

TENNESSEE STATE UNIVERSITY COLLEGE OF BUSINESS

Course Syllabus- Real Estate and Urban Development-FALL 2012

REUD3130-01 August 25, 2012- Dec.14, 2012

Room 201 AWC 2:40-4:05- M-W

Instructor: Ms. Valencia B. Batson

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Course Required Textbook: Real Estate Principles for The New Economy, Miller & Geltner
2005 Edition

Course Description: The course is designed to provide students with an introduction to social economic, financial, environmental & legal process involved in the development and use of real property. An overview of real estate brokerage, finance, appraisal, management, law, and investment principles.

Prerequisites: Admission to TSU School of Business for all business majors. Junior/Senior standing for other majors.

Scope of Course: Includes social, economic, cultural, environmental and legal influences affecting the four Factors of Production"...i.e... "Land, Labor, Capital, Entrepreneurship" (see table on Last page)... in real estate markets. Students will discuss current events influencing real estate and urban development. A case study, researching the characteristics and valuation of one specific property (a single family residence).

Course Learning Objectives:

1. Understand economic, cultural, environmental, and legal influences on land use and property values.
2. Be aware of numerous career opportunities in real estate.
3. Understand how to identify and collect significant data about real estate markets.
4. Understand environmental impact of land uses
5. Be able to identify the major source and use of funds in residential real estate markets.
6. Be able to estimate a reasonable value of a single family residence.
7. The student will understand the basic principles of acquisition, use and divestiture of real estate.

Course Plan

-Course grading will be comprised of the following:

Weekly quizzes- 10%

Participation- 10%

Homework/Case Study-10%

Three (3) Examinations-50%

Group Presentation-20%

Possible Points 100

a. details and relevant information, relevant

Examples presented that support your point/perspective-25pts

b. Presentation etiquette-25pts

c. Organization, preparation-25pts

d. Communication-25pts

The final grade will be adjusted for excess absences, class disruptions and unprofessional conduct.

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Penalties:	PENALTY	Violation
	5 Points/10/15/F	Sleeping/Talking in Class
	5 Points/10/15/F	Disrupting the Class
	5 Points/10/15/F	Cell Phone/Pager in Class
	5 Points/10/15/F	Leaving Classroom Prior to Ending Time
	F-Final Grade	Cheating
	F-Final Grade	Plagiarism
	F-Final Grade	Improperly Enrolled

ALL CELL PHONES, PAGING DEVICES, PDA'S ARE TO BE TURNED OFF DURING CLASS!!!!

Course Content

CHAPTER	TOPIC	DATES
	Introduction	Aug. 27
	What is Real Estate? Two Definitions	
	Significance of Population and Demand Factor	Aug 29-31
	Population Growth and Unlimited Resources	
	“World in Balance- The Population Paradox”	
1-4	Introduction to Real Estate Markets	
	Real Estate and Career Planning	Sept 5-14
	What Drives Real Estate Markets	
	Central Cities and Regional market Analysis	Sept. 17-21
	Urban Land values, Transportation Costs Impact and the Urban Form	
	Real Estate Valuation	
5-6	Property Markets by Type	Sept. 24-28
	Residential Market Analysis	
	Market Approach to Value	
	Office and Industrial Property	
	Income Approach to Value	
	EXAMINATION #1- Chapters 1,3,4,5,6,22 and ALL DEFINITIONS	Oct. 3
7	Legal and Regulatory Environment	
8	Real Estate Property Rights, Fixtures, and Ownership	Oct. 8-12
	Contracts, Transferring Real Property Interests and Leases	
	GROUP IN CLASS ACTIVITY	Oct. 17

	Review for Mid-Term	Oct. 22
	Mid-Term Exam-Chapters 6, 7, 8 and ALL DEFINITIONS	Oct. 24
9	Negotiations, Ethics, Risk Management Land Use Controls and Property Taxes	Oct. 29-Nov. 2 Nov.5-9
	EXAMINATION #2- CHAPTER 7,8,9,10 And all Definitions	Nov. 14
11-21	Real Estate Financial and Investment Analysis Introduction to Investment Concepts Value Theory, Highest and Best Use analysis Cost Approach to Value Market Approach to Value Income Approach to Value Cash Flow Analysis Group Presentations	Nov. 19-30
	Review for Final Exam (Ch.11-21)	Dec. 5
	Final Exam	Dec. 10

Course Requirements

1. Classes will begin Monday August 25, 2012 and end December 14, 2012. The final exam will be given at 2:40pm Dec. 10, 2012
2. All assignments must be completed and submitted on the dates due. No makeup tests will be given.
3. Class attendance is mandatory! One absence will not affect your grade. A second absence will reduce your grade 5 points..Third absence will reduce your grade 10 points.. Fourth absence will reduce the average 15 points---five absences will result in a FAILING GRADE OF "F". Two tardiness will be counted as one absence!
4. Submit appeal for excused absences (with supporting documentation attached) by 2:40pm Dec.7, 2011. Use the appeal" form posted on the 3130-01 "class file".
5. Perfect attendance will be rewarded with 10 points.
6. Students will not be excused from class except for emergencies. If you leave the classroom while class is being conducted you will be counted as absent.
7. Disruptive behavior is inconsiderate to class mates and the instructor. All cell phones, paging devices, and PDA's are to be turned off during classes.
No food or drink in the classroom. The first offense will be a verbal warning.. The second offense will result in expulsion from the class.
8. You will be responsible for the Review Questions, Discussion Questions, Essay Questions and Cases of each assigned chapter.
9. Unannounced "POP Quizzes" may be given throughout the semester.

Methods of Instruction

**Lecture, Class Presentation, Discussions, Guests Speakers, Group Assignments,
Possible Field trip**

Research Public Records

Nashville Davidson County Planning Commission

Metro Codes-Building Permits

Metro Zoning

Metro Traffic Engineering

State Highway Department

Metro Water and Sewer

Nashville Davidson County Assessor's Office

Nashville/Davidson County Recorder's Office

Nashville Property Maps (nashvill.gov)

Library and Internet Research

Federal Reserve Bulletin