

COURSE INFORMATION

| | | | |
|------------------------|----------------------|-----------------|--------------------------|
| Course title: | Real Estate Markets | Credits: | 1.5 |
| Course code: | BAUL 500 | Class location: | HA 435. |
| Session, term, period: | 2022W1 | Class times: | M / W 8:00 AM – 10:00 AM |
| Section(s): | 001 | Pre-requisites: | n/a |
| Course duration: | Mar 6 to Apr 6, 2023 | Co-requisites: | n/a |
| Division: | SBE | | |
| Program: | MBA | | |

INSTRUCTOR INFORMATION

| | | | |
|-------------|--|------------------|----------------------------|
| Instructor: | Michael Mortensen, MCIP RPP | Office location: | n/a |
| Phone: | 778-899-7943 | Office hours: | Zoom (time set with class) |
| Email: | michael.mortensen@sauder.ubc.ca | | |

COURSE DESCRIPTION

This course is an introduction to real estate investment and planning, with an emphasis on the process of development and measurement of financial return. We will consider the institutional environment and drivers of profitability related to: site acquisition, design (architecture and engineering), leasing and sales, financing, government approvals, construction, and asset management.

COURSE FORMAT

This course will combine lectures, discussion, and problem sets. Students will be asked each class to find real-world information on real estate (markets, construction cost, government policies etc). Problem sets will be due before each class meeting (except the first) and we will review these in class. There will be a project in which you will propose an approach to redevelopment of a particular site and there will be a final exam.

LEARNING OBJECTIVES

LEARNING OBJECTIVES

By the end of this course, students will be able to:
 Develop a mixed use pro forma and evaluate the profitability of acquiring or developing property;
 Understand the steps required to complete a real estate development project;
 Understand the motives of different parties in the investment process.

ASSESSMENTS

Summary

| <u>Component</u> | <u>Weight</u> |
|---------------------|---------------|
| Assignments | 25% |
| Group project | 30% |
| Final exam | 35% |
| Class participation | <u>10%</u> |
| Total | <u>100%</u> |

Details of Assessments

Five problem sets are assigned throughout the course based on the practical lessons shared. Class participation is based on students' contribution to the class. The final project is a Property Investment Report and ProForma for a real-world mixed use development site.

LEARNING MATERIALS

Required: Brueggeman and Fisher ("BF"): Real Estate Finance and Investment – any edition after 14 is fine. Also posted to Canvas, Real Estate Finance in a Canadian Context. Supplementary materials will go on Canvas

Estimated cost of required materials: \$50

Additional materials recommended but not required: \$0

COURSE-SPECIFIC POLICIES AND RESOURCES

Missed or late assignments, and regrading of assessments

Late submissions will not be accepted and will receive a grade of zero.

Academic Concessions

If extenuating circumstances arise, please contact the RHL Graduate School program office as early as reasonably possible, and submit an [Academic Concession Request & Declaration Form](#). If an academic concession is granted during the course, the student will be provided options by RHL, or by the instructor in consultation with RHL, per [UBC's policy on Academic Concession](#).

Other Course Policies and Resources

[Include the following policies and resources as appropriate.

- Policies on assessment due prior to students joining the course (i.e., during the add/drop period).

Code Plagiarism

Code plagiarism falls under the UBC policy for [Academic Misconduct](#). Students must correctly cite any code that has been authored by someone else or by the student themselves for other assignments.

Cases of "reuse" may include, but are not limited to:

- the reproduction (copying and pasting) of code with none or minimal reformatting (e.g., changing the name of the variables)
- the translation of an algorithm or a script from a language to another
- the generation of code by automatic code-generations software

An "adequate acknowledgement" requires a detailed identification of the (parts of the) code reused and a full citation of the original source code that has been reused.

Students are responsible for ensuring that any work submitted does not constitute plagiarism. Students who are in any doubt as to what constitutes plagiarism should consult their instructor before handing in any assignments.

[Note that course policies must be reasonable and fair. For example, it is not reasonable to award zero to a student who missed an assignment due to registering into the class during the add/drop period.

Policies cannot be punitive; only UBC's President is authorized to impose discipline, and only after a finding of misconduct. For example, a grade deduction of 10% of the course grade for poor contribution to a group project when the student's group members would have each earned 7% would be considered punitive. Unreasonable or punitive policies are appealable to the Dean's Office and the Senate's Committee on Appeals on Academic Standing.]

POLICIES APPLICABLE TO COURSES IN THE ROBERT H. LEE GRADUATE SCHOOL [DO NOT MODIFY]

Attendance

Excepting extenuating circumstances, students are expected to attend 100% of their scheduled class hours. Absent students limit their own academic potential, and that of their classmates, and cause unnecessary disruption to the learning environment. Students missing more than 20% of the total scheduled class hours for a course (including classes held during the add/drop period) without having received an academic concession will be withdrawn from that course. Withdrawals, depending on timing, could result in a "W" or an "F" standing on the transcript.

COVID-19 Policies for Attendance & Academic Concessions:

If a student feels unwell, they should stay home and send a courtesy email to each impacted instructor and cc their program manager. The student should also submit an [Academic Concession Request & Declaration Form](#).

