



CM 3310: REAL ESTATE DEVELOPMENT PRACTICES Spring 2020

Instructor: Michael N. Collins, Adjunct

Course Website: <http://d2l.kennesaw.edu>

Class Location: Architecture - 173

Course Communications: mcolli64@kennesaw.edu

All course related communication should be directed through D2L

Class Meeting time: Tuesday, 8:00 pm – 9:40 pm, Thursday, 8:00 pm – 9:40 pm

Required Text/ISBN Number: Real Estate Principles; 11th edition; Charles Floyd & Marcus Allen ISBN-9781475421736 or eBook ISBN 9781475421743

COURSE SYLLABUS

The intent of the syllabus is to provide the students with information on the course content, required learning outcomes, grading policy, course policies, and Kennesaw State University student policies and resources. This syllabus also includes the tentative topical outline and schedule. Each student is expected to abide by the stated policies.

Course Catalog Description:

Students in this course will study the fundamentals of real estate development process. The roles and responsibilities of the private and the public sector professionals and other partners involved in the process will be investigated along with the development constraints such as land use controls, physical, environmental and off-site constraints. Students will also learn the fundamentals of property, asset, and portfolio management.

Student Learning Outcomes covered in this course:

SLO 12 - Understand different methods of project delivery and the roles and responsibilities of all constituencies involved in the design and construction process.

Course Learning Outcomes:

Upon completion of the course the student will have the ability to:

CLO 1 - Define, describe, and illustrate the stages of development process that are essential to delivering a successful real estate development project.

CLO 2 - Identify and describe the role of critical team members in the development process.

CLO 3 - Describe and illustrate tools of generating ideas and site selection.

CLO 4 – Perform site selection and analysis.

Purpose of this course:

All courses in the Construction Management program contribute to the body of knowledge required to complete the Capstone project necessary for graduation. Each course in the Construction Management program provides the student with an opportunity to attain knowledge, skills, and abilities in one or more of the 20 Student Learning Outcomes (SLO) set forth by the American Council for Construction Education (ACCE). The student's level of achievement of SLO is measured through one or more Course Learning Outcomes (CLO). The mapping of CLOs with SLOs for the course is shown in the table below followed by the table that presents the mapping of CLO with assessment tools.

Mapping of CLO with SLO

SLO	CLO 1	CLO 2	CLO 3	CLO 4
SLO 12	X	X	X	X

Mapping of Assessment with CLO

Assessment	CLO 1	CLO 2	CLO 3	CLO 4
Homework 3			X	
Homework 4	X			
Homework 5		X		
Site Selection Project				X

COURSE POLICIES

Course Format

- Lecture – Specific text readings and cases will be assigned for each class period. Class will be conducted in a lecture format and it is expected that each assignment will be read prior to class and you will be ready to discuss the material in class.
- Assignments – prior to each exam the student will turn in a homework assignment in form of a write up. The instructor will provide the topics for each assignment.
- Quizzes, and Final Exam.
- Attendance and participation is required. Attendance will be taken.

Policy on Attendance

Students are expected to attend each class and students are expected to come to each class with their assignments completed. Students who must miss a class are responsible for obtaining all assignments, lecture notes, handouts, and announcements discussed in class from a classmate.

Policy on Disruptive Classroom Behavior

This course will be conducted in a professional manner. Unprofessional behavior of any form in the classroom will not be tolerated. Students can be withdrawn at the discretion of the instructor for unacceptable behavior. Additionally, a portion of the final grade is attributed to class contribution. This grade made at the instructor discretion, is based on attendance and attitude during class. Please disable all cell phones and pagers during class time. The use of lap top computers should be limited to class relevant information.

Make-up Examination Policy

A make-up exam will be given if the student has a reasonable, verifiable excuse. However, students should not expect to take more than one make-up exam. The make-up exam must be completed before the end of the week in which the original exam was scheduled. Once a student has taken an exam, a make-up exam cannot be given.

Policy on Handing in Assignments Late

Six homework assignments will be made during the semester. A homework assignment handed in late will be graded with F. Absence from class is not a valid excuse for handing in homework assignments late.

Withdrawing

It is the student's responsibility to complete the course or withdraw from the course in accordance with University regulations. Students are strongly encouraged to verify their grade status before dropping a course after the first withdrawal date. A student who drops a course after the first withdrawal date may receive an "F" in the course if the student is failing at the time the course is dropped.

Evaluation & Grading

Generally, the grading scale used by the Instructor can be:

90 – 100%	= A
80 – 89%	= B
70 – 79%	= C
Below 60%	= F

The instructor can apply a "curve" which could lower these ranges.

