

REAL ESTATE VALUATION RE 333

LEARNING OBJECTIVE: To introduce students to the appraisal process and techniques of residential and income property appraisal. The function and role of the real estate appraiser will be explained and evaluated in order to provide the basic real estate appraisal tools for persons who are preparing themselves for a career in real estate, to give practical information for professional growth to those persons already engaged in the real estate business, and to assist the consumer in learning how to properly value real estate. At the end of the class, students will have experienced and know how to work with:

- Sales comparison
- Cost and income approaches to valuation examined, evaluated, and applied to valuation situations

PREREQUISITES: Admissions to a business major/junior standing; FIN 301. Knowledge of computer and internet usage.

REQUIRED MATERIALS:

1. Textbook: The Appraisal of Real Estate, Fourteenth Edition, Appraisal Institute, Chicago, 2013.
2. Textbook: The Student Handbook to The Appraisal of Real Estate, Fourteenth Edition, Appraisal Institute, Chicago, 2014. Author is Mark R. Rattermann, MAI, SRA.
3. Downloads from WebCampus site.
4. Financial Calculator. Good choices are Texas Instruments BAII PLUS, HP 10B or HP 12C. (Financial calculator apps on cell phones are not acceptable for use on exams)

OPTIONAL MATERIALS (but highly recommended):

5. Wall Street Journal (www.wsj.com), Las Vegas Review Journal (www.lvrj.com), Las Vegas Sun (www.lasvegassun.com) and Las Vegas Business Press (www.lvbusinesspress.com)

CLASS POLICIES:

6. It is assumed that you are at UNLV to learn. Your grade is dependent upon evidence of what you have learned, as shown by the results of exams and grades on any projects, etc.
7. This course uses WebCampus. Students are responsible for information posted thereon.
8. You will be earning points for attendance. If you are aware that you will be missing a scheduled class date, you must see the instructor at least 2 weeks prior to the absence to discuss and prepare if any points are to be given despite the absence. Any other absences will be evaluated on a case by case basis. Please know that I do not intend to make judgment calls about what makes an absence excusable or not. Unless the absence is an emergency it will be regarded as an absence and the student will forfeit the points for that day without any make up potential.
9. Chapter readings are expected to be completed **before** the class meeting in which the chapter is discussed and homework assignments (**review exercises and/or case studies**) completed for the class indicated.
10. EMAIL – The instructor will attempt to answer email communications within 48 school day hours of receipt. However, students must realize that this may not always be possible. Please indicate subject as “RE 333”.
11. Talking among students, cell phone conversations and texting ARE NOT permitted during class time.

GRADING:

12. EXAMS: There are a total of **three (3)** exams: two (2) mid-term exams and one final exam. Each exam is worth 50 points.
 - (A) For each exam you are allowed to bring a letter-size (8 ½ x 11) paper on which you can put down, on both sides any formulae and notes. This is to be **handwritten only** and will be turned in with the exam.
 - (B) Portable electronic devices (cell phones, cell phones with a financial calculator app, PDAs, computers, etc.), other than approved financial calculators, **WILL NOT BE ALLOWED** during examinations. Any observation of a student using a portable electronic device will be considered as “cheating” and result in the termination of the exam by the student using the device. The exam will be picked up and a score of zero (0) will be given for the exam.

