

SYLLABUS

REE 6737 - Real Estate Development

UNIVERSITY OF FLORIDA

Spring 2017
Graduate Module 3

Instructor:

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Class Hours: Mondays and Wednesdays in Hough Hall Room 140 during Periods 5 & 6 (11:45 am - 1:30 pm)

Office Hours: M/W 7th/8th periods or by appointment. My office is in Bryan 200, in the Bergstrom Center for Real Estate Studies.

Prerequisite: REE6007 "Fundamentals of Real Estate Development" or equivalent course as determined by the instructor.

Course Description and Objectives: REE 6737 is a 2-credit graduate course that explores the fundamental concepts and techniques involved in the real estate development process by recognizing the entrepreneurial and institutional forces that transform existing real estate to its highest and best use. The Course is intended to provide a decision-making framework that offers students a practical and intuitive understanding of the real estate development process. Interactive Course sessions strive to provide students with the ability to recognize and analyze a broad range of real estate development issues and learn to make effective management decisions during the real estate development process.

Major Course concepts incorporate a view that real estate development is best understood as a skillful orchestration of special talents, strategic information and managed resources to create value. As such, you should consider this to be a "professional skills" course intended to provide students with an understanding of the components and chronology of the real estate development process and how these elements can be integrated to create viable and successful projects.

Instructional Means to Accomplish Course Objectives:

The Course will model the major events of the real estate development process, covering a wide range of issues encountered in the various phases of development. The Course design analyzes the real estate development process primarily from the perspective of the developer. Course content concentrates on the feasibility of real estate development, which involves the identification and evaluation of critical assumptions related to the creation, construction, financing and operation of economically viable commercial real estate projects.

Through assigned readings, lectures and guest speakers in the development industry (which may include commercial lenders, city planners, commercial realtors, appraisers and experienced developers), the Course will provide the opportunity to examine most of the critical phases of the development process from idea inception through completion. An understanding of the real estate development process benefits not only potential future developers, but those interested in related roles such as investors, lenders, builders, public sector participants and end-users.

Through the prerequisite courses, students are assumed to be well-grounded in both corporate and real estate finance; especially those advanced techniques employing the “time value of money” concepts requiring discounted cash flow analysis, and analyses that utilize IRR, NPV, MIRR, net wealth creation and property valuation techniques.

The Course is lecture and case-oriented, with extensive interactive discussions with industry professionals, whenever possible, in an effort to present “real world” experiences to enhance students’ understanding of the special challenges that are routinely faced in commercial real estate development, which often determine the potential success or failure of a real estate development project.

Student participation is strongly encouraged and expected. Students should be prepared to engage in discussions and make personal contributions during class sessions. The Course design relies heavily on this interactive environment to reach the Course objectives. As such, class attendance is critical to the student’s success in the course.

Course assignments are intended to reinforce class material, to elaborate on topics put forward in the Course In-Class Discussions, and refine a student’s thinking about the process and analytical skills required by using multiple investment analytics. The reading schedule is purposefully timed to coincide with topics covered in each class session. Therefore, students are expected to be prepared to discuss the readings and otherwise engage in each class session.

Required Textbook:

Real Estate Development--Principles and Process (4th Edition-10th Printing, 2007), by Mike E. Miles, Gayle Berens Mark J. Eppli and Marc A. Weiss, ULI-the Urban Land Institute: Washington, D.C. ISBN: 978-087420-971-6

Required Activities & Participation for the Course:

Class Attendance and Active Engagement: Attendance in all class sessions, active involvement in class discussions, cooperative interaction with and contributions to student teams, and engagement in all other class activities are expected of students in the Course. Instructor will evaluate and assign each student a grade that recognizes student performance in each of these areas.

IMPORTANT: The Course heavily depends on the individual and group participation of its students. As such, attendance at all class sessions is mandatory. Only students with a bona-fide and documented medical reason will be excused and not penalized.

Term Project: You will be presented a real estate development project requiring that you, with your assigned student team members, present at the end of the course. There will be at least one required meeting with the Instructor in order to assess the progress and direction of the team's project, and to provide feedback to each team regarding their project and presentation, in an effort to refine the overall project in preparation for the Final Presentation.

Demonstrated Performance in Course Reading Assignments, Course Assessments/Exams and Final Presentation: Students are evaluated on their individual contributions and participation in various class activities, including peer assessments for the Term Project. All students in the Course must demonstrate their competency and skill in Course Reading Assignments, Course Assessments/Exams, Term Project and the Final Presentation, as well as information gained from guest speakers.

Performance on Course Exams: All students in the Course must demonstrate their knowledge of the content from Reading Assignments, lectures and guest speakers. Thus, all materials presented in the course are "fair game" for the mid-term and final exams.

