RED 020: INTRODUCTION TO REAL ESTATE DEVELOPMENT

Originator
zbecker

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Name(s)
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Justification / Rationale
Add distance Education modality.

Effective Term
Fall 2020

Credit Status
Credit - Degree Applicable

Subject
RED - Real Estate Development

Course Number
020

Full Course Title
Introduction to Real Estate Development

Short Title
INTRO REAL EST DEV

Discipline
Disciplines List
Real Estate

Modality
Face-to-Face
100% Online
Hybrid

Catalog Description
This course introduces the student to the real estate development process, providing an overview from the project idea to the cursory feasibility stage. Topics include evaluating development potential, analysis, land acquisition, site planning, design, and economic feasibility.

Schedule Description
This course introduces the student to the real estate development process, providing an overview from the project idea to the cursory feasibility stage. Advisory: RDG 061 & MATH 060

Lecture Units
3

Lecture Semester Hours
54

Lab Units
0

In-class Hours
54
Out-of-class Hours
108

Total Course Units
3
Total Semester Hours
162

Prerequisite Course(s)
Advisory: RDG 061 & MATH 060

Required Text and Other Instructional Materials

Resource Type
Book

Author
Peiser, Richard B./ Frej, Anne B.

Title
Professional Real Estate Development: The ULI Guide to the Business

Edition
3

City
Washington, D.C.

Publisher
Urban Land Institute

Year
2012

College Level
Yes

Flesch-Kincaid Level
12.1

ISBN #
978-0874201635

For Text greater than five years old, list rationale:
This is the most recent edition and the material is still relevant.

Class Size Maximum
26

Entrance Skills
Apply the basic operations appropriately to solve application problems that involve their use.

Requisite Course Objectives
MATH 060-Compute using the four basic operations of addition, subtraction, multiplication, and division on the rational numbers in both fraction and decimal form.
MATH 060-Apply methods of conversion between percents, decimals, and fractions.
MATH 060-Recognize and convert between units of measurements in the American and metric systems.
MATH 060-Use unit measure appropriately in applications.
Entrance Skills
Use various reading strategies to prepare, read and comprehend expository text

Requisite Course Objectives
RDG 061-Use SQ3R /or SOAR along with outlining, note-taking, mapping summarizing and other strategies to prepare, read, comprehend expository text.

Entrance Skills
Read a variety of texts fluently.

Requisite Course Objectives
RDG 061-Read a variety of texts fluently.

Entrance Skills
Write organized summaries reactions that capture main idea and supporting details.

Requisite Course Objectives
RDG 061-Write organized summaries reactions that capture main idea and supporting details.

Entrance Skills
Understand multiple word meanings, uses synonyms.

Requisite Course Objectives
RDG 061-Understand multiple word meanings, uses synonyms

Course Content
a. Overview of real estate developing
b. Organizing for development
c. Land development
d. Multifamily residential development
e. Office development
f. Industrial development
g. Retail development
h. Trends and issues

Course Objectives

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<thead>
<tr>
<th>Objectives</th>
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<tbody>
<tr>
<td>Objective 1</td>
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<td>Objective 2</td>
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<td>Objective 3</td>
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<td>Objective 4</td>
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<td>Objective 8</td>
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<td>Objective 9</td>
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<td>Objective 10</td>
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</table>
### Student Learning Outcomes

**Upon satisfactory completion of this course, students will be able to:**

<table>
<thead>
<tr>
<th>Outcome</th>
<th>Description</th>
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<tbody>
<tr>
<td>1</td>
<td>Explain the stages of real estate development.</td>
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<tr>
<td>2</td>
<td>Determine site selection based on market and financial feasibility.</td>
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<tr>
<td>3</td>
<td>Analyze project Pro Forma for project feasibility.</td>
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<tr>
<td>4</td>
<td>Explain development operations and management.</td>
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### Methods of Instruction

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<tr>
<th>Method</th>
<th>Please provide a description or examples of how each instructional method will be used in this course.</th>
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</thead>
<tbody>
<tr>
<td>Participation</td>
<td>Class discussion and questions.</td>
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<tr>
<td>Lecture</td>
<td>Presentation of topics in context.</td>
</tr>
<tr>
<td>Discussion</td>
<td>Students participate in case studies relevant to the content of the course.</td>
</tr>
<tr>
<td>Technology-based instruction</td>
<td>Students evaluate real-life studies of real estate opportunities.</td>
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<tr>
<td>Other (Specify)</td>
<td>Guest lectures</td>
</tr>
</tbody>
</table>

### Methods of Evaluation

<table>
<thead>
<tr>
<th>Method</th>