13. **WALKING TOUR:** This involves an assignment to be completed on your own time. The field trip involves a walk, or drive, in the vicinity of UNLV and Maryland Parkway. The assignment is to note and answer certain questions pertaining to real estate as indicated on the “Field Trip Assignment” sheet, which will be provided by the instructor in class. The assignment is required and worth up to 50 points toward the final grade. **THIS ASSIGNMENT WILL NOT BE ACCEPTED LATE** but may be turned in before the due date. We will discuss your observations in class.
 14. **HIGHEST AND BEST USE PROJECT:** Students will be given a sample parcel to analyze for highest and best use based on the format discussed in class. The student will hand in a typed highest and best use report (approximately 4 to 5 pages in length) which demonstrates their understanding of the concept and how it applies to the sample property. The assignment is required and is worth up to 50 points toward the final grade. **THIS ASSIGNMENT WILL NOT BE ACCEPTED LATE.** We will discuss these in class.
 15. **THE GREAT DEBATE:** Students will be randomly assigned the pro or con position to a relevant real estate related issue for which they will develop a credible argument for their position using empirical data and research findings. The purpose of this assignment is not to teach debate skills but instead to present solid arguments for each side that can lead to a thoughtful discussion in the classroom. The student will be required to turn in a one page, 12 font, double-spaced summary of their arguments for review. Students can choose to work alone or in groups to research the topic but each student will be required to turn in their own summary page, in their own words to demonstrate an understanding of the topic. This assignment is required and worth up to 25 points. The due date is listed on the syllabus at which time each student will turn in their papers and briefly discuss their position.
 16. **STUDENT TEACHING ASSIGNMENT:** Each student will receive a topic (one that is covered at some point in text or lecture) for which they will be expected to prepare a 5 minute presentation/lesson plan for the class. These presentations will be done on the last day of class as part of the review for the final exam. The student will be given latitude on how to present the material (within reason) but the lesson plan must be submitted, in a brief written summary, to the instructor prior to the presentation. The student is encouraged to use their imagination and include audio, visual and interactive methods to demonstrate their understanding of the topic. This assignment is required and worth up to 25 points.
 17. **ATTENDANCE:** This is not negotiable. There are only 15 classroom days (not including final exam day) and each one is loaded with necessary information. Missing just one class can result in a rather large gap in material. Therefore, being present for each class is the only way to be fully prepared for tests and assignments. Attendance will be taken at the beginning of class followed by a pop question from the reading assignment. Each student will answer this question in a brief summary written response to turn in. This is a pass/fail grade. If you are present and you answer the question you will receive 5 points for each class. We will review the question and discuss the answers given (right or wrong) as a way to open discussion about the topic.
25. There is no set grade distribution. The course grades will be assigned on the basis of both absolute and relative numerical scores. However, the following grades will be guaranteed if you have the following percentage of the total points:

Percentage	> 90%	> 80%	> 70%	> 60%	< 60%
Course Grade	A	B	C	D	F

- 26 Your exam scores, project score and final course grade will be posted on WebCampus. Grades will not be given over the phone or via email. Finance Department “Academic Dishonesty/Misconduct Policy” must be signed and turned into the instructor in order to receive grades.
27. There are NO make-up exams and NO extra-credit assignments.

SUMMARY OF GRADING:

Attendance = 15 classes at 5 points each = 75 points
 Tests = 3 tests at 50 point each = 150 points
 Walking Tour Project = 50 points
 Highest and Best Use Project = 50 points
 Great Debate Assignment = 25 points
 Student Teaching Assignment = 25 points
 Total Points = 375

ESTIMATED TIME REQUIREMENTS:

- (1) Three hours per week for class meetings
- (2) Approximately one hour reading time per chapter. Chapters are to be read **before** class.
- (3) Average of three to four hours per week for homework assignments (problems and project), and
- (4) Study time for each exam – there are three exams.

TENTATIVE COURSE OUTLINE: See Below “Tentative Class Schedule” – Chapters referenced are similar in both the book and the workbook. At the end of each chapter in the workbook are review questions which must be answered in advance of class and will be discussed in class. We will be taking a 10 to 15 minute break mid-way during class and as needed. The dates for exams and due dates for assignments/projects will not be altered but depending on class discussions and student needs some flexibility may be needed for course content presentation.

