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| COURSE: | Finance 453 |
| INSTRUCTOR: | Dr. Bennie D. Waller |
| OFFICE: | Hiner Building, Room 106 |
| PHONE: | (434) 395-2046 |
| EMAILS: | wallerbd@longwood.edu |
| OFFICE HOURS: | By appointment |

Basic Course Information

LONGWOOD UNIVERSITY COURSE DESCRIPTION:

Principles of ownership and transfer of real property interests; buying, selling, or leasing residential or investment real estate; and legal, economic, financial, and appraisal aspects of the subject matter.

PREREQUISITES: Fina350 – Principles of Finance or instructor permission

REQUIREMENTS:

Financial calculator: The *Texas Instruments BA II PLUS calculator* is recommended and is the calculator used in lectures. An equivalent financial calculator is acceptable, but it is your responsibility to know how to use it. Learn to use your calculator and always have it available for class.

Textbook: *Real Estate Principles*, 11th edition by Charles F. Floyd and Marcus T. Allen, Dearborn publishing.

CURRENT EVENTS: The student is expected to keep abreast of the current economic and financial events related to the course material. Sources include finance.yahoo.com, the *Wall Street Journal*, and CNBC financial news.

QUIZZES/EXAMS: Quizzes and exams are an integral part of this course assignments. These are individual assignments, and the Honor Code applies. All assignments have specific due dates/times, but may be completed prior to the deadline. No makeups are permitted and no quizzes will be reset due to technological or internet issues. Students are encouraged to close other programs and not to wait to the last minute to do assignments. Practice assignments are will be provided to reiterate the lecture material and help to prepare students for the graded quizzes and exams. These practice assignments are not graded. Assignments are your responsibility. Ask questions when you need help.

Tentative Course Schedule

| Chapter | Topic |
|--------------------|--|
| Chapter 1: | Why Study Real Estate? |
| Chapter 2: | Property Rights and Legal Descriptions |
| Chapter 3: | Private Restrictions on Ownership |
| Chapter 4: | Public Restrictions on Ownership |
| Chapter 5: | Deeds and Title Examination |
| Chapter 6: | Contracts and Title Closings |
| | EXAM 1 |
| Chapter 7: | Real Estate Leases |
| Chapter 8: | Real Estate Brokerage |
| Chapter 9: | Real Estate Appraisal |
| Chapter 10: | Property and Asset Management |
| Chapter 11: | Residential Land Uses |
| Chapter 12: | Commercial and Industrial Land Uses |
| | EXAM 2 |
| Chapter 13: | Understanding Real Estate Market Dynamics |
| Chapter 14: | Urban and Regional Economics |
| Chapter 15: | Home Purchase Decisions |
| Chapter 16: | Residential and Commercial Property Financing |
| Chapter 17: | Risk, Return, and the Time Value of Money |
| Chapter 18: | Mortgage Mechanics |
| | FINAL EXAM |

* Schedule subject to change.

COURSE OBJECTIVES

Upon completion of this course, all students should be equipped to:

- ▶ Discuss the primary ways that real estate markets are different from the markets for other assets.
- ▶ Apply the sales comparison approach, the cost approach, and the income approach to value real estate properties.
- ▶ Develop multi-year net cash flow forecasts (pro forma).
- ▶ Calculate and interpret cash flow multipliers, profitability ratios, and financial ratios.
- ▶ Calculate the NPV and IRR on a proposed investment and determine the effect financial leverage has on expected returns and risk.
- ▶ Explain how income taxes affect discount rates, NPVs, and IRRs.

OVERVIEW OF COURSE FORMAT

A suggested approach for this class is as follows;

1. Students should attend all classes and be prepared to participate and ask relevant questions.
2. Students should listen to lectures. The power points on which the lecture is based will be provided so student can follow along and take notes.
3. The student should read the associated chapter in the textbook paying very close attention to the material that was focused on in both the live and recorded lecture.
4. Students should review and complete end of chapter problems in preparing for the graded quizzes and exam.
5. Students should take practice quizzes and carefully review any material which posed difficulty.
6. If there are questions that continues to pose difficulty, please contact the professor for assistance.
7. Students should take graded quiz. If there still exists uncertainties in the covered material, the student should review material and/or contact professor with questions.

STUDENT EVALUATION

Students will be evaluated on their performance on quizzes, examinations and project.

