

CP 4610
INTRODUCTION TO REAL ESTATE

Time: Thursdays (4:00 - 7:30)

Location: Cherry Emerson - Room 320

Instructor: Edrick Harris

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Course Description:

CP 4610 is an introductory look at the process and principles of real estate. The course will explore "language" of real estate as well as real world examples and case studies that display the fundamentals of real estate. Topics will include: Real estate market analysis, legal framework, services, transactions, investment analysis, and development.

Textbook and Reading:

Required Text: *Real Estate Principles: Charles Floyd and Marcus T. Allen, 9th Edition.*

1. There will be three (3) in class exams.

Exam material will be derived from class lectures and reading assignments from text book. Exams will be cumulative.

2. Class Participation, Quizzes, and Case Studies/Weekly Real Estate Article Review

Cases and articles discussion will be used to introduce and explore many of the concepts introduced in the class. Students will be expected to have reviewed the cases and articles prior to class. Thoughtful contributions will enhance the learning process. Random quizzes will be given to test the understanding of course material.

3. Assignments

Various assignments will be given including end of chapter questions and development site visits. Summaries will be written from the sites indicating how they relate to the weekly discussion topics.

4. Guest Speakers and Presentations

Industry professionals will give presentations on their specific roles and job functions as it relates to real estate including city planning, market analysis/appraisals, finance, and general development management.

5. Grading

- Assignments/Case Studies/Class Participation- 10%
- Exams- 70%
- Final Project- 20%