



Course Specifications

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|----------------------|---|
| 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

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|--|
| 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 | Distance learning | | |
| 5 | Other | | |

7. Contact Hours (based on academic semester)

| No | Activity | Contact Hours |
|----|-------------------------|---------------|
| 1 | Lecture | 43 |
| 2 | Laboratory/Studio | |
| 3 | Tutorial | |
| 4 | Others (specify) - exam | 2 |
| | Total | 45 |

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 and Understanding | |



| CLOs | | Aligned-PLOs |
|----------|--|----------------------|
| 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 & PLO5b |
| 2.2 | Ability to solve problems related to real estate appraisal and financing. | PLO2 & PLO5b |
| 2.3 | Ability to collect and interpret data related to real estate market. | PLO3 |
| 3 | Values: | |
| 3.1 | Ability to communicate effectively through written work and oral presentation. | PLO4a, PLO4b & PLO5a |

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 |



| Code | Course Learning Outcomes | Teaching Strategies | Assessment Methods |
|------------|--|--|----------------------------|
| 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 |
| 2.3 | Ability to collect and interpret data related to real estate market. | Problem solving | Project |
| 3.0 | Values | | |
| 3.1 | Ability to communicate effectively through written work and oral presentation. | Problem solving | Project |

2. Assessment Tasks for Students

| # | Assessment task* | Week Due | Percentage of Total Assessment Score |
|---|-------------------------------------|-----------------------------|--------------------------------------|
| 1 | Quizzes (online) | Week 4 Week 8 Week 10 | 5% 5% 5% |
| 2 | Exam | Week 6 | 20% |
| 3 | Project – written - Presentation | Week 12 Week 12 | 10% 5% |
| 4 | Class Activities & Participations | Throughout semester | 5% |
| 5 | Individual assignment | Week 14 | 5% |
| 6 | Final exam | Exam week | 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 (9am & 11am) and at other time by appointment.

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 | - Flloyd, C. and Allen, M., Real Estate Principles. 11 th Edition (2015). Dearborn |



| | |
|---------------------------------|---|
| | - Brueggeman, W. and Fisher, J., Real Estate Finance and Investments. 13 th 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. Property construction costs report. |

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, Google meet 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 | |
| Reference No. | |
| Date | |

