



THE OHIO STATE UNIVERSITY

Instructor:

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Office Hours: By appointment

Class Meeting Schedule:

Tuesdays/Thursday 9:35 – 10:55 a.m.
Classroom 375 Gerlach
Online Zoom [Link](#)
Meeting ID: 967 5046 2644
Password: 8l435m

Course Materials / Software:

Required: Case Studies, Required Readings and Course Lecture Notes as listed on Carmen
I do not require a textbook. I do recommend ***Real Estate Finance and Investments – Risk and Opportunities***, by Peter Linneman, Ph.D. and Bruce Kirsch – Fifth Edition. If you intend to continue with other real estate finance classes at OSU, this is a required text so you may want to acquire it now.

Course Description:

Business Finance 3400, Introduction to Real Estate, is designed to give students a solid understanding of the commercial and residential real estate markets. The ownership, development and management of real estate has traditionally been a major economic driver and means of wealth creation. Increasingly real estate has grown in importance as an asset class for investors, and it presents a wide array of career opportunities. In addition to learning about major property types included in commercial real estate, students will learn the basics of property valuation, risk analysis, development and due diligence. In addition, they will learn about the variety of careers that relate to commercial and residential real estate.

Prerequisites:

Econ 2001.01 (200) or 2002.01 (201), and BusMhr 2292 (BusAdm 499.01). Not open to students with credit for 670.

Course Learning Outcomes:

At the end of the course, students will be able to demonstrate they understand:

- 1) The nature and relative importance of major property types.
- 2) The basic elements of property valuation, including revenues and expenses tied to operating properties
- 3) The relationship between real estate and the community
- 4) Fundamentals of due diligence, property and asset management, development and leasing
- 5) Key drivers for investing in commercial real estate, including capital flows and sources and exit strategies

How This Course Works:

Mode of delivery: This course is a hybrid course, which means you are in the classroom 50% each week and online the other 50%. Class attendance is mandatory. 15% of your grade will be based upon your attendance and class participation.

Pace of activities: This course is divided into **weekly modules** that are delineated on the Carmen webpage for the class. Students are expected to keep pace with weekly deadlines.

Credit hours and work expectations: This is a **3-credit-hour course**. According to [Ohio State policy](#), students should expect around an average of 3 hours per week of time spent on direct instruction (instructor content and Carmen activities, for example) in addition to 6 hours of homework (class preparation, reading and assignment preparation, for example).

Attendance and participation requirements: Because this is an online course, your attendance is based on your online activity and participation. The following is a summary of everyone's expected participation:

- **Participating in online activities for attendance:**

You are expected to log in to the course in Carmen every week. (During most weeks you will probably log in many times.) If you have a situation that might cause you to miss an entire week of class, discuss it with me *as soon as possible*.

- **Office hours and live sessions:**

All scheduled classes are live events and attendance is mandatory. You must have your video turned on and be dressed appropriately for class. A significant portion of your grade will be based upon attendance and class participation. I will call upon people randomly throughout the class and you will be graded upon your response. I do not have scheduled office hours, but I am available to meet with you by zoom or by phone. Please email me to schedule a time.

- **Group projects:**

Each student will be assigned to a group to complete a semester project analyzing an issue of immediate relevance to the real estate field. The group will be responsible for delivering a project outline and a completed paper, as well as making a professional presentation to the entire class. In addition, each student must submit a book report which has been peer reviewed by two fellow students, and complete a peer review of the reports of these two fellow students.

Course Technology:

For help with your password, university email, Carmen, or any other technology issues, questions, or requests, contact the Ohio State IT Service Desk. Standard support hours are available at ocio.osu.edu/help/hours, and support for urgent issues is available 24/7.

- **Self-Service and Chat support:** ocio.osu.edu/help
- **Phone:** 614-688-4357(HELP)
- **Email:** servicedesk@osu.edu
- **TDD:** 614-688-8743

Baseline technical skills for online courses

- Basic computer and web-browsing skills
- Navigating Carmen: for questions about specific functionality, see the [Canvas Student Guide](#).

Required Technology skills specific to this course

- [CarmenZoom virtual meetings](#)
- [Recording a slide presentation with audio narration](#)
- [Recording, editing, and uploading video](#)

Required equipment

- Computer: current Mac (OS X) or PC (Windows 7+) with high-speed internet connection
- Webcam: built-in or external webcam, fully installed and tested
- Microphone: built-in laptop or tablet mic or external microphone
- Other: a mobile device (smartphone or tablet) or landline to use for BuckeyePass authentication

Required software

- [Microsoft Office 365](#): All Ohio State students are now eligible for free Microsoft Office 365 ProPlus through Microsoft's Student Advantage program. Full instructions for downloading and installation can be found [at go.osu.edu/office365help](http://go.osu.edu/office365help).

Carmen access

You will need to use [BuckeyePass](#) multi-factor authentication to access your courses in Carmen. To ensure that you are able to connect to Carmen at all times, it is recommended that you take the following steps:

- Register multiple devices in case something happens to your primary device. Visit the [BuckeyePass - Adding a Device](#) help article for step-by-step instructions.
- Request passcodes to keep as a backup authentication option. When you see the Duo login screen on your computer, click **Enter a Passcode** and then click the **Text me new codes** button that appears. This will text you ten passcodes good for 365 days that can each be used once.
- Download the [Duo Mobile application](#) to all of your registered devices for the ability to generate one-time codes in the event that you lose cell, data, or Wi-Fi service.

