) when the computations are shown. Show all work on problems for maximum partial credit.
- Students may use laptops or programmable calculators. While these may help students in the calculation of certain accounting problems, ultimately the student will need to use critical reasoning to be successful in this course.
- Students may e-mail me to be informed of their respective grades.

B. Homework:

- Homework sets and due dates will be posted regularly.
- Solutions to some homework problems will be reviewed in class.
- Critical thinking essay, cases, and problems are included as part of the regular homework and class demonstration problems.

9. Grading and Assessment Criteria

| | |
|------------------------------------|-------|
| Midterm | 25% |
| Attendance and Class Participation | 10% |
| Course Project | 30% |
| Final | 35% |
| ----- | ----- |
| Total | 100% |

Letter grades will be given based on the following scaling:

| | |
|---|----------|
| A | 90 - 100 |
| B | 80 - 89 |
| C | 70 - 79 |
| D | 60 - 69 |
| F | 0 - 59 |

10. Expectations for Students

A. Attendance:

- Attendance at all classes is essential to acquiring the requisite information for successful completion of this course. The topics covered in this course are much related to each other. If you miss a lecture, it would be hard to catch up. Roll will be taken at the beginning of each session. Students are expected to show up to every class meeting and stay for the entire period.
- Students may attend either session of the lecture as space permits. Students must attend the exams during the session in which they are registered unless prior permission is obtained.
- Students are required to inform the instructor in advance by email or verbally in case of not being able to attend class.

B. Class Participation:

- Class participation is very essential to learning this subject. Be prepared to participate in class discussions (answering the questions and solving the problems), group work, and reviewing the homework.

C. Student Code of Conduct:

- Students are expected to respect the instructor and each other. Students must turn off their cell phones and pagers during the entire class time.

11. Course Schedule

Include dates of class meetings, topic, assignments, and assignment due dates.

Session 1: The Nature of Real Estate and Real Estate Markets

Session 2: Value and Real Estate Decisions

Session 3: Legal Foundations to Value

Session 4: Conveying Real Property Interests

Session 5: Government Controls and Real Estate Markets

Session 6 Market Determinants of Value

Session 7: Valuation Using Sales Comparison and Cost Approaches; Valuation Using Income Approach

Midterm

Session 8: Real Estate Finance: The Laws and Contracts

Session 9: Residential Mortgage Types and Borrower Decisions

Session 10: Mortgage Calculations and Decisions/Contracts for Sale and Closing

Session 11: Commercial Mortgage Types and Decisions

Session 12: Commercial Mortgage Types and Decisions

Session 13: Sources of Commercial Debt and Equity Capital

Session 14: Investment Decisions; Income Taxation and Value

12. Disclaimer

This syllabus is subject to modification. I am committed to letting students know changes to the syllabus as soon as feasible.

Last Update: 8/12/17

Appendix. Program and Institutional Learning Outcomes

| Institutional Learning Outcomes (ILOs) | |
|---|---|
| <i>MBA Graduates of Lincoln University should be able to:</i> | |
| 1b | Recognize and be able to work with the components of reasoning and problem solving; understand concepts, assumptions, purpose, conclusions, implications, consequences, objections from alternative viewpoints, and frame of reference. |
| 2b | Gather and assess relevant information, using abstract ideas to interpret it effectively; to develop well-reasoned conclusions and solutions, and test them against relevant criteria and standards |
| 3b | Be exemplary business professionals and try to ensure that the products of their efforts will be used in socially responsible ways, will meet social needs, and will avoid harmful effects to health and welfare |
| 4b | Lead by example in order to create highly collaborative organizational environment, and be able to develop and use strategies to encourage employees at all organizational levels to do the same. |
| 5b | Set goals and have a vision of the future. The vision should be owned throughout the organization. As effective leaders, they should habitually pick priorities stemming from their basic values. |
| 6b | Continually look for, develop, and offer new or improved services, and be able to use original approaches when dealing with problems in the workplace. |
| 7b | Demonstrate fluency in the use of tools, technologies and methods in the field. They should know how to evaluate, clarify and frame complex questions or challenges using perspectives and scholarship from the business discipline. |

| Program Level Outcomes (PLOs) | |
|---|---|
| <i>Students graduating our MBA program will be able to:</i> | |
| 1 | Develop and exhibit applied and theoretical knowledge in the field of management and business administration |
| 2 | Use theoretical knowledge and advanced problem-solving skills to formulate solutions and identify risks in the following fields: international business, finance management, general business, human resources management, management information systems, marketing management |
| 3 | Communicate within a highly specialist environment that allows the presentation of critiques of complex strategic matters |
| 4 | Demonstrate autonomy, creativity, and responsibility for managing professional practices |
| 5 | Demonstrate leadership and set strategic objectives for team performance |
| 6 | Identify ethical issues/problems in business organizations and reach decisions within ethical framework |