

GENERAL FACULTY MEETING AGENDA | THURSDAY, NOVEMBER 15, 2018 | 3:00PM | HOUGH 120

1. The Minutes for the October 22, 2018 General Faculty Meeting is presented for approval by the faculty.
2. Other Business
3. Dean's Report

GRADUATE FACULTY MEETING AGENDA | THURSDAY, NOVEMBER 15, 2018 | 3:00PM | HOUGH 120
(Immediately following the General Faculty Meeting)

1. The Minutes for the October 22, 2018 Graduate Faculty Meeting is presented for approval by the faculty.
2. The Specialized Masters Committee voted to approve the following items and is presenting these to the faculty for approval. Documentation for each is attached.

REE 6058 Real Estate Research Technology

- Credit Hours - REE 6058 - Change in Credit hours from two to one credit
- Prerequisites – Change from: Master of Science-Real Estate or MBA students
- Change to: Master of Science-Real Estate or MBA students; REE 6045

REE 6315 Real Estate Market Transaction Analysis

- Prerequisites – Change from: Master of Science-Real Estate or MBA students
- Change to: Master of Science-Real Estate or MBA students; REE 6045

3. Other Business
4. Dean's Report

GENERAL FACULTY MEETING MINUTES | MONDAY, OCTOBER 22, 2018 | 3:00PM | HOUGH 120

1. A motion was made to approve the Minutes of the September 21, 2018 General Faculty Meeting. The motion was seconded, and the faculty voted to approve the minutes as presented.
2. The Undergraduate Committee voted to approve 4 new areas of specialization and presented these to the faculty for approval. A motion was made to approve the following areas of specialization. The motion was seconded, and the faculty voted to approve the areas of Retailing, Real Estate, Entrepreneurship, and Professional Selling as presented.
 - Bachelor of Arts in Business Administration - Area of Specialization: **Retailing (AMENDED*)**
This proposal requests approval to offer the Area of Specialization in Retailing within the BABA: GBA major
 - Bachelor of Arts in Business Administration - Area of Specialization: **Real Estate (REE)**
This proposal requests approval to offer the Area of Specialization in Real Estate within the BABA: GBA major.
 - Bachelor of Arts in Business Administration - Area of Specialization: **Entrepreneurship (ENT)**
This proposal requests approval to offer the Area of Specialization in Entrepreneurship within the BABA: GBA major.
 - Bachelor of Arts in Business Administration - Area of Specialization: **Professional Selling**
This proposal requests approval to offer the Area of Specialization in Professional Selling within the BABA: GBA major.
3. Other Business
 - The college received notification from UF that there will be a 4% one-time bonus raise and it must be used for marketing equity and merit.
4. Dean's Report – none

A motion was made to adjourn. The motion was seconded and the meeting adjourned.

RE-OPEN MEETING: A motion was made to re-open the UG Faculty Meeting after a concern was brought up about the Retailing Specialization. The motion was seconded and the meeting was re-opened.

AMENDED*: After some discussion of the requirements for the Area of Specialization in Retailing a motion was made to amend the requirements from MAR 4403 Sales Management to include MAR 3400 Professional Selling. The motion to amend the requirements was seconded and the faculty voted to approve it with the amended change.

A motion was made to adjourn. The motion was seconded and the meeting adjourned.

GRADUATE FACULTY MEETING MINUTES | MONDAY, OCTOBER 22, 2018 | 3:00PM | HOUGH 120 (*Immediately following the General Faculty Meeting*)

1. A motion was made to approve the Minutes of the September 21, 2018 Graduate Faculty Meeting. The motion was seconded, and the faculty voted to approve the minutes as presented.
2. Other Business - none
3. Dean's Report – none

Attendance: John Kraft, Richard Lutz, Steve Tufts, Haldun Aytug, Jon Cannon, John Gresley, Joe Alba, Gary McGill, Selcuk Erenguc, Alex Sevilla

Course|Modify for request 13146

Info

Request: REE6058 Real Estate Research Technology

Description of request: We are requesting a change in credit hours from two to one credit.

