## COX 4131 REAL ESTATES MANAGEMENT (3 CU)

**Course Description:**

The course introduces students to real estate markets, decisions and legal and regulatory determinants of real estates value. Other issues covered here include; real estates market research, residential mortgage types and borrower decision, sources of funding for residential mortgages, financing and investing in commercial real estate.

**Objectives and Aims:**

The course will help students to learn;

* Nature of real estate and real estate markets
* Real estate valuations using sales comparison and cost approaches
* Sources of funding for residential mortgages
* Financing and investing in commercial real estates.

**Learning Outcomes:**

At the end of the course, students should be able to;

* Describe the nature and valuation of real estates
* Discuss sources of financing and investing in real estates
* Describe various types of commercial mortgages.

**Intellectual, Practical and Transferable Skills**

* Problem solving, Analytical skills, Teamwork, Communications skills

**Teaching and Learning Pattern**

* Lecture method, Case studies, Keynote lectures, Student-led seminar presentations

**Course content**

The topics will include Introduction to real estate, nature of real estate and real estate markets, value and real estate decisions, legal and regulatory determinants of value, legal foundations of value, conveying real property interests, government controls and real estate markets, forecasting ownership benefits and value: Market research, valuation using the sales comparison and cost approaches, valuation using income approach, financing home ownership, real estate finance: the laws and contracts, residential mortgage types and borrower decisions, sources of funding for residential mortgages, brokering and closing the transaction, listing contracts, the effects of time and risk on value, mortgage calculations and decisions, financing and investing in commercial real estate, commercial mortgage types and decision, creating and maintaining value.

**Assessment Method**

The assessment method is structured to include coursework and final examination. Coursework consists of assignments, presentations and tests.

Course work assessment 30%

Final Examination 70%

100%

The minimum cumulative mark required to pass is 50%, is required to pass this unit. This includes course work and final examination. Each course in the programme is allowed a maximum of three hours for final examination.

**References**

1. David C. Ling and Wayne Archer (2007) *Real Estate Principles*. 2nd Edition. Athens, Greece, McGraw Hill Publishing.
2. William B. Brueggeman and Jeffrey Fisher (2007) *Real Estate Finance and Investments*. 13th Edition. Athens, Greece, McGraw Hill Publishing.