The MID-TERM EXAM will be administered in class on January 21, 2016.

The FINAL EXAM will be administered during Mod 3 Finals Week. The date/time is set by the Registrar's Office and is scheduled for Thursday February 23rd from 11:45 am – 1:40 pm in STZ 103. The final exam is mandatory.

Important Note About e-Mail Accounts: The Instructor will at times correspond with the class via e-Mail. All e-Mail will be sent to the student's Gatorlink e-Mail address on file that you used in registering for the Course. If you frequently use an alternative e-Mail address, it is your responsibility to ensure that e-Mail sent to your Gatorlink address based upon your Course registration is being forwarded to your preferred account. Your inability to receive the e-Mail is not a valid excuse for missing class messages or assignments.

"S/U" Grading Option: The "S/U" grading option is not available for this Course.

Make-Up Exam Policy: The Course structure does not allow for "make-up" exams or assignments. Only cases of documented illness or hardship for exams may be considered at the instructor's discretion. Testing early or late as a matter of "convenience" for the student will not be accommodated.

"Reading Assignments": Staying current on Course textbook readings and timely submission of the assignments on the class readings are the student's responsibility. Students should frequently review the Course website and as announced in classes or set out in the Course Syllabus. Assignments must be completed and submitted *on or before* the assigned due dates.

IMPORTANT – What You Should Expect (*and Not Expect*) of Course Sessions: Course lectures are intended to highlight basic themes and to help you understand key concepts and techniques. The Instructor views the lectures as a place from which to pose critical questions, testing of concepts and engaging in dialogue with all students in the Course. Lectures are intended as the starting point for *your active engagement in discussions*. You will be graded on the extent of *your involvement* and *quality of your contributions* to each class session.

With the volume of content the Course attempts to deliver through in-class discussions are NOT intended to give coverage to everything assigned. It is a definitive requirement that each student must do what is necessary to grasp the body of knowledge covered by the Course Textbook Readings. Meanwhile, it is expected Course in-class discussions will seek to illuminate, elaborate and explore this content to consider how we will make critical real estate decisions.

Students must expect to be engaged and involved in all class sessions. With the content of this Course aligned with preparing students to meet the extraordinary demands of real estate development and the rigorous needs of the allied professions, direct involvement in each class session takes on substantial and critical importance.

Document retention policy:

Student course materials will be retained for six months beyond the end of the course term.

Accommodations for students with disabilities:

"Students requesting classroom accommodation must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the Instructor when requesting accommodation." Students with learning disabilities must provide certification and evidence of registration with the UF Disabilities Resource Center. Exam accommodations are offered only to those UF students with certified learning disabilities who have registered with the Instructor prior to any scheduled exam date.

The University's honesty policy regarding cheating and use of copyrighted materials:

Cheating is taken very seriously at the University of Florida and by Dr. Malone. All students are required to abide by the Academic Honesty Guidelines set forth in the University of Florida Rules -6C1-4 Student Affairs, 6C1-4.017 Student Affairs: Academic Honesty Guidelines. The following website contains details covering the academic honesty guidelines: <http://www.aa.ufl.edu/Handbook/students.html>.

The University's Student Code of Conduct:

Students enjoy the rights and privileges that accrue to membership in the UF community and are subject to the responsibilities that accompany that membership. As stated in the Standard of Ethical Conduct, students are expected to treat others with respect and concern (6C1-4.016 Student Conduct Code; Violations, Penalties and Procedures for Adjudication). The following website contains details covering the student code of conduct:

<http://www.dso.ufl.edu/judicial/conductcode.php>.

Software Use:

All faculty, staff and students of the University of Florida are required and expected to obey the laws and legal agreements governing software use. Failure to do so can lead to monetary damages and/or criminal penalties for the individual violator. Because such violations are also against University policies and rules, disciplinary action will be taken as appropriate.

Grading Rubric

Attendance and class participation	5%
Reading assignments and synopses	15%
Mid-term exam	22.5%
Term project	25%
Peer assessments	5%
Development review committee synopsis	5%
Final exam	22.5%
Total	100%

Course Grading Scale: This course utilizes a “minus” grading scale as follows:

A	=	90	to	100
A-	=	87	to	89.9999
B+	=	84	to	86.9999
B	=	80	to	83.9999
B-	=	77	to	79.9999
C+	=	74	to	76.9999
C	=	70	to	73.9999
C-	=	67	to	69.9999
D+	=	64	to	66.9999
D	=	60	to	63.9999
E	=	0	to	59.9999

Note: Final Grades are NOT rounded. For example, a final calculated grade of 76.98 will be recorded as a C+.