Submitter: Deborah Himes debbie.himes@warrington.ufl.edu

Created: 10/16/2018 6:40:45 AM

Form version: 3

Responses

Current Prefix

Enter the current three letter code (e.g., POS, ATR, ENC).

Response:

REE

Course Level

Select the current one digit code preceding the course number that indicates the course level at which the course is taught (e.g., 1=freshman, 2=sophomore, etc.).

Response:

6

Number

Enter the current three digit code indicating the specific content of the course based on the SCNS taxonomy and course equivalency profiles.

Response:

058

Lab Code

Enter the current lab code. This code indicates whether the course is lecture only (None), lab only (L), or a combined lecture and lab (C).

Response:

C

Course Title

Enter the current title of the course as it appears in the Academic Catalog.

Response:

Real Estate Research and Technology

Effective Term

Select the requested term that the course change(s) will first be implemented. Selecting "Earliest" will allow the change to be effective in the earliest term after SCNS approval. If a specific term and year are selected, this should reflect the department's expectations. Courses cannot be changed retroactively, and therefore the actual

effective term cannot be prior to SCNS approval, which must be obtained prior to the first day of classes for the effective term. SCNS approval typically requires at least 6 weeks after approval of the course change at UF.

Response:
Earliest Available

Effective Year

Select the requested year that the course change will first be implemented. See preceding item for further information.

Response:
2018

Requested Action

Indicate whether the change is for termination of the course or any other change. If the latter is selected, all of the following items must be completed for any requested change.

Response:
Other (selecting this option opens additional form fields below)

Change Course Prefix?

Response:
No

Change Course Level?

Note that a change in course level requires submission of a course syllabus.

Response:
No

Change Course Number?

Response:
No

Change Lab Code?

Note that a change in lab code requires submission of a course syllabus.

Response:
No

Change Course Title?

Response:
No

Change Transcript Title?

Response:
No

Change Credit Hours?

Note that a change in credit hours requires submission of a course syllabus.

Response:
Yes

Current Credit Hours

Response:
2

Proposed Credit Hours

Response:
1

Change Variable Credit?

Note that a change in variable credit status requires submission of a course syllabus.

Response:
No

Change S/U Only?

Response:
No

Change Contact Type?

Response:
No

Change Rotating Topic Designation?

Response:
No

Change Repeatable Credit?

Note that a change in repeatable credit status requires submission of a course syllabus.

Response:
No

Maximum Repeatable Credits

Enter the maximum credits a student may accrue by repeating this course.

Response:
1

Change Course Description?

Note that a change in course description requires submission of a course syllabus.

Response:
No

Change Prerequisites?

Response:
Yes

Current Prerequisites

Response:
Master of Science-Real Estate or MBA students

Proposed Prerequisites

Response:
Master of Science-Real Estate or MBA students;
REE 6045

Change Co-requisites?

Response:

No

Rationale

Please explain the rationale for the requested change.

Response:

REE 6058 is a full semester, one credit hour course offered in the fall semester. The initial approval was for two credit hours.

Fall 2018

REE 6930: Real Estate Research & Technology

Class generally meets from 4:05 pm to 7:00 pm in HGS 150 with exceptions noted below

Instructor:	Mr. Todd Adams
Teaching Assistant:	Qing Li, Ph.D.
Office Hours:	By appointment only—generally before class in Bryan 200
Phone:	Todd Adams: (786) 288-1415 Qing Li: (352) 273-4447
E-mail:	Todd Adams: todd.adams@warrington.ufl.edu Qing Li: qing.li@warrington.ufl.edu
CRES:	For more information on the Warrington College of Business Administration's real estate programs and activities, including information on the Alfred A. Ring Distinguished Speaker Series, see the Bergstrom Real Estate Center's (CRES) website: www.realestate.ufl.edu .