Grading scale:

| Numerical Grade | Letter Grade |
|-----------------|--------------|
| 90 and above | A |
| 80-90 | B |
| 70-80 | C |
| 60-70 | D |
| Below 60 | F |

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| Quizzes | 25% |
| Exams (3) | 75% |

COURSE POLICIES

Communication Policy: You will be required to check your Longwood University email on a daily basis (I do **NOT** use the CANVAS mail feature). Please use my Longwood email wallerbd@longwood.edu for all electronic communications. Emails will be sent to the class periodically

with additional course information and announcements. I will respond to emails within 24 hours (excluding weekends and holidays).

Communication Policy: Email will be the primary means of communication in this class. Students are expected to check your email at least once per day. Students may also contact me by calling my office phone during office hours.

Code of Conduct: It is important to recognize that the online classroom is in fact a classroom, and certain behaviors are expected when you communicate with both your peers and your instructors. These guidelines for online behavior and interaction are known as netiquette. In general, when communicating online “think before you write.” Treat instructors and students with respect, use clear and concise language, use correct spelling and grammar, and avoid slang and texting abbreviations. Keep your discussion board posts on topic, be respectful of others’ opinions, and when you disagree with someone express your differing opinion in a respectful, non-critical way. Be professional in your online communications. Finally, do not share your password with anyone, change your password if you think someone else might know it, and always logout when you are finished using the system.

Honor Code: Cheating in any form will not be tolerated in any form in the College of Business and Economics. If the instructor determines that a student has cheated on an assignment, the grade of “F” may be assigned for the entire course. “Cheating” is the use of unauthorized resources and/or the work of another including, but not limited to, homework, tests, papers, presentations, and exams. Unless specifically instructed otherwise, students are to assume that all coursework is to be the work of the individual student alone. If a student is unsure as to whether collaboration is permitted, the student should contact the professor in advance of performing the work.

Attendance Policy: You are expected to attend all classes, which means arriving on time and being prepared for class. Class attendance is not a substitute for reading the text. The college attendance policy provides the following penalties. The final grade may be lowered by one letter grade if more than 10% of classes are missed with absences in excess of 25% resulting in an automatic F.

MAKE-UP POLICY: There will be no make-ups allowed for any missed work.

Inclement Weather Policy: Please see www.longwood.edu for the latest announcements regarding whether classes and the university will be open or not due to bad weather.

ADDITIONAL RESOURCES

Disability Accommodation: A student who feels that s/he may require accommodations because of a learning disability should discuss this with the instructor in private and contact *The Office of Disability Resources* (<http://www.longwood.edu/disability/>).

Religious Accommodation: If an academic requirement conflicts with a student’s religious practices and/or observances, the student may request reasonable accommodations. The request must be in writing, and the instructor or supervisor will review the request. The student and the instructor may also seek assistance from the Dean of Students (<http://www.longwood.edu/dos/>)

Writing Center: All assignments (written or oral) in this course must adhere to the guidelines and standards for professional business and economics communication. For help with these guidelines, please refer to the resources available on the College of Business & Economics Student Guide for Oral and Written Communication which you can access at: <http://libguides.longwood.edu/CoBECComm>.

If a student wants help with writing, The Writing Center is very helpful.
(<http://www.longwood.edu/academicsuccess/15878.htm>).

Technology Help: If a student has technical issues (hardware/software/passwords) and needs assistance, please contact the Longwood Help Desk at 434-395-HELP (4357) or toll-free at 877-267-7883 or via email at helpdesk@longwood.edu. The Help Desk is open:

- Monday – Thursday: 7:45 am – 7:00 pm
- Friday: 7:45 am – 5:00 pm

Please note the Help Desk is NOT staffed when the University is officially closed.

Please visit their webpage (<http://www.longwood.edu/usersupport>) for additional information.

If you experience problems using Canvas, you may contact the Digital Education Collaborative (DEC). Check their webpage for hours and contact information -- <http://www.longwood.edu/dec/49339.htm>.

OTHER CLASS POLICIES AND INFORMATION

1. Technology often has a way of going wrong -- just at the wrong moment! Please plan ahead and don't leave assignments for the last minute. Remember there are not extensions or make-ups permitted. The [Online@Longwood technical support web page](#) includes some good information regarding having a back-up plan.
2. All assignments must be typed and submitted via the professor's Longwood email. No handwritten work will be accepted.
3. Let the instructor know as soon as possible if you have problems with material or assignments.
4. You are to assume that any and everything related to concept understanding will be asked on every exam.
5. This is a very analytical course with a significant amount of mathematics.
6. Minimize your concern for grades and maximize your concern for learning. The latter takes care of the former.
7. The instructors' evaluation processes concerning your work on exams, homework, and overall grade is **not open to debate**.