REAL ESTATE VALUATION - RE 333-1001 – SPRING 2016

Tentative Class Schedule

CLASS DATE	CHAPTER	TOPIC/TITLE
January 26	1 – 3	Introduction to Course – Discuss Syllabus and Course Materials Chapter 1 – Introduction to Appraisal Chapter 2 – Land, Real Estate and Ownership of Real Property Chapter 3 – The Nature of Value Assign Student Teaching Topic Present the Debate Question
February 2	4 - 8	Chapter 4 – The Valuation Process Chapter 5 – Elements of the Assignment Chapter 6 – Identifying the Type of Value and its Definition Chapter 7 – Identifying the Rights to be Appraised Chapter 8 – Scope of Work
February 9	9 - 11	Chapter 9 – Data Collection Chapter 10 – Economic Trends in Real Estate and Capital Markets Chapter 11 – Neighborhoods, Districts and Market Areas
February 16	12, 13 and 15	Chapter 12 – Land and Site Description Chapter 13 – Building Description Chapter 15 – Market Analysis
February 23	TEST #1	First Half of Class – The Great Debate and Review for Test #1 Second Half of Class - Test #1 – Chapters 1 – 13 and 15
March 1	16	Discuss and Review Test # 1 Chapter 16 – Highest and Best Use Analysis Assign Highest and Best Use Project
March 8	17	Chapter 17 – Land and Site Valuation Discuss Highest and Best Use Project – In class work time with questions/answers Hand out Walking Tour Project Assignment
March 15	27 and 28	Chapter 27 – The Cost Approach Chapter 28 – Building Cost Estimates Turn in HBU Project Assignment
March 22	NO CLASS	SPRING BREAK
March 29	18 – 20	Chapter 18 – The Sales Comparison Approach Chapter 19 – Comparative Analysis Chapter 20 – Applications of the Sales Comparison Approach
April 5	TEST #2	First Half of Class – Discuss and Review HBU Project and Review for Test# 2 Second Half of Class – Test #2 – Chapters 16 – 20 and 27 - 28
April 12	21 – 23	Discuss and Review Test #2 Chapter 21 – The Income Capitalization Approach Chapter 22 – Income and Expense Analysis Chapter 23 – Direct Capitalization

April 19	24 – 26 and 30	Chapter 24 – Yield Capitalization Chapter 25 – Discounted Cash Flow Analysis and Investment Analysis Chapter 26 – Applications of the Income Approach Chapter 30 – Reconciling Value Indications
April 26	31 – 35	Chapter 31 – The Appraisal Report Chapter 32 – Appraisal Review Chapter 33 – Consulting Chapter 34 – Valuation for Financial Reporting Chapter 35 – Valuation of Real Property/Related Personal Property or Intangible Property Turn in Walking Tour Assignment and Discuss
May 3	Last Class Date	First Half of Class – Student Teaching Assignment Presentations Second Half of Class – Review for Final Exam #3 – Chapters 21– 26 and 30 – 35 and comprehensive questions from entire semester
May 10	FINAL EXAM	TIMETBD

UNLV Policies

Academic Misconduct—Academic integrity is a legitimate concern for every member of the campus community; all share in upholding the fundamental values of honesty, trust, respect, fairness, responsibility and professionalism. By choosing to join the UNLV community, students accept the expectations of the Student Academic Misconduct Policy and are encouraged when faced with choices to always take the ethical path. Students enrolling in UNLV assume the obligation to conduct themselves in a manner compatible with UNLV’s function as an educational institution.

An example of academic misconduct is plagiarism. Plagiarism is using the words or ideas of another, from the Internet or any source, without proper citation of the sources. See the *Student Academic Misconduct Policy* (approved December 9, 2005) located at: <https://www.unlv.edu/studentconduct/student-conduct>.

Copyright—The University requires all members of the University Community to familiarize themselves **with** and to follow copyright and fair use requirements. **You are individually and solely responsible for violations of copyright and fair use laws. The university will neither protect nor defend you nor assume any responsibility for employee or student violations of fair use laws.** Violations of copyright laws could subject you to federal and state civil penalties and criminal liability, as well as disciplinary action under University policies. Additional information can be found at: <http://www.unlv.edu/provost/copyright>.