COURSE OVERVIEW

A critical element of real estate valuation, development, and investment decision making is the utilization of industry standard software applications, technologies, and presenting supportable research data to provide support for assumptions, conclusions, and strategic decisions. This course provides exposure to widely used commercial real estate data sources and software applications including CoStar Professional and ARGUS Enterprise, the industry software standard for analyzing commercial leases and performing lease and discounted cash flow analysis of existing properties and portfolios. The course also provides training in Excel real estate applications.

ARGUS Enterprise is the most widely used software product in the commercial real estate industry for forecasting property-level and portfolio-level cash flows, calculating investment values and returns, and sharing asset and transactional data with clients and colleagues. UF's Bergstrom Center for Real Estate Studies has negotiated student access to these databases and analytical tools at significantly reduced rates. CoStar Professional® provides comprehensive national coverage of commercial real estate (CRE) transactions allowing professionals to research property sales and leasing comparables, track market trends, identify the identities of buyers and sellers and expedite the appraisal process and support property valuations.

COURSE GRADING

Course grades will be based largely on the student's ability to demonstrate competency in the use and application of databases and analytical tools in a research/valuation setting. Student competency will be assessed by a variety of means including case assignments, and in-class exams. The weighting of these components is as follows:

Excel assignment 1	5%
Excel assignment 2	5%
CoStar-assignment 1 ("Treasure hunt of CRE market information #1")	5%
CoStar-assignment 2 ("Treasure hunt of CRE market information #2")	5%
ARGUS quizzes # 1- 4	10%
ARGUS exam #1	25%
ARGUS exam #2	25%
Class participation/cooperation	10%

Fall 2018
REE 6930: Real Estate Research & Technology
CLASS SCHEDULE

Attendance at all class meetings is mandatory. Each unexcused absence will result in a full letter grade reduction in your final grade. If you miss class due to (1) an illness or (2) a job interview that cannot be scheduled on a different date, the absence **may** be categorized as “excused.” For an absence to be excused, you must (1) contact Todd Adams with a copy to Qing Li by email *prior* to the missed session and (2) receive email confirmation from him that your absence is excused.

Class “participation” is worth 10 percent of your grade. Relevant and meaningful classroom participation during sessions will improve your participation score. However, your general cooperation and attitude toward the instructors and your fellow students may be more determinative than your vocal participation. This includes arriving at all sessions with the required programs/software downloaded onto your laptop and ready to be used. Please note that late attendance will adversely affect your participation grade.

COURSE MATERIALS

1. Prior to the first ARGUS session on Tuesday, September 18, each student must have purchased the **\$285** training package from ARGUS (<http://www.argussoftware.com>). This package includes the ARGUS Enterprise 11 Certification Training Manual and a full ARGUS license good through **February of 2019**. Mac users note that ARGUS runs on a Windows platform exclusively. Mac users must have Windows installed on their laptops and Bootcamp or similar program to access the software. NOTE: It is the student’s responsibility to ensure that ARGUS is installed and properly functioning *PRIOR* to the first ARGUS session. No time is available to troubleshoot computer or software issues in the training sessions. Please note that ARGUS will send me a list of those students who have paid for the training package off their website. You will not be admitted to the training sessions unless you are on the “paid” list; thus, you can’t simply make a copy of another student’s training materials.
2. Access to the CoStar database will be free of charge for students, each of whom will receive a username and password from CoStar. *You will only be able to install and run CoStar from one laptop, so please plan accordingly. Note: CoStar will only run in the Mozilla Firefox web browser.*
4. An e-mail address and access to a Web browser.

Note on class announcements: We will frequently communicate with the class by posting announcements to the Canvas class site. It is your responsibility to make sure you are receiving email notifications of Canvas announcements.

