



Course Specifications

Course Title:	Real Estate Principles
Course Code:	FIN340
Program:	B.Sc. in Finance
Department:	Finance
College:	College of Business Administration
Institution:	Prince Sultan University

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A. Course Identification

1. Credit hours: 3 hours
2. Course type a. University <input type="checkbox"/> College <input type="checkbox"/> Department <input checked="" type="checkbox"/> Others <input type="checkbox"/> b. Required <input checked="" type="checkbox"/> Elective <input type="checkbox"/>
3. Level/year at which this course is offered: Undergraduate/ Year 3
4. Pre-requisites for this course (if any): FIN301 – Principles of Finance
5. Co-requisites for this course (if any): -

6. Mode of Instruction (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
1	Traditional classroom	45	100
2	Blended		
3	E-learning		
4	Correspondence		
5	Other		

7. Actual Learning Hours (based on academic semester)

No	Activity	Learning Hours
Contact Hours		
1	Lecture	43
2	Laboratory/Studio	
3	Tutorial	
4	Others (specify) - exams	2
	Total	45
Other Learning Hours*		
1	Study	45
2	Assignments	
3	Library	
4	Projects/Research Essays/Theses	15
5	Others (specify)	
	Total	60

* The length of time that a learner takes to complete learning activities that lead to achievement of course learning outcomes, such as study time, homework assignments, projects, preparing presentations, library times

B. Course Objectives and Learning Outcomes

1. Course Description

This course aims to develop an understanding of the many decisions involved in real estate activities. The course covers topics ranging from the concepts of real estate including terminologies, legal concepts, ownerships and rights of parties involved in real estate, real estate appraisal and valuation, financing of real estate for both residential and non-residential properties.

2. Course Main Objective

Upon completion of this course, the student will be able to:

- explain the tools and terminologies/concepts frequently used in real estate market
- apply the suitable appraisal methods to estimate the market value of properties
- differentiate between mortgage financing for residential and commercial properties

3. Course Learning Outcomes

CLOs		Aligned-PLOs
1	Knowledge:	
1.1	Recognize fundamentals of real estate legal concepts, appraisal, financing and investment.	PLO1
1.2	Differentiate between mortgage financing for residential and commercial properties	PLO1 & PLO2
2	Skills :	
2.1	Interpret risks involved in real estate financing and investment.	PLO2 & PLO3b
2.2	Ability to solve problems related to real estate appraisal and financing.	PLO2 & PLO3b
3	Competence:	
3.1	Ability to communicate effectively through written work and oral presentation.	PLO3a, PLO4a & PLO4b
3.2	Ability to collect and interpret data related to real estate market.	PLO5

C. Course Content

No	List of Topics	Contact Hours
1	Overview of the course & Introduction to real estate	3
2	Legal Concepts, Property Rights and Estates - Rights and interests in land - Conveying real property interests	9
3	Market Valuation and Appraisal - Valuation: sales comparison and cost approach - Valuation: income approach	9
4	Financing: Notes and mortgages	3
5	The Interest Factor in Financing	3
6	Residential Mortgage types and decision	6
7	Non-residential mortgage types and decisions	6
8	Investment decisions: Ratios analysis	3
9	Presentation and course review	3
Total		45

D. Teaching and Assessment

1. Alignment of Course Learning Outcomes with Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Teaching Strategies	Assessment Methods
1.0	Knowledge		
1.1	Recognize fundamentals of real estate legal concepts, appraisal, financing and investment.	Lectures & Theoretical Discussions	Exams and class activities
1.2	Differentiate between mortgage financing for residential and commercial properties	Lectures & Theoretical Discussions	Exams and class activities
2.0	Skills		
2.1	Interpret risks involved in real estate financing and investment.	Lecture, discussion, problem solving, and assignment	Exams and class activities
2.2	Ability to solve problems related to real estate appraisal and financing.	Lecture, discussion, problem solving, and assignment	Exams and class activities
3.0	Competence		
3.1	Ability to communicate effectively through written work and oral presentation.	Problem solving	Project
3.2	Ability to collect and interpret data related to real estate market.	Problem solving	Project

2. Assessment Tasks for Students

#	Assessment task*	Week Due	Percentage of Total Assessment Score
1	Class Activities (including on-line)	Throughout semester	12%
2	Exams	Major 1 – week 5 (18 th February 2020) Major 2 – week 10 (24 th March 2020)	16% 20%
3	Project	Week 13	12%
4	Final exam	16 th May 2020	40%

*Assessment task (i.e., written test, oral test, oral presentation, group project, essay, etc.)

E. Student Academic Counseling and Support

Arrangements for availability of faculty and teaching staff for individual student consultations and academic advice :

Sunday, Tuesday & Thursday (11am), Monday & Wednesday (9 am)

F. Learning Resources and Facilities

1. Learning Resources

Required Textbooks	David C. Ling, Wayne R. Archer, Real Estate Principles, A Value Approach. 5 th edition (2017) McGraw, Hill, Irwin, Publisher
Essential References Materials	<ul style="list-style-type: none"> - Flloyd, C. and Allen, M., Real Estate Principles. 11th Edition (2015). Dearborn - Brueggeman, W. and Fisher, J., Real Estate Finance and Investments. 13th edition (2008). McGraw-Hill.
Electronic Materials	Moodle, Aqar application, Souq al-Mal web site, http://www.arabianbusiness.com ; www.google.com/finance ; www.cnbc.com ; tadawul.com.sa; finance.yahoo.com; www.investopedia.com
Other Learning Materials	Property market reports by Jones Lang la Salle, Knight Frank, EY & others

2. Facilities Required

Item	Resources
Accommodation (Classrooms, laboratories, demonstration rooms/labs, etc.)	Enough space and seats to accommodate students.
Technology Resources (AV, data show, Smart Board, software, etc.)	AV, Smart board, Microsoft office and internet connection.
Other Resources (Specify, e.g. if specific laboratory equipment is required, list requirements or attach a list)	

G. Course Quality Evaluation

Evaluation Areas/Issues	Evaluators	Evaluation Methods
Effectiveness of teaching and assessment	Associate Chair	Class observation – direct method
Effectiveness of teaching and assessment	Students	Course evaluation
Extent of achievement of course learning outcomes	Students	Course exit survey – indirect method
Quality of final exam papers	Peer reviewer	Moderation of exam papers

Evaluation areas (e.g., Effectiveness of teaching and assessment, Extent of achievement of course learning outcomes, Quality of learning resources, etc.)

Evaluators (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify))

Assessment Methods (Direct, Indirect)

H. Specification Approval Data

Council / Committee	<i>Ayphasaw</i>
Reference No.	AY19/20 – 5 – 192/1
Date	26/3/2020