Disability Resource Center (DRC)—The UNLV Disability Resource Center (SSC-A 143, <http://drc.unlv.edu/>, 702-895-0866) provides resources for students with disabilities. If you feel that you have a disability, please make an appointment with a Disabilities Specialist at the DRC to discuss what options may be available to you. If you are registered with the UNLV Disability Resource Center, bring your Academic Accommodation Plan from the DRC to the instructor during office hours so that you may work together to develop strategies for implementing the accommodations to meet both your needs and the requirements of the course. Any information you provide is private and will be treated as such. To maintain the confidentiality of your request, please do not approach the instructor in front of others to discuss your accommodation needs.

Religious Holidays Policy—Any student missing class quizzes, examinations, or any other class or lab work because of observance of religious holidays shall be given an opportunity during that semester to make up missed work. The make-up will apply to the religious holiday absence only. It shall be the responsibility of the student to notify the instructor **within** the first 14 calendar days of the course for fall and spring courses (excepting modular courses), or **within** the first 7 calendar days of the course for summer and modular courses, of his or her intention to participate in religious holidays which do not fall on state holidays or periods of class recess. For additional information, please visit: <http://catalog.unlv.edu/content.php?catoid=6&navoid=531>.

Transparency in Learning and Teaching—The University encourages application of the transparency method of constructing assignments for student success. Please see these two links for further information:

<https://www.unlv.edu/provost/teachingandlearning>
<https://www.unlv.edu/provost/transparency>

Incomplete Grades—The grade of I—Incomplete—can be granted when a student has satisfactorily completed three-fourths of course work for that semester/session but for reason(s) beyond the student’s control, and acceptable to the instructor, cannot complete the last part of the course, and the instructor believes that the student can finish the course without repeating it. The incomplete work must be made up before the end of the following regular semester for undergraduate courses. Graduate students receiving “I” grades in 500-, 600-, or 700-level courses have up to one calendar year to complete the work, at the discretion of the instructor. If course requirements are not completed within the time indicated, a grade of F will be recorded and the GPA will be adjusted accordingly. Students who are fulfilling an Incomplete do not register for the course but make individual arrangements with the instructor who assigned the I grade.

Library—Students may consult with a librarian on research needs. For this class, the subject librarian is https://www.library.unlv.edu/contact/librarians_by_subject. UNLV Libraries provides resources to support students' access to information. Discovery, access, and use of information are vital skills for academic work and for successful post-college life. Access library resources and ask questions at <https://www.library.unlv.edu/>.

Tutoring and Coaching—The Academic Success Center (ASC) provides tutoring, academic success coaching and other academic assistance for all UNLV undergraduate students. For information regarding tutoring subjects, tutoring times, and other ASC programs and services, visit <http://www.unlv.edu/asc> or call 702-895-3177. The ASC building is located across from the Student Services Complex (SSC). Academic success coaching is located on the second floor of the SSC (ASC Coaching Spot). Drop-in tutoring is located on the second floor of the Lied Library and College of Engineering TEB second floor.

UNLV Writing Center—One-on-one or small group assistance with writing is available free of charge to UNLV students at the Writing Center, located in CDC-3-301. Although walk-in consultations are sometimes available, students with appointments will receive priority assistance. Appointments may be made in person or by calling 702-895-3908. The student's Rebel ID Card, a copy of the assignment (if possible), and two copies of any writing to be reviewed are requested for the consultation. More information can be found at: <http://writingcenter.unlv.edu/>.

Rebelmail—By policy, faculty and staff should e-mail students' Rebelmail accounts only. Rebelmail is UNLV's official e-mail system for students. It is one of the primary ways students receive official university communication such as information about deadlines, major campus events, and announcements. All UNLV students receive a Rebelmail account after they have been admitted to the university. Students' e-mail prefixes are listed on class rosters. The suffix is always @unlv.nevada.edu. **Emailing within WebCampus is acceptable.**

Final Examinations—The University requires that final exams given at the end of a course occur at the time and on the day specified in the final exam schedule. See the schedule at: <http://www.unlv.edu/registrar/calendars>.