ORDERING ARGUS AND CERTIFICATION EXAM-OPTIONAL

ARGUS generously provides the opportunity for students in real estate programs at accredited universities to become trained and even ARGUS Certified through the Professor Led Training Program. This offers students huge discounts in the training course and for those who want to become certified. All students are required to purchase the ARGUS Training Package at a cost of \$285. If, prior to the start of the ARGUS training, you are certain you want to pursue certification by taking the ARGUS Certification Exam, then you should purchase the Certification Package for \$570. This package will include an ARGUS practice certification exam, as well as access the ARGUS Certification Exam, which is offered online. Note that the marginal cost of taking the certification exam under this option is \$285 (\$570-\$285). Note also that no refunds will be made should you later decide not to take the certification exam.

To order either package, you must contact Kari Mayfield at ARGUS directly (email: KMayfield@argussoftware.com; phone: 713-341-3622).

If you initially purchase the Training Package, and later decide you would like to pursue certification, you can “upgrade” to the Certification Package by contacting Kari Mayfield at ARGUS, but at an additional cost of \$350 (total cost \$635). If you have not successfully completed the Certification Exam before your training software license expires,

Fall 2018
REE 6930: Real Estate Research & Technology
CLASS SCHEDULE

you may purchase a 3-month extension for \$199, again, through Kari Mayfield. Note: If you decide to get certified once you graduate, you must go through ARGUS and it will cost well over \$1,000.00 (not including airfare and lodging) to retake the required ARGUS Training Course somewhere in the U.S. and to take the certification exam.

Two ARGUS Options:

ARGUS Training Package (Package #1) – Required of all students taking REE 6930: Real Estate Research and Technology.

Price: \$285

Materials: ARGUS Enterprise Training Manual and full training license good until mid February 2019.

ARGUS Certification Package (Package #2) – OPTIONAL for students that choose to pursue certification.

Price: \$570

Materials: ARGUS Enterprise Training Manual, full training license good until the mid February 2019, practice certification exam, and ARGUS Certification Exam (to be taken individually, online by the student).

ADMINISTRATIVE ISSUES

Computer usage during class:

Laptops will be required for most sessions. However, they are to be used only for class related matters. Web surfing, answering emails, etc. are a distraction both for you and your peers and will adversely affect your participation grade.

Department Chair

The chairman of the Department of Finance, Insurance and Real Estate is Professor Andy Naranjo, andy.naranjo@warrington.ufl.edu, 352-392-3781. The Department offices are located in 321 Stuzin, 392-0153.

MISCELLANEOUS UNIVERSITY ISSUES

Document retention policy:

Student course material will be retained for three weeks beyond the end of the semester.

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."

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

All students are required to abide by the Academic Honesty Guidelines set forth in the UFlorida 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). Details of the code of conduct can be found at: <http://www.dso.ufl.edu/judicial/conductcode.php>.

Fall 2018
REE 6930: Real Estate Research & Technology
CLASS SCHEDULE

Bring your laptop to every session
Excel, CoStar, and Argus Enterprise must be functioning

Tuesday, August 21th

Course introduction for Real Estate Research and Technology
Discussion of obtaining and installing Argus Enterprise software
Excel training—Session 1
Excel assignment #1

Be sure Excel is installed on your laptop and functioning PRIOR to coming to class.

Tuesday, August 28th

Excel training, Session 2
Excel assignment #2
CoStar Training Session 1

Be sure CoStar is installed on your laptop and functioning PRIOR to coming to class.

Tuesday, September 4th

CoStar Training Session 2
CoStar project #1 assigned during class and due at the end of the session

Tuesday, September 11th

ARGUS Training: Session 1

Be sure to have your training manual and that ARGUS Enterprise is installed on your laptop and functioning PRIOR to coming to class. No Excuses. It is a PC software program, so if you have a Mac, you will need to be able install and run PC software programs. Contact the Technology Assistance Center (the TAC) in Heavener Hall, if you need assistance. You will only be able to install and run ARGUS on one laptop, so please plan accordingly.