	<u>Percent</u>
Quizzes	25%
Final Exam	20%
Homework Assignments	25%
Labs	10%
Project	20%
Total	100%

**UNIVERSITY POLICIES:
Statement of Student Rights and Responsibilities
KSU Student Code of Conduct**

Plagiarism and Cheating:

No student shall receive, attempt to receive, knowingly give or attempt to give unauthorized assistance in the preparation of any work required to be submitted for credit (including examinations, laboratory reports, essays, themes, term papers, etc.). Unless specifically authorized, the presence and/or use of electronic devices during an examination, quiz, or other class assignment is considered cheating. Engaging in any behavior which a professor prohibits as academic misconduct in the syllabus or in class discussion is cheating. When direct quotations are used, they should be indicated, and when the ideas, theories, data, figures, graphs, programs, electronic based information or illustrations of someone other than the student are incorporated into a paper or used in a project, they should be duly acknowledged. No student may submit the same, or substantially the same, paper or other assignment for credit in more than one class without the prior permission of the current professor(s).

University Policy on Academic Misconduct: Academic honesty and integrity are fundamental values of the University community. Students should be sure that they understand the KSU Student Academic Integrity Policy at http://kennesaw.edu/handbooks/faculty/section2_13.php

University Policy on Accommodating Students with Disabilities:

Students requesting accommodation for disabilities must first register with the Office of Disabled Student Support Services at http://www.kennesaw.edu/stu_dev/dsss/dsss.html. The Office of Disabled Student Support Services will provide documentation to the student who must then provide this documentation to the instructor when requesting accommodation. You must submit this documentation prior to submitting assignments or taking the quizzes or exams. Accommodations are not retroactive, therefore, students should contact the office as soon as possible in the term for which they are seeking accommodations. **Netiquette: Communication Courtesy: All members of the class are expected to follow rules of common courtesy in all email messages, threaded discussions and chats. <http://teach.ufl.edu/docs/NetiquetteGuideforOnlineCourses.pdf>

Electronic Recording & Social Media Policy

Electronic recording performed without the consent of the people being recorded chills the free exchange of ideas. Academic freedom, free inquiry, and freedom of expression should not be limited by the fear that one's brainstorming, polemic discourse, speculative inquiry, or any other kind of expressed curiosity made within the space of a university classroom will be made public without one's consent. This fear is unacceptable regardless of whether one is in an online, hybrid, or face-to-face classroom setting. Accordingly, no person shall electronically record any class discussion without the written permission of the instructor. No person shall publish online or elsewhere any electronic recording of a class discussion without the written permission of the instructor and any other persons who were recorded. This policy is not intended to discourage electronic recording in the classroom or the use of social media when such actions are performed with the written consent of the instructor and any other persons who were/will be recorded. Faculty accommodate all reasonable requests to electronically record a class discussion; these requests must be documented by the Disabled Student Support Services available at: http://www.kennesaw.edu/stu_dev/dsss/prospect.shtml

GETTING HELP

For issues with technical difficulties, please contact the Student Helpdesk:

1. Fill out a service form <http://uits.kennesaw.edu/support/formselect.php?s=tech>
2. Email: studenthelpdesk@kennesaw.edu
3. Call: 770-499-3555

Getting Started With Technology Services <http://uits.kennesaw.edu/>

Any requests for make-ups due to technical issues MUST be accompanied by the ticket number received from ITS when the problem was reported to them. The ticket number will document the time and date of the problem. You MUST e-mail your instructor within 24 hours of the technical difficulty if you wish to request a make-up.

Additional Technology Resources

1. Student Service Desk and Help Center studenthelpdesk@kennesaw.edu

2. Browser Checker https://usg.desire2learn.com/d2l/tools/system_check/systemcheck.asp?ou=6606
3. USG Desire2Learn Help Center <https://d2lhelp.view.usg.edu/>
4. D2L Training Options & Resources for Students <https://web.kennesaw.edu/acs/pages/desire2learn/student-resources-d2l>
5. Computertrain Online Courses <http://www.kennesaw.edu/dlc/FacultyResources/>
6. ITS Documentation Center http://uits.kennesaw.edu/docs/netaccess/guides/windows7_wifi_instructions.pdf
7. Check Service Outages <http://status.usg.edu/>
8. Maintenance Schedule <https://usg.desire2learn.com>

Academic Resources

1. Academic Tutoring Services http://www.kennesaw.edu/stu_dev/alp/academic.shtml
2. Disability Resources http://www.kennesaw.edu/stu_dev/dsss/dsss.html
3. ESL Study and Tutorial Center <http://www.kennesaw.edu/us/programs/esl.php>
4. Library <http://www.kennesaw.edu/library/>
5. Supplemental Instruction <http://www.kennesaw.edu/us/programs/si.php>
6. The Writing Center <http://www.kennesaw.edu/writingcenter/index.php>
7. Math Lab <http://mathlab.kennesaw.edu/>
8. The KSU Writing Center helps students in all majors improve their writing. Experienced, friendly writing assistants help with topic development, revision, research, documentation, grammar, and more. For more information or to make an appointment, visit writingcenter.kennesaw.edu or stop by English Building, Room 242 (Kennesaw campus) or Building A, Room 184 (Marietta campus)

