



THE UNIVERSITY OF TEXAS AT AUSTIN  
McCOMBS SCHOOL OF BUSINESS

**Real Estate 358 | Urban Studies 351**  
**Introduction to Real Estate and**  
**Urban Land Development**  
**Fall Semester 2015**

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### Course Objectives

This course is a fundamental part of the core real estate curriculum at UT.

In this course we will introduce you to the basic principles of commercial real estate transactions, economics, and finance. The goal of the course is to give you broad exposure to the legal, practical, and financial aspects of the various commercial real estate markets, while at the same time introducing you to various analytical tools that will enable you to examine and evaluate those markets in a rigorous way, both from a practical and a financial perspective.

We will begin the course by exploring the nature of real property, commercial real estate, and real estate markets. As part of that process, we will differentiate between the various types of property rights and see how those rights are created and transferred. We will also cover commercial leasing transactions and the operation and valuation of income producing properties.

We will also explore the analytical tools used to evaluate real estate transactions and undertake a comparison of financial theory and the real world application of financial concepts and evaluation methods.

### Course Materials

**Textbook:** Selected Chapters from *Real Estate Principles: A Value Approach*, 4<sup>th</sup> Edition, by David C. Ling and Wayne R. Archer

Since the Textbook is expensive, and since I only use a limited number of chapters for this course, I have decided to make those chapters available for purchase as a

McGraw-Hill eBook. You should go to <http://create.mcgraw-hill.com/shop/> to purchase the eBook.

Of course, if you have access to a copy of the physical textbook, you may certainly use it if you prefer.

I will post my lecture slides to Canvas prior to class so that you may follow along and take notes if you like.

Additional written materials will also be made available via Canvas.

The textbook and the classroom sessions are intended to be complementary, and while it is not compulsory that you will have read the applicable chapters of the textbook prior to each lecture, it is expected that you will read and understand the textbook materials as a part of this course. Also, if you do choose to peruse the materials prior to our classroom sessions, it should help to enhance your understanding of what we are talking about during class and also assist you in asking intelligent questions.

**Financial Calculator:** You will need a financial calculator capable of performing present value and rate of return functions with unequal cash flows. I would recommend one of the following (each of which should be available for under \$30) – HP 10bII+ or a TI BA II Plus.

**Calculator App:** You may also find it helpful to purchase a financial calculator App for your Mac, PC, and/or iOS or Android devices. There are a few different apps out there for you to choose from. I use the *10bii Financial Calculator* from *In a Day Development* on my Mac, iPad, and iPhone. **Note, if you do purchase an App, you may use your phone, but not your tablet or computer, when taking an exam.**

It is your responsibility to learn how to work your calculator. Take my advice – *familiarize yourself with the operation of the calculator and/or app prior to the financial calculation part of the course.* You do not want to be trying to figure out how to work the calculator and solve the problems at the same time.

Also, we will be working in Microsoft Excel and so a basic familiarity with the workings of Excel – and particularly the formula builder tool – will serve you well.

## Course Requirements and Grading

Grades will be based on the student's performance on the class assignments, mid-term examination, case analysis, class participation, and final exam as follows:

Homework assignments (1 @ 5% & 2 @ 10% each)	25%
Ethics problem	5%

Mid-term examination	35%
Final examination (non-cumulative)	35%
Total	100%

You will have one mid-term exam and a non-cumulative final exam. The first exam will be given during the normally scheduled class time on the date shown in the Course Outline and will cover material discussed up through the previous class session. The final exam will cover material since the date of the first exam and will be given on the date and time, and at the location, announced by the Registrar's Office for finals week. **No makeup exams will be given without my prior consent.** If you have a good reason for needing to reschedule an exam, please let me know as soon as possible.

Attendance will not be taken, but students will be held responsible for everything covered or assigned in class. Note that tests and assignments will be heavily based on the lectures; the textbook is to serve as a reference guide to supplement the lecture material.

I reserve the right to take into account your class attendance and participation, along with your overall interest in the subject matter of the course, in determining your final grade.

