COURSE DESCRIPTION

Real estate theory and application is fundamental to understanding commercial real estate. Whether you are or pursue a career as a broker, manager, lawyer, lender, borrower, investor, assessor, architect, economist, engineer or planner the basics of real estate appraisal will be helpful in your daily work.

The real estate appraisal course will provide an introduction to real property concepts and characteristics, legal considerations, influences on real estate values, types of value, economic principles, market area analysis and the concept of highest and best use.

COURSE MATERIALS


Each publication can be found at www.appraisalinstitute.org

LEARNING GOALS AND OBJECTIVES

This course is designed to help students develop skills and knowledge in the following areas:

Learn about the three approaches to reaching an opinion of value—income capitalization, cost, and sales comparison—and apply them in true-to-life case studies and problems. After examining income capitalization methods and formulas, learn how rates and multipliers are derived.

Through case studies discover the steps and concepts involved in the cost approach—how appraisers estimate the cost of constructing a reproduction of or replacement for an existing structure; the three major components of depreciation and methods for estimating and allocating depreciation; and land and site valuation.

The course will guide you through the sales comparison approach including researching the market, verifying information, selecting units of comparison, conducting a comparative analysis, making adjustments, and reconciliation. Complete key sections of an appraisal report.
Students who complete this course will demonstrate the following: A basic understanding of:

- Economic principles that affect property values.
- Government influences that impact property values.
- Capital market influences on property values.
- The concept of highest and best use.
- Dynamics of the retail, office, multi-family and industrial markets.

On-site visits to major commercial properties will be conducted where the student will learn first-hand about building functionality and modern tenant requirements.

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**PREQUISITES**

The student should have a basic knowledge and have taken undergraduate economics and finance courses. Such knowledge forms the basis of appraisal theory.

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**ACADEMIC INTEGRITY**

*Cheating will not be tolerated.* Students are responsible for understanding the RU Academic Integrity Policy ([http://academicintegrity.rutgers.edu/files/documents/AI_Policy_2013.pdf](http://academicintegrity.rutgers.edu/files/documents/AI_Policy_2013.pdf)). I will strongly enforce this Policy and pursue all violations. On all examinations and assignments, students must sign the RU Honor Pledge, which states, “On my honor, I have neither received nor given any unauthorized assistance on this examination or assignment.” I will screen all written assignments through SafeAssign or Turnitin, plagiarism detection services that compare the work against a large database of past work. Don’t let cheating destroy your hard-earned opportunity to learn. See [business.rutgers.edu/ai](http://business.rutgers.edu/ai) for more details.

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**ATTENDANCE AND PREPARATION POLICY**

Expect me to attend all class sessions. I expect the same of you. If I am to be absent, my department chair or I will send you notice via email and Blackboard as far in advance as possible. If you are to be absent, report your absence in advance at [https://sims.rutgers.edu/ssra/](https://sims.rutgers.edu/ssra/). If your absence is due to religious observance, a Rutgers-approved activity, illness, or family emergency/death and you seek makeup work, also send me an email with full details and supporting documentation within three days of your first absence.

For weather emergencies, consult the campus home page. If the campus is open, class will be held.

Expect me to arrive on time for each class session. I expect the same of you. If you are going to be tardy, then please remain after class to explain the circumstances.
Expect me to remain for the entirety of each class session. I expect the same of you. If you are going to leave early, then explain the reason prior to the start of the class.

Expect me to prepare properly for each class session. I expect the same of you. Complete all background reading and assignments. You cannot learn if you are not prepared. The minimum expectation is that for each three hour class session, you have prepared by studying for at least twice as many hours.

Expect me to participate fully in each class session. I expect the same of you. Stay focused and involved. You cannot learn if you are not paying attention.

CLASSROOM CONDUCT

Phone and other electronic devices should be turned off during lectures. Questions are encouraged in order to re-inforce learning concepts. If it is determined that someone is slowing the progress of the class, I will request that the student hold questions until a break. If you have a question, raise your hand. We will take one ten minute break per hour.

EXAM DATES AND POLICIES

There are two exams in this course:

Midterm Exam: October 28th, multiple choice, closed book
Final Exam: December 9th, narrative, closed book, comprehensive

During exams, the following rules apply:
- If you have a disability that influences testing procedures, provide me an official letter from the Office of Disability Services at the start of the semester.
- No cell phones or other electronics are allowed in the testing room.
- You must show a valid Rutgers photo ID to enter the room and to turn in the exam.
- Alternate seating; do not sit next to another student or in your usual seat.
- Use the bathroom prior to the exam start; bathroom breaks, if essential, will be escorted.
- Your exam will not be accepted unless you sign the Honor Pledge.

GRADING POLICY

Course grades are determined as follows:
Final Exam: 50%
Mid Term Exam: 30%
Quiz: 20%

Grade posting: Final Grades will be posted to the Blackboard within 48 hours of completion.

Graded items will be posted to the Blackboard.

Your final grade is not subject to negotiation. If you feel an error has been made, submit your written argument to me via Blackboard within one week of receiving your final grade. Clarify the precise error
I made and provide all due supporting documentation. If I have made an error, I will gladly correct it. But I will adjust grades only if I have made an error.

COURSE SCHEDULE

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SUPPORT SERVICES


If you are a military veteran or are on active military duty, you can obtain support through the Office of Veteran and Military Programs and Services. [http://veterans.rutgers.edu/](http://veterans.rutgers.edu/)

If you are in need of mental health services, please use our readily available services. Rutgers University-Newark Counseling Center: [http://counseling.newark.rutgers.edu/](http://counseling.newark.rutgers.edu/)

If you are in need of physical health services, please use our readily available services. Rutgers Health Services – Newark: [http://health.newark.rutgers.edu/](http://health.newark.rutgers.edu/)

If you are in need of legal services, please use our readily available services: [http://rusls.rutgers.edu/](http://rusls.rutgers.edu/)

If you are in need of additional academic assistance, please use our readily available services. Rutgers University-Newark Learning Center: [http://www.ncas.rutgers.edu/rlc](http://www.ncas.rutgers.edu/rlc) Rutgers University-Newark Writing Center: [http://www.ncas.rutgers.edu/writingcenter](http://www.ncas.rutgers.edu/writingcenter)