

REAL 4000
Real Estate
Fall 2009
Shannon D. Clark
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Office Hours

Brooks 265
706-542-9772
M,W 9:00-10:00 or by appointment
(I am usually there much earlier)

Course Description

Real estate law, markets, valuation, and finance. Designed for non-real estate majors as well as a basis for more advanced courses.

Attendance

I have no attendance policy except on test days. However, if you are absent, you are responsible for the material missed and knowing when the tests are scheduled. **No make-up test will be given except for extreme cases.**

Text

Real Estate Principles, Ling & Archer, 2e, main course text

Homework

Homework assignments are optional, but will help you understand the covered material in greater detail. These will be explored in class, but to get the maximum benefit from these exercises, you should try them on your own.

<u>Grading</u>	<u>Weight</u>	<u>Expected Date</u>
Test 1	30%	9/23
Test 2	30%	10/28
Final	40%	TBD

The grading system will be the traditional A-F policy.

Credit Hours and Lecture / Lab / Discussion Hours

Credit Hours	3
Lecture Hours	3

Repeat Policy

Course cannot be repeated for credit.

DUPLICATE CREDIT STATEMENT(do not list quarter course IDs)

The course will not be open to students who have credit in the following courses:
REAL 4000H

REQUIRED PREREQUISITES

PREREQUISITE OR COREQUISITE COURSES

COREQUISITE COURSES

PRIMARY DELIVERY MECHANISM (select only one):

Lecture

COURSE WILL BE OFFERED

Every Year - Scheduling unknown

EFFECTIVE SEMESTER AND YEAR OF CURRENT VERSION OF COURSE

Summer 2000

COURSE OBJECTIVES OR EXPECTED LEARNING OUTCOMES

1. Acquaint the student with basic concepts applied in the field of real estate.
2. Acquaint the student with the principles necessary for an understanding of the real estate industry.
3. Acquaint the student with the basic analytical techniques used in the field of real estate.

Honesty

I have ZERO tolerance for cheating. I am available if you need help and will help you for as long as it takes. Use me as a resource and not your neighbor.

Tips

You will need a financial calculator for this course. I will use a BA-II Plus for in-class examples.

This course will be math-intensive. Please make sure you are prepared.

You should be very proficient in Excel. If you are not, start using it NOW.
You should be knowledgeable in the following areas. If not, brush up on these areas.

- *Time Value of Money
- *Excel
- *Intro Finance concepts

TOPICAL OUTLINE

1. Introduction to Real Estate
2. Real Estate Markets
3. Legal Concepts in Real Estate
4. Real Estate Financial Analysis
5. Real Estate Finance
6. Real Estate Investment Analysis
7. Real Estate Valuation
8. Real Estate Transactions
9. Real Estate Development

Schedule

Topic	Reading (Chapter)
Intro/Real Estate review	1
Legal Aspects	3,5
Money & Rates	Lecture
TVM, NPV, IRR	15,20
Mortgage Mechanics	11,16
ARMS and other Instruments	17
Property Values & Investments	9
Leverage	20
Default vs. Prepayment	Lecture
Origination & Closing	14

UNIVERSITY HONOR CODE AND ACADEMIC HONESTY POLICY

UGA Student Honor Code: "I will be academically honest in all of my academic work and will not tolerate academic dishonesty of others." *A Culture of Honesty*, the University's policy and procedures for handling cases of suspected dishonesty, can be found at www.uga.edu/ovpi.