**MY EXPERIENCE FROM PREVIOUS SEMESTERS IS THAT THE STUDENTS WHO REGULARLY ATTEND CLASS TEND TO DO BETTER THAN THOSE WHO DO NOT.**

There will be 3 graded homework assignments given during the semester. These assignments will give you a chance to practice using the analytical tools covered in the textbook and in class lectures.

There will also be a ethics problem that will be given as a homework assignment. The problem will require you to analyze an ethical situation and apply the ethical principals and analyses that we will discuss in our second class sessions on ethics.

**Note for Texas URE Program Students:** Undergraduate Real Estate Program students are required to have credit for, or concurrent enrollment in, either FIN 320F or FIN 357 to take this course. URE program students who are enrolled in this course and the required finance course concurrently, but who choose to drop FIN 320F or FIN 357 must withdraw their enrollment in this course immediately.

### **Course Schedule Fall, 2014**

**THE FOLLOWING SCHEDULE IS SUBJECT TO REVISION. I DO NOT ANTICIPATE CHANGING THE ORDER IN WHICH THE VARIOUS TOPICS WILL BE ADDRESSED, HOWEVER, WE MAY VERY WELL WIND UP SPENDING MORE TIME ON SOME SUBJECTS, AND LESS TIME ON OTHERS.**

One more reason to come to class.

<b>Date</b>	<b>Topic</b>
8/26/15	Intro: Nature of Real Estate and Real Estate Markets - L&A Ch 1
8/31/15	Legal Foundations to Value L&A Ch 2
9/2/15	Title & Conveyancing L&A Ch 3
9/7/15	<b>LABOR DAY HOLIDAY</b>
9/9/15	Contracts & Closing L&A Ch 13
9/14/15	Financing & Commercial Mortgages - L&A Ch 16
9/16/15	Real Estate Equity — L&A Ch 17
9/21/15	Leases – Overview Office & Industrial L&A 22
9/23/15	Leases – Retail & Multifamily L&A 22
9/28/15	Flex Day
9/30/15	Flex Day
10/5/15	<b>MIDTERM EXAM</b>
10/7/15	Real Estate Brokers & Ethics L&A
10/12/15	Time Value of Money
10/14/15	Real Estate Brokers & Ethics Case Discussion
10/19/15	Mortgage Calculations & Decisions I — L&A Ch 15
10/21/15	RE Investment Analysis: Ratios — L&A Ch 18
10/26/15	RE Investment Analysis: NPV and IRR — L&A Ch 19
10/28/15	RE Investment Analysis: Pro forma models
11/2/15	Flex Day
11/4/15	The Appraisal Process — L&A Ch 7
11/9/15	Sales Comparison Approach to Valuation — L&A Ch 7
11/11/15	Cost Approach to Valuation — L&A Ch 7
11/16/15	Income Approach to Valuation — L&A Ch 8
11/18/15	Government Controls and Real Estate Markets - L&A Ch 4
11/23/15	Development - L&A 23
11/25/15	Flex Day
11/30/15	Flex Day
12/2/15	Course wrap up & review

## **McCombs Classroom Professionalism Policy**

The highest professional standards are expected of all members of the McCombs community. The collective class reputation and the value of the McCombs Business School experience hinges on this.

Faculty are expected to be professional and prepared to deliver value for each and every class session. Students are expected to be professional in all respects.

Please remember the following considerations to enhance the classroom experience for everyone:

- ❖ Students arrive on time. On time arrival ensures that classes are able to start and finish at the scheduled time. On time arrival shows respect for both fellow students and faculty and it enhances learning by reducing avoidable distractions.

