COURSE OUTLINE

B428 B Real Estate: Retail Finance and Financial Planning
B428 C Real Estate: Corporate Financial Management
Brigham Young University-Idaho
Summer Term 2005

Instructor: Philip A. Packer
Office: 290 Kimball Building
Phone: 496-1140 (o)
356-6535 (h)

Office Hours: By appointment only.


Objectives:

1. To examine the role of real estate in the larger context of business and society.

2. To acquaint the student with principles and practices which are used in the real estate business, including investing in and management of real estate.

3. To develop analytical skills in the application of real estate principles and practices to real estate investment and management situations.

4. To provide a frame of reference for the exercise of sound judgment in approaching real estate investment and management.

Prospective Course Outline:

<table>
<thead>
<tr>
<th>Date</th>
<th>Topics</th>
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<tbody>
<tr>
<td>August 11</td>
<td>Introduction to the course, roles in the real estate business, types of property, interests in real estate, easements, water rights</td>
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<td>August 12</td>
<td>Property descriptions, property taxes, adverse possession, eminent domain, recording system, condominiums, land use planning</td>
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<td>August 15</td>
<td>Brokerage, listing agreements, multiple listing services, Appraisal approaches, Begin real estate contracts-preliminary agreements</td>
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<td>August 16</td>
<td>Purchase and sale agreements, deeds, mortgages, escrows, closings</td>
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<td>August 17</td>
<td>Leases, landlord/tenant, income tax aspects, tax deferred exchanges, lending and borrowing</td>
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<td>August 18</td>
<td>Final exam—in class</td>
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*These are the major subject areas we plan on covering. The timing may vary as we proceed.
Grading: Your grade in this course will depend on the following:

1. **Tests**: It is anticipated that there will be one take-home essay test and one in-class essay test. Each test will consist of one or more real estate situations to be analyzed in light of the material covered in the reading and class discussion. It is anticipated that each test will be worth about 50 points or 25% of your grade. On the take-home exam, you may consult with classmates on your test responses, but your answers must be prepared and written by you alone. The final will not be a group effort.

2. **Exercises and Assignments**: There will be exercises, assignments and/or quizzes to be completed both inside and outside of class. The emphasis in these exercises is to build vocabulary, reinforce your study of real estate, gauge your understanding of principles and practice their application. The assessment of your activities in this area will constitute approximately 30% of your grade.

3. **Class Participation**: Class attendance and discussion are at the heart of success in this class. You may submit a statement of class participation (form to be provided) indicating that you said something constructive in class. The date and subject of each in-class response used to fulfill this requirement must be noted. This statement must be submitted at the end of the Course. Your class participation will comprise about 20% of your grade.

**Important Points:**

1. The emphasis in this course will be on material presented and discussed in class; therefore, attendance and participation is very important.

2. Standards established by BYU-I regarding conduct and appearance will apply to each student.

3. As a general rule missed assignments, exercises, take home tests, projects/papers, statements, etc. may not be "made up." Late submissions will either be rejected or accepted at a reduced score. If you must miss assignments due to a BYU-I related activity, you must provide a written explanation.

4. If you have a diagnosed disability or believe you have a disability that may require reasonable accommodation on the part of BYU-I, please call 1-800-we-care to make an appointment with the Red Taylor, Director, Center for Students with Disabilities.

5. **This course outline is presented as a general guide to the course and may be altered by the instructor at any time he deems it necessary.**