Standard Course Outline
FIN 340
Real Estate Principles

1. General Information
   Units: 3 credits
   Prerequisites: None
   SCO prepared by: Professor Philip T. Thames and Dr. Yulong Ma
   Date prepared/Revised: March 2016

2. Catalog Description
   Real estate markets, institutions, and activities from the perspective of the decision makers involved in real estate. Fundamental physical, legal, regulatory, economic, mathematical and taxation considerations influencing real estate decision and values. Brokerage, property management, appraisal and counseling. Letter grade only (A-F).

3. Curriculum Justification
   The course is aligned with the CBA learning goals of critical thinking, business functions, quantitative and technical skills and ethics.

4. Course Objectives
   • Critical Thinking:
     o Students will be able to incorporate an understanding of real estate theory and practice into a decision making process as it applies to real estate investment opportunities.
     o Students will analyze real estate transactional information and develop the ability to evaluate the merits of a variety of real estate investment opportunities in order to formulate reliable investment decisions.
   • Ethics:
     o Students will demonstrate awareness of ethical issues in the real estate markets and transactions, especially for the professionals like real estate agents and brokers.
   • Business Functions:
     o Students will demonstrate an understanding of the role of financial management in the real estate community.
     o Students will exhibit a comprehension of the concepts and components of finance theory and its application for making business decisions that are appropriate to the business environment.
   • Quantitative and Technical Skills:
     o Students will possess quantitative and technological skills enabling them to improve real estate investment decisions. Students will demonstrate that they can make decisions based on quantitative analysis using the principles, concepts, and techniques.

5. Outline of Subject Matter
   Topics to be covered in this class typically include:

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6. Methods of Instruction
The method of instruction for this course generally comprises a combination of lectures, class discussions, and in-class exercises. Homework assignments and group projects may be used to help strengthen students’ knowledge of real estate principles and applications.

The recommended textbook is for this course is:


7. Instructional Policies:
Instructors may specify their own policies with regard to grading, class-room behavior, make-up exam, withdrawal, academic integrity, absences, etc., as long as these policies are consistent with the University policies.

The students are expected to comply with the universally accepted norms of considerate and courteous behavior, and with all University rules and policies found in the current University Catalog. It will be assumed that the students will adhere to the tenets of academic integrity as articulated in Dean’s Letter on Academic Integrity throughout this course.
**Students with Disabilities:** Students with disabilities are responsible for notifying their instructor as early as possible of their needs for an accommodation of a verified disability. A student with a disability is urged to consult with Disabled Student Services as soon as possible in order to identify possible accommodations to enhance academic success.