

SCHOOL OF BUSINESS ADMINISTRATION
LINCOLN UNIVERSITY

BA 145 REAL ESTATE PRACTICES

Thursday 12:30-3:15 p.m.
Office Hours By appointment

Instructor: Professor Varum
415.609.0914
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Course Description:

The goal of this course is to provide students with a basic understanding of Real Estate Investments including the nature of Real Property, market analysis, construction cycles, mortgage lending, equity investment, metro area growth, urban land use, effect of credit on demand, equity investment criteria, real property valuation and public policies. We will cover these topics as well as the recent boom cycle and current downturn in both the Domestic and International Real Estate Markets.

Course Prerequisites:

None

Textbooks:

William B Brueggeman, Jeffrey Fisher (2006) Real Estate Finance and Investments
13th Edition, McGraw-Hill/Irwin.

Handouts and supplemental materials will be provided throughout the course by instructor.

Course Requirements:

To successfully complete BA 145, students are required to read all the readings, participate fully in class, write one term paper, make presentations, and write a midterm and final examination. Students are encouraged to form groups to exchange ideas and reflect upon readings, but each is required to do all the required reading.

For some classes, some students will be assigned to do presentations on the assigned readings. The purpose of these presentations is not to summarize the content of the readings. Each presentation will consist of two major components. First, the presenter will indicate how ideas in that particular reading relate to others covered in class. Second, the presenter will raise critical questions about the reading for

class discussion. Each presenter will prepare and distribute in class a one-page outline highlighting major arguments of his or her presentation.

Topics for the term paper will be distributed later in the semester. Paper must be turned in by the date specified for full credit.

An open book, final examination will be given at the end of the semester.

Grading:

The grade for the course will be determined as follows:

Paper	20%
Midterm Exam	20%
Final Exam	35%
Presentations and Participation	25%