CoStar project #2 assigned during class and due at the beginning of next session

Tuesday, September 18th

ARGUS Training: Session 2

ARGUS Quiz #1— Case Study for Gilbert Center at the end of Ch. 4 in the training certification manual

Tuesday, September 25th

ARGUS Training: Session 3

ARGUS Quiz # 2 – Case Study for Gilbert Center at the end of Ch. 5 in the training certification manual

Tuesday, October 2nd

ARGUS Training: Session 4

ARGUS Exam # 1 – Case Study to be provided by Instructor

Tuesday, October 9th

No class – Mod 1 finals week

Fall 2018
REE 6930: Real Estate Research & Technology
CLASS SCHEDULE

Bring your laptop to every session
Excel, CoStar, and Argus Enterprise must be functioning

Tuesday, October 16th

No class – Fall break

Tuesday, October 23rd

ARGUS Training: Session 5

Note: Class time will run from 4:05 pm to 6:00 pm

Argus Quiz # 3 - Case Study to be provided by Instructor

Tuesday, October 30th

ARGUS Training: Session 6

Note: Class time will run from 4:05 pm to 6:00 pm

Argus Quiz # 4 Case Study – Gilbert Center at the end of Chapter 7

Tuesday, November 6th

ARGUS Training: Session 7

Note: Class time will run from 4:05 pm to 6:00 pm

Tuesday, November 13th

ARGUS Training: Session 8

ARGUS Exam #2 – Case Study to be provided by instructor

Course|Modify for request 12857

Info

Request: REE6315 Real Estate Market Transaction Analysis

Description of request: Changing the prerequisite in REE6315 to "Master of Science-Real Estate or MBA students; REE6045

Submitter: Deborah Himes debbie.himes@warrington.ufl.edu

Created: 10/11/2018 4:01:56 PM

Form version: 5

Responses

Current Prefix

Enter the current three letter code (e.g., POS, ATR, ENC).

Response:

REE

Course Level

Select the current one digit code preceding the course number that indicates the course level at which the course is taught (e.g., 1=freshman, 2=sophomore, etc.).

Response:

6

Number

Enter the current three digit code indicating the specific content of the course based on the SCNS taxonomy and course equivalency profiles.

Response:

315

Lab Code

Enter the current lab code. This code indicates whether the course is lecture only (None), lab only (L), or a combined lecture and lab (C).

Response:

None

Course Title

Enter the current title of the course as it appears in the Academic Catalog.

Response:

Real Estate Market and Transaction Analysis

Effective Term

Select the requested term that the course change(s) will first be implemented. Selecting "Earliest" will allow the change to be effective in the earliest term after SCNS approval. If a specific term and year are selected, this

should reflect the department's expectations. Courses cannot be changed retroactively, and therefore the actual effective term cannot be prior to SCNS approval, which must be obtained prior to the first day of classes for the effective term. SCNS approval typically requires at least 6 weeks after approval of the course change at UF.

Response:

Fall

Effective Year

Select the requested year that the course change will first be implemented. See preceding item for further information.

Response:

2018

Requested Action

Indicate whether the change is for termination of the course or any other change. If the latter is selected, all of the following items must be completed for any requested change.

Response:

Other (selecting this option opens additional form fields below)

Change Course Prefix?

Response:

No

Change Course Level?

Note that a change in course level requires submission of a course syllabus.

Response:

No

Change Course Number?

Response:

No

Change Lab Code?

Note that a change in lab code requires submission of a course syllabus.

Response:

No

Change Course Title?

Response:
No

Change Transcript Title?

Response:
No

Change Credit Hours?

Note that a change in credit hours requires submission of a course syllabus.

Response:
No

Change Variable Credit?

Note that a change in variable credit status requires submission of a course syllabus.

Response:
No

Change S/U Only?

Response:
No

Change Contact Type?

Response:
No

Change Rotating Topic Designation?

Response:
No

Change Repeatable Credit?

Note that a change in repeatable credit status requires submission of a course syllabus.

Response:

No

Maximum Repeatable Credits

Enter the maximum credits a student may accrue by repeating this course.