If a student suspects possible COVID-19 infection, they should use the BC Ministry of Health's [self-assessment tool](#), to help determine whether further assessment or testing for COVID-19 is recommended.

Punctuality

Students are expected to arrive for classes and activities on time and fully prepared to engage. Late arrivals may be refused entry at the discretion of the instructor or activity lead. Students arriving later than halfway through a scheduled class will be treated as absent for that class.

Electronic Devices

Devices such as laptops, tablets, and cell phones are not permitted to be used in class unless directed by the instructor for in-class activities. Students who do not follow the School's policy in this regard may be required to leave the room for the remainder of the class, so that they do not distract others. Research shows that students' use of laptops in class has negative implications for the learning environment, including reducing their own grades and the grades of those sitting around them.

Citation Style

Please use the American Psychological Association (APA) reference style to cite your sources.

Details of the above policies and other RHL Policies are available at:

<http://www.calendar.ubc.ca/vancouver/index.cfm?tree=12,199,506,1625>

UNIVERSITY POLICIES AND RESOURCES

UBC provides resources to support student learning and to maintain healthy lifestyles but recognizes that sometimes crises arise and so there are additional resources to access including those for survivors

of sexual violence. UBC values respect for the person and ideas of all members of the academic community. Harassment and discrimination are not tolerated nor is suppression of academic freedom. UBC provides appropriate accommodation for students with disabilities and for religious observances. UBC values academic honesty and students are expected to acknowledge the ideas generated by others and to uphold the highest academic standards in all of their actions. Details of the policies and how to access support are available on the UBC Senate website at <https://senate.ubc.ca/policies-resources-support-student-success>.

Respect for Equity, Diversity, and Inclusion

The UBC Sauder School of Business strives to promote an intellectual community that is enhanced by diversity along various dimensions including status as a First Nation, Metis, Inuit, or Indigenous person, race, ethnicity, gender identity, sexual orientation, religion, political beliefs, social class, and/or disability. It is critical that students from diverse backgrounds and perspectives be valued in and well-served by their courses. Furthermore, the diversity that students bring to the classroom should be viewed as a resource, benefit, and source of strength for your learning experience. It is expected that all students and members of our community conduct themselves with empathy and respect for others.

Academic Integrity

The academic enterprise is founded on honesty, civility, and integrity. As members of this enterprise, all students are expected to know, understand, and follow the codes of conduct regarding academic integrity. At the most basic level, this means submitting only original work done by you and acknowledging all sources of information or ideas and attributing them to others as required. This also means you should not cheat, copy, or mislead others about what is your work. Violations of academic integrity (i.e., misconduct) lead to the breakdown of the academic enterprise, and therefore serious consequences arise and harsh sanctions are imposed. For example, incidences of plagiarism or cheating may result in a mark of zero on the assignment or exam and more serious consequences may apply if the matter is referred to the President's Advisory Committee on Student Discipline. Careful records are kept in order to monitor and prevent recurrences.

COPYRIGHT

All materials of this course (course handouts, lecture slides, assessments, course readings, etc.) are the intellectual property of the instructor or licensed to be used in this course by the copyright owner. Redistribution of these materials by any means without permission of the copyright holder(s) constitutes a breach of copyright and may lead to academic discipline and could be subject to legal action. Any lecture recordings are for the sole use of the instructor and students enrolled in the class. In no case may the lecture recording or part of the recording be used by students for any other purpose, either personal or commercial. Further, audio or video recording of classes are not permitted without the prior consent of the instructor. Students may not share class Zoom links or invite others who are not registered to view sessions.

ACKNOWLEDGEMENT

UBC's Point Grey Campus is located on the traditional, ancestral, and unceded territory of the x^wməθk^wəy̓əm (Musqueam) people, who for millennia have passed on their culture, history, and traditions from one generation to the next on this site.

COURSE SCHEDULE

(Subject to change with class consultation)

| Class | Synchronous Or Asynchronous | Date | Topic | Readings or Activities | Assessments due |
|-------|-----------------------------------|---------|---------------------------------|---------------------------|--------------------|
| 1 | Synchronous | Mar 6 | Pro Formas & Land Residuals | BF 8 | - |
| 2 | Synchronous | Mar 8 | Income Producing Properties | BF Ch 9 + 10 | Pro Forma 1 |
| 3 | Synchronous | Mar 13 | Modelling Mixed Uses | BF Ch 9 + 10 | Pro Forma 2 |
| 4 | Synchronous | Mar 15 | Affordable Housing Challenge | See Module | Pro Forma 3 |
| 5 | Online | Mar 20 | Navigating the Planning Process | See Module | |
| 6 | Online | Mar 22 | Marketing | See Module | |
| 7 | Synchronous | Mar 27 | Construction Management | See Module | Pro Forma 4 |
| 8 | Synchronous | Mar 29 | Lender's Perspectives | See Module | Pro Forma 5 |
| 9 | Synchronous | April 3 | Development Case Studies | See module | - |
| 10 | Synchronous | April 5 | Group Project Presentations | N?A | Group Project |
| | EXAM | | April 11 - 15 | | |