If none of these options will meet the needs of your situation, you can contact the IT Service Desk at 614-688-4357 (HELP) and IT support staff will work out a solution with you.

Grading and Evaluation:

Graded assignments come in two forms, and students should note the expectations for each in the descriptions of our class assignments below.

- **Independent Work (👤)**: Strictly non-collaborative, original-individual work. You may discuss this assignment only with your instructor. Discussions with other individuals, either in person or electronically, are strictly prohibited.
- **Collaboration Required (👥)**: An explicit expectation for collaboration among students either in-class or outside (i.e. group work).

Course Assignments:

Assignment	Date	% of Grade	Style
Group Project Outline	February 10, 2021	5	👥
Midterm 1	March 1, 2021	20	👤
Midterm 2	April 12, 2021	20	👤
Group Project Due	April 9, 2021	15	👥
Group Presentation 1	April 14, 2021	5	👥
Group Presentation 2	April 19, 2021		👥
Group Presentation 3	April 21, 2021		👥
Homework	As listed	5	👤
Book Report	March 10, 2021	10	👥
Class Participation	April 21, 2021	15	👤
Attend Industry Event	April 21, 2021	5	👤
Total		100	

Detailed requirements for each assignment are in Carmen.

Grading Scale:

The OSU Standard Grade Scheme	
93-100	A
90-92.9	A-
87-89.9	B+
83-86.9	B
80-82.9	B-
77-79.9	C+
73-76.9	C
70-72.9	C-
67-69.9	D+
60-66.9	D
Below 60	E

Course Schedule:

A detailed course schedule is in Carmen.

Absence and Makeup Policy:

This course is completely online. Attendance is mandatory and you will be graded on your participation in the online class. I will record all lectures and they will be available online for your review. If you are unable to attend on a certain day and wish to be excused, you must notify me as soon as possible with the reason.

Late Assignment Submissions:

Assignments handed in late will be docked 50% of the grade, unless the student can document a compelling argument for clemency.

Instructor Feedback and Response Expectations: Email Response Times

- Homework will be graded within a week.
- Midterm grades will be available within 24 hours of all students taking the test.
- Papers will be graded within two weeks.
- Emails will be returned within 24 hours.

Academic integrity:

Academic integrity is essential to maintaining an environment that fosters excellence in teaching, research, and other educational and scholarly activities. Thus, The Ohio State University and the Committee on Academic Misconduct (COAM) expect that all students have read and understand the University's Code of Student Conduct, and that all students will complete all academic and scholarly assignments with fairness and honesty. Students must recognize that failure to follow the rules and guidelines established in the University's Code of Student Conduct (<https://trustees.osu.edu/bylaws-and-rules/code>) and this syllabus may constitute Academic Misconduct (<https://oaa.osu.edu/academic-integrity-and-misconduct>)

The Ohio State University's Code of Student Conduct (Section 3335-23-04) defines academic misconduct as: Any activity that tends to compromise the academic integrity of the University, or subvert the educational process. Examples of academic misconduct include (but are not limited to) plagiarism, collusion (unauthorized collaboration), copying the work of another student, and possession of unauthorized materials during an examination. Ignorance of the University's Code of Student Conduct is never considered an excuse for academic misconduct, so I recommend that you review the Code of Student Conduct and, specifically, the sections dealing with academic misconduct.

If I suspect that a student has committed academic misconduct in this course, I am obligated by University Rules to report my suspicions to the Committee on Academic Misconduct. If COAM determines that you have violated the University's Code of Student Conduct (i.e., committed academic misconduct), the sanctions for the misconduct could include a failing grade in this course and suspension or dismissal from the University. If you have any questions about the above policy or what constitutes academic misconduct in this course, please contact me.

Disability Services:

The University strives to make all learning experiences as accessible as possible. If you anticipate or experience academic barriers based on your disability (including mental health, chronic or temporary medical conditions), please let me know immediately so that we can privately discuss options. To establish reasonable accommodations, I may request that you register with Student Life Disability Services. After registration, make arrangements with me as soon as possible to discuss your accommodations so that they may be implemented in a timely fashion. SLDS contact information: slds@osu.edu; 614-292-3307; slds.osu.edu; 098 Baker Hall, 113 W. 12th Avenue

Grievances and Solving Problems:

According to University Policies, if you have a problem with this class, you should seek to resolve the grievance concerning a grade or academic practice by speaking first with the instructor or professor. Then, if necessary, take your case to the department chairperson, associate dean for programs in the college, and to the provost, in that order. Specific procedures are outlined in Faculty Rule 3335-7-23. Grievances against graduate, research, and teaching assistants should be submitted first to the supervising instructor, then to the chairperson of the assistant's department

Safety and health requirements:

All teaching staff and students are required to comply with and stay up to date on all [University safety and health guidance](#), which includes wearing a face mask in any indoor space and maintaining a safe physical distance at all times. Non-compliance will be warned first and disciplinary actions will be taken for repeated offenses.

Copyright:

© The materials used in connection with this course may be subject to copyright protection and are only for the use of students officially enrolled in the course for the educational purposes associated with the course. Copyright law must be considered before copying, retaining, or disseminating materials outside of the course.