Response:

4

Change Course Description?

Note that a change in course description requires submission of a course syllabus.

Response:

No

Change Prerequisites?

Response:

Yes

Current Prerequisites

Response:

Master of Science-Real Estate or MBA students

Proposed Prerequisites

Response:

Master of Science-Real Estate or MBA students;
REE 6045

Change Co-requisites?

Response:

No

Rationale

Please explain the rationale for the requested change.

Response:

There is course material covered in REE 6045 that must be understood before a student can fully understand what is going to be covered in REE6315.

REE 6315
Market Analysis in Real Estate
Module 1: Fall 2017
Tentative Agenda

Instructor: Dr. Wayne Archer

Office: Stuzin 301D

Office Hours: Tuesday, 4:00 – 6:00 PM and
Following class session; other by appointment

Telephone: (352) 273-0314

E-mail: Instructor: wayne.archer@warrington.ufl.edu

Class Meetings: Tuesday, Thursday: 11:45 AM – 1:40 PM; Hough 150

Text: Bratt and Schmitz, *Real Estate Market Analysis: Methods and Case Studies*, 2nd Edition, ULI, 2009.
Ling and Archer, *Real Estate Principles: A Value Approach*, 5th Edition, McGraw-Hill, 2018.

Course Objectives: To give you experience with the issues, tools, data and methods for real estate market analysis.

Course Grading:	Class Participation	13 percent
	Chapter Tests	12 percent
	Comparison Cases, etc.	40 percent
	Project	25 percent
	STDB-BOA exercise	10 percent

Attendance and Participation

The nature of this course requires your attendance and participation. There is no substitute. The primary goal of the class is to give you experience and practice in organizing your thoughts and agenda for real estate market research. You must be engaged in the process to develop this capacity. You will be expected to be in class, and to participate in the case discussions. Attendance will be taken.

STDB-BOA Software

Central to the course will be geographic software provided online by ESRI through the CCIM organization. This is subscription software available to the public at a cost of \$1,300 - \$1,600 per year. The Center for Real Estate Studies will subsidize your individual \$90 subscription during the upcoming academic year.

CoStar Software

A second essential software service for real estate market research, and in this course, is CoStar. Students in the MSRE program will automatically have an extensive exposure to CoStar. Those who are in other programs will need to make special arrangements to get access, and get acquainted with this powerful data platform. **Please see me about this as soon as possible.**

Exams on Reading Assignments

There will be no final exam in the course. However, a multiple choice exam will be required for each chapter of the basic assigned reading. These exams will be online, found on your class website under “Assessments.” They are intended to be open book exams. Note that the exams will close on specific dates, as indicated in the course agenda.

Comparison Case Studies

There are at least eight comparison case studies. These may be done with one other classmate, or by yourself. You will be provided a form to complete and submit and there will be supporting information on the class website. You will use that information plus field investigation to complete each study. **Please do not contact any current personnel related to the properties involved** as they are not prepared to handle our questions, they have no connection with the original creation of the properties involved, and they generally have little or no knowledge of the history of the property.

Major Project (*Shown below in italics.*)

You will form teams of four for the major project. You should submit your team names by September 12th. For this project you will prepare an approximately 5 page summary report **plus** supporting explanations, graphics and tables. You also will prepare a 6-8 minute PowerPoint summary of your investigation “story” and conclusions, to be presented in class on October 10th.