Student Support and Wellness Resources

1. Career Services Center <https://careerctr.kennesaw.edu/>
2. Counseling and Psychological Services <http://sss.kennesaw.edu/cps/>
3. Center for Health, Promotion and Wellness http://www.kennesaw.edu/col_hhs/wellness/
4. Student Health Clinic <http://studenthealth.kennesawstateauxiliary.com/>

KSU desires to resolve student grievances, complaints and concerns in an expeditious, fair and amicable manner. The Complaints and Appeals Page was developed to assist current and prospective students in submitting complaints and appeals and to direct them to the most effective venue for accurate information and resolution. The resources on the page will direct students to the specific venue to appropriately address related student complaint.

http://www.kennesaw.edu/complaints_appeals.shtml

Complaints for online students are resolved following the same general procedures for students who attend classes on campus. However, for any process that requires that a student appear in person, the university may make other arrangements. For processes that cannot be completed via telephone, e-mail, or written correspondence, the university may set up a two way Video conference site in place of a meeting on the KSU campus.

Date	Subject of Lecture	Assignments Due	Lecture	Required Readings
01/07/2020 T	Class Administration, Introduction			
01/09/2020 TH	Why Study Real Estate			REP Ch. 1
01/14/2020 T	Property Rights and Legal Description			REP Ch. 2
01/16/2020 TH	Private Restrictions on Ownership			REP Ch. 3
01/21/2020 T	Public Restrictions on Ownership			REP Ch. 4
01/23/2020 TH	Deeds and Title Examinations			REP Ch. 5
01/28/2020 T	Contracts and Title Closings	Homework 1		REP Ch. 6
01/30/2020 TH	Real Estate Leases			REP Ch. 7
02/04/2020 T	Quiz 1			

02/06/2020 TH	Real Estate Brokerage			REP Ch. 8
02/11/2020 T	Real Estate Appraisal	Homework 2		REP Ch. 9
02/13/2020 TH	Property and Asset Management			REP Ch. 10
02/18/2020 T	Quiz 2			
02/20/2020 TH	Residential Land Uses			REP Ch. 11
02/25/2020 T	Commercial and Industrial Land Uses			REP Ch. 12
02/27/2020 TH	Understanding Market Dynamics	Homework 3		REP Ch. 13
03/03/2020 T	Urban and Regional Economics			REP Ch. 14
03/05/2020 TH	Home Purchase Decisions			REP Ch. 15
03/10/2020 T	Resources for Real Estate Analysts			
03/12/2020 TH	Residential & Commercial Property Financing	Homework 4		REP Ch. 16
03/17/2020 T	Site Selection & Analysis			
03/19/2020 TH	Site Selection & Analysis			
03/20/2020 TH	Quiz 3			
	<i>Finance & Investment</i>			Chapters 17 - 19
03/24/2020 T	Risk, Return and The Value of Money			
03/26/2020 TH	Mortgage Mechanics	Homework 5		
	SPRING BREAK			
04/07/2020 T	Analyzing Income Producing Properties			
04/09/2020 TH	Quiz 4			
04/14/2020 T	Multi Family Development	Site Selection Draft		
04/16/2020TH	Realtors' Code of Ethics	Homework 6		
04/21/2020 T	Course Summary and Exam Preparation	Final project		
04/23/2020 TH	Final Exam			

STUDENT LEARNING OUTCOMES

Upon graduation from an accredited ACCE 4-year program a graduate shall be able to:

ACCE SLO	TARGET
SLO 1 – Create written communications appropriate to the construction discipline.	
SLO 2 – Create oral presentations appropriate to the construction discipline.	
SLO 3 – Create a construction project safety plan.	
SLO 4 – Create construction project cost estimates.	
SLO 5 – Create construction project schedules.	
SLO 6 – Analyze professional decisions based on ethical principles.	
SLO 7 – Analyze construction documents for planning and management of construction processes.	
SLO 8 – Analyze methods, materials, and equipment used to construct projects.	
SLO 9 – Apply construction management skills as a member of a multi-disciplinary team.	
SLO 10 – Apply electronic-based technology to manage the construction process.	

SLO 11 – Apply basic surveying techniques for construction layout and control.	
SLO 12 – Understand different methods of project delivery and the roles and responsibilities of all constituencies involved in the design and construction process.	75% of students will receive a score of 75% or greater in the course.
SLO 13 – Understand construction risk management.	
SLO 14 – Understand construction accounting and cost control.	
SLO 15 – Understand construction quality assurance and control.	
SLO 16 – Understand construction project control processes.	
SLO 17 – Understand the legal implications of contract, common, and regulatory law to manage a construction project.	
SLO 18 – Understand the basic principles of sustainable construction.	
SLO 19 – Understand the basic principles of structural behavior.	
SLO 20 – Understand the basic principles of mechanical, electrical and piping systems.	