- ❖ Students display their name cards. This permits fellow students and faculty to learn names, enhancing opportunities for community building and evaluation of in-class contributions.
- ❖ Students minimize unscheduled personal breaks. The learning environment improves when disruptions are limited.
- ❖ Students are fully prepared for each class. Much of the learning in the Texas BBA program takes place during classroom discussions. When students are not prepared they cannot contribute to the overall learning process. This affects not only the individual, but their peers who count on them, as well.
- ❖ Students respect the views and opinions of their colleagues. Disagreement and debate are encouraged. Intolerance for the views of others is unacceptable.
- ❖ Laptop use is discouraged. When students are surfing the web, responding to email, instant messaging each other, and otherwise not devoting their full attention to the topic at hand they are doing themselves and their peers a major disservice. Those around them face additional distraction. Fellow students cannot benefit from the insights of the students who are not engaged. Faculty office hours are spent going over class material with students who chose not to pay attention, rather than truly adding value by helping students who want a better understanding of the material or want to explore the issues in more depth. Students with real needs may not be able to obtain adequate help if faculty time is spent repeating what was said in class. There are often cases where learning is enhanced by the use of laptops in class. Faculty will let you know when it is appropriate to use them. In such cases, professional behavior is exhibited when misuse does not take place.
- ❖ Phones and wireless devices are turned off. We've all heard the annoying ringing in the middle of a meeting. Not only is it not professional, it cuts off the flow of discussion when the search for the offender begins. When a true need to communicate with someone outside of class exists (e.g., for some medical need) please inform the professor prior to class.

### **Students with Disabilities**

Students with disabilities may request appropriate academic accommodations from the Division of Diversity and Community Engagement, Services for Students with Disabilities, 512-471-6259, <http://www.utexas.edu/diversity/ddce/ssd/>.

IF YOU ARE AN SSD STUDENT AND ENTITLED TO ANY SPECIAL ACCOMMODATION, PLEASE SEND ME AN EMAIL TO THAT EFFECT SO THAT WE CAN MAKE ARRANGEMENTS TO PROVIDE YOU WITH THE REQUISITE RESOURCES TO SUCCEED IN THIS COURSE.

## Religious Holy Days

By UT Austin policy, you must notify me of your pending absence at least fourteen days prior to the date of observance of a religious holy day. If you must miss a class, an examination, a work assignment, or a project in order to observe a religious holy day, you will be given an opportunity to complete the missed work within a reasonable time after the absence.

## Policy on Scholastic Dishonesty

The McCombs School of Business has no tolerance for acts of scholastic dishonesty. The responsibilities of both students and faculty with regard to scholastic dishonesty are described in detail in the BBA Program's Statement on Scholastic Dishonesty at <http://www.mcombs.utexas.edu/BBA/Code-of-Ethics.aspx>. By teaching this course, I have agreed to observe all faculty responsibilities described in that document. By enrolling in this class, you have agreed to observe all student responsibilities described in that document. If the application of the Statement on Scholastic Dishonesty to this class or its assignments is unclear in any way, it is your responsibility to ask me for clarification. Students who violate University rules on scholastic dishonesty are subject to disciplinary penalties, including the possibility of failure in the course and/or dismissal from the University. Since dishonesty harms the individual, all students, the integrity of the University, and the value of our academic brand, policies on scholastic dishonesty will be strictly enforced. You should refer to the Student Judicial Services website at <http://deanofstudents.utexas.edu/sjs/> to access the official University policies and procedures on scholastic dishonesty as well as further elaboration on what constitutes scholastic dishonesty.

## Campus Safety

Please note the following recommendations regarding emergency evacuation from the Office of Campus Safety and Security, 512-471-5767, <http://www.utexas.edu/safety>:

- ❖ Occupants of buildings on The University of Texas at Austin campus are required to evacuate buildings when a fire alarm is activated. Alarm activation or announcement requires exiting and assembling outside.
- ❖ Familiarize yourself with all exit doors of each classroom and building you may occupy. Remember that the nearest exit door may not be the one you used when entering the building.
- ❖ Students requiring assistance in evacuation should inform the instructor in writing during the first week of class.
- ❖ In the event of an evacuation, follow the instruction of faculty or class instructors.

- ❖ Do not re-enter a building unless given instructions by the following: Austin Fire Department, The University of Texas at Austin Police Department, or Fire Prevention Services office.

Behavior Concerns Advice Line (BCAL): 512-232-5050

Further information regarding emergency evacuation routes and emergency procedures can be found at: <http://www.utexas.edu/emergency>.

## **Your Privacy in Canvas**

Information in Canvas is protected by your UTEID login. Please be aware that I will use a merged Canvas site for all sections of this course. This will allow students in other sections to see that you are enrolled in the course and send you email from within Canvas. However, they will not actually learn your email address and no other personal data will be revealed through Canvas. If you have any concerns, please contact the ITS Help Desk at 475-9400 for help removing your name from view of other students.