Course Agenda

Date	Class Activity	Due (BoC-Class time)
August 22	Course Introduction STDB Introduction STDB account sign-up Introduction to retail challenge at The Continuum and 2 nd Ave Centre Assignment: Search for prospective “Continuum” Tenant	Due 9/5 BoC
August 24	STDB In-class Lab (COMPUTER REQUIRED) Assignment: STDB Case Study Assignment: Retail Comparison Cases 1 and 2.	Due 8/31 11:30 PM Due 9/5 BoC
August 29	Lecture-The larger context of real estate markets: urban analysis In-class market study exercise: Bookstore Location Search Reading: L&A, Ch 5	Quiz, L&A 5, 8//31
August 31	Data Sources and the Nature of Census Data Readings: L&A, Ch 6; Text, Ch 3, pp. 38-43	Quiz, L&A 6, 9/5
September 5	Final discussion of retail at The Continuum and 2 nd Ave Centre Discussion of Retail Cases Assignment: Apartment Comparison Cases 1 and 2 Assignment: <i>Apartment Upgrade Team Project</i> Readings: Text, Ch. 5	Due 9/19 BoC 9/22 BoC, Quiz, Ch 5, due 9/7
September 7	Guest Lecturer - Keith Schantz , the TJX Companies, Inc. Readings: Text Ch 6	Quiz, Ch 6,due 9/12
September 12	Guest Lecturer – Gregg Katz , The Shopping Center Group	
September 14	NO Class due to Bergstrom Center Advisory Board Retreat	
September 19	In-class market study exercise: Innovation Square Apartments Discuss Apartment Comparison Cases 1 and 2 Assignment: Office Comparison Cases 1 and 2 Reading: Text, Ch 4	Due 9/26 BoC Quiz, Ch 4, due 9/26
September 21	Discuss Office Comparison Cases 1 and 2 In-class market research exercise on condo/townhouse properties (COMPUTER REQUIRED) Reading: Ch 7, Text	Quiz, Ch 7, due 10/3

-
- September 26 Guest Lecture – **Gregg Logan**, Managing Director
& **Karl Pischke**, Senior Associate, RCLCO
- September 28 In-Class Market Analysis: Effect of Mid-rise walkable student
apartments on the larger student apartment market.
Discuss Hospitality Comparison Case
-
- October 3 Guest Lecturers on Hospitality Markets –
Michael Weinberg and Preston Reid - HFF
- October 5 TBA
-
- October 10 Presentation of apartment upgrade proposals.
Assignment: Hospitality Comparison Case
- .

Assurance of Learning

Each program at the Warrington College of Business Administration has developed goals and objectives that express the most valued skills and knowledge that students should be able to demonstrate upon completion of the total learning experiences in that program. The goals and objectives are specifically mapped to **REE6315**.

The chairman of the Finance, Insurance and Real Estate Department is Dr. Andy Naranjo. The Department is located in 321 Business, 392-0153.

REE 6045
Principles of Real Estate Decision Making
Module 1: Fall 2017

Instructor: Dr. Wayne Archer

Office: Stuzin 301D **Office Hours:** Tues: 4:00 – 6:00 PM and
Following class session; other by appointment

Telephone: (352) 273-0314 **E-mail:** Instructor: wayne.archer@warrington.ufl.edu

Class Meetings: Tuesday, Thursday: 9:35 AM – 11:30 AM; 1:55 PM – 3:50 PM Hough 150

Text: Ling and Archer, *Real Estate Principles: A Value Approach, 5th Edition*, McGraw-Hill Irwin, 2018.

Calculator: Some type of financial calculator will be used during the course and examinations. The minimum requirement is the equivalent of the HP-10B-II.

Computer: There will be an assignment using a computer spreadsheet. It will be completed in a class lab session. This symbol in the outline indicates that you will need your computer in class: **C**

Course Objectives: To introduce you to the business world of real estate, including:

- Roles, activities and players
- Terminology
- Transaction processes
- Issues and questions

To prepare you to make sound decisions concerning real estate use, financing and investment.

Course Grading:	Class Participation	10 percent (-/0K/+)
	Assignments	25 percent (-/0K/+)
	Exams	65 percent (graded)

Grading: Grading is on a 12 point scale from A (12) to D- (2). Your overall test average determines your basic grade. Deficiencies in class participation or assignments will be deducted from this average, and extra credit added.

