Course Syllabus Template

Instructor information:

Walter S. Clements	913-402-9222 - Office
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Overland Park, KS 66213	
Office hours 8:00 AM – 5:00 PM	wclements@greenleafproperties.com

Course specifics:

Course number:	BA 5597/BA497i
Name:	Real Estate Market Analysis
Meeting Room:	Bloch School Classroom 101
Time:	Tuesdays - 7:00 PM to 9:45 PM
Text:	Real Estate Market Analysis – A Case Study Approach, by Schmitz and Brett, published by the Urban Land Institute
Prerequisites	BA 325 or 532 recommended
Course description	Class participants will study the various types of real estate uses and what's hot in real estate markets today -i.e. life style centers, mixed use developments, specialty oriented housing complexes (age 55 and above) entertainment districts, green buildings, smart buildings, etc. Student teams will be assigned properties in and around Kansas City to identify the market, assess competition, develop the space using market data, and present the finished project recommendations to area experts. This is a hands on working class in real estate analysis and development.

Course Objectives:

The objectives of this course is to provide the student with a working knowledge of the essential steps in conducting a market analysis that will:

- Enable the student to determine the supply and demand for a particular type of real estate use and it's corresponding economic feasibility.
- Enable the student to make reasonably reliable forecasts of future cash flows resulting from the ownership or occupancy of a particular type of real estate whether it exists or is to be built.
- Enable the student to obtain relevant data from the market and utilize the various metrics to measure the supply and demand for a particular type of real estate use.
- Expose the students to the multitude of market forces that impact the financial feasibility of real estate including but not limited to the following:

- Physical aspects
- Design challenges
- Political Arenas
- Legal implications
- Financial analysis
- Market data dynamics

In summary, this course will enable the student to make more intelligent decisions when it comes to the efficient use of our land and buildings.

Grading policy:

Final Presentation of Case Study	40%
Content will be 30% influenced by the panel and peer assessment	
Delivery style will be 10% also influenced by panel and peers	
Final Exam	20%
Mid Term Exam	15%
Class Participation and attendance	10%
Webliography contributions	5%
Quality of questions for guest speakers	5%
In class case study presentations	5%

General operating policies:

- Class attendance is required
- Class tardiness will impact your grade
- Class participation will impact your grade
- Make-up exams for legitimate reasons are subject to the discretion of the instructor.
- Missed/late assignment will impact your grade.
- There will be no extra credit work allowed.
- Inclement weather policy—Cancellation of classes because of inclement weather is determined by UMKC central administration. Students should consult the UMKC website should threatening weather conditions exist. Due to the rigidly timed course content, if a class is missed due to weather the student is expected to have all assignments completed and the course will resume as if there was not a cancelled class.
- You may consult Blackboard to obtain announcements, ancillary materials and to communicate with the instructor and other students.

Academic honesty:

A student enrolling in any UMKC course is expected to exhibit high standards of academic honesty. In the case of academic misconduct, I will assess the affected work and report the incident to Bloch School administration according to the guidelines printed in the University catalog. See student conduct policies at:

http://www.umkc.edu/umkc/catalog/html/append/policy/0020.html

Cheating and plagiarism will not be tolerated. All exams are closed book, closed notes, and are to be taken without help or assistance. Persons observed cheating on tests will receive a grade of zero for the exam. Similarly, plagiarism of assignments, projects, and papers is unacceptable, and a grade of zero will be assigned on any such item where plagiarism has been detected.

Disclaimer statement:

Time and schedule considerations may prompt modifications of this syllabus (deletion of assignments/topics, modification of examination dates, etc.). The instructor will explain any changes; however, it is the student's responsibility to keep up with any modifications that are made throughout the semester.

Course withdrawal:

All course withdrawals must be initiated in the Bloch School Student Services Office, room 115, and completed through the Registration Center in the UMKC Administrative Center. Students intending to withdraw from the course after the eighth week of class (fourth week in the summer session) are required to obtain a signature of both the instructor and an academic advisor before the course withdrawal is official. *Telling the instructor that you intend to withdraw from the course or ceasing to attend class does not constitute an official withdrawal.* The academic calendar in the class schedule/registration guide lists the official withdrawal dates.

Available support services:

- Bloch School Computer Lab: The Bloch School Computer Lab is available for your use. It is located in Bloch 110; the lab's website is: http://www.umkc.edu/is/oa/IS-Lab-Brochure.pdf

- Bloch School Tutoring Center: The Bloch School Tutoring Center is currently equipped to assist students who need help in the following courses: ACTG 210 and 211; FIN 325. The Center is located in Bloch 202; operating hours are posted on the room's door.

- UMKC Writing Lab: Students who desire assistance in written assignments may contact the UMKC Writing Lab at 816-235-1146. The Lab is located at 5201 Rockhill Road.

- Office of Disabled Student Services: If you have any questions about a disability or desire accommodation under the Americans with Disability Act, please contact the Office Of Disabled Student Services at 816-235-5696. The Office's website can be accessed at: http://www.umkc.edu/disability/