Extra Credit: You may submit answers to the *Test Problems* for each chapter as “insurance” to protect against a disappointing test average. Completing a full set of Test Problems (17 chapters) will add one-half point to your overall average. For additional credit, for chapters marked with an asterisk, you may submit solutions to the chapter *Study Questions*. Completion of all the optional *Study Questions* (six sets) will add one full point to your overall test grade average. For example, if your test grade average is a B+ (10 points) you will receive an additional point, resulting in 11, or A-. All extra credit assignments will be completed on line through the testing and assignment functions of e-Learning. All are in quiz format except for the Study Questions for Chapters 10 and 11. For these study questions, you will upload a Word file, per instructions under “assignments” on the class website. All extra credit homework must be completed (and submitted) prior to 11:30 PM, the day of the relevant exam.

A substitution for *Study Question* extra credit is allowed. You may attend the first three Ring Distinguished Speaker events listed below, with those lectures each substituting for one set of Study Questions. (See the attached schedule.)

The chairman of the Finance, Insurance and Real Estate Department is Dr. Andy Naranjo. The Department is located in 321 Business, 392-0153.

Course Outline

Date	Topic	Readings
August 22	Orientation –	Ch. 1 & 2
August 24	Introduction, The Legal Nature of Real Estate	Ch. 1 & 2
August 29	Legal Nature, cont., Conveying Real Property Interests	Ch 2 & 3
August 31	Government Controls and Real Estate Markets	Ch 4
September 5	Market Analysis in Real Estate Special Presentation on Market Analysis	Ch 5 & 6
September 7	Market Valuation and Appraisal	Chapter 7
September 12	Market Valuation and Appraisal Special review session 6:00 PM - 7:30 PM -Hough 150	Chapter 8
September 14	Mid-Course Exam Chapters 1 – 8	
September 19	Mortgage Finance Law Mortgage Types and Borrower Decisions	Ch 9 & 10*
September 21	Sources of Funds for Residential Mortgages	Chapter 11*
September 26	Time Value Applied to Real Estate Mortgage Calculations and Decisions Assignment: Adventure Gardens DCF Analysis (Part one due 10/4, class time, Part 2 due 10/6)	Ch 14* & 15*
September 28	Valuing Investment Opportunities	Ch 18* & 19*
October 3	G: In-class computer lab: DCF spreadsheet (Risk analysis assignment; due 10/6)	
October 5	Brokerage, Agency, Listing Contracts and Closings	Ch 12 and 13
October 10	Final Exam – Tuesday, Class Time	

Schedule of Ring Distinguished Speaker Events

(Ring Speaker events are on Thursday, 4:00 PM to approximately 5:45 PM in Bryan 120.) **Business casual attire is required.**

Thursday, September 7

Hamilton Hunt- President, Hunt Douglas Real Estate Services

Thursday, September 28

Tim Peterson – Chief Financial Officer, The Altman Companies

Thursday, October 5

Scott (“Skipper”) Peek - Senior Vice President, Tavistock Development Company

Thursday, November 2

Robert Given – Vice Chairman, Cushman & Wakefield

Thursday, November 16

Thomas Arnold -

Deputy Global Head & Head of Americas, Real Estate and Infrastructure Department, Abu Dhabi Investment Authority, Abu Dhabi, UAE

Thursday, November 30

Mary Pat Dunleavy – Senior Vice President, Fidelity National Title Insurance Group

For more details on the Ring Distinguished Speaker series, see <http://www.cba.ufl.edu/fire/realestate/cres/ring.asp>

Assurance of Learning

Each program at the Warrington College of Business Administration has developed goals and objectives that express the most valued skills and knowledge that students should be able to demonstrate upon completion of the total learning experiences in that program. The following goals and objectives are specifically mapped to **REE6045**.

The **MSF** program goals and objectives that apply to this course are:

Goal 1: Our graduates will be technically competent in their area of specialization in finance: Equities and Portfolio Management, Fixed Income, Corporate Finance or Real Estate Finance.

1D. Students will be prepared to apply appropriate financial theory and technique as analysts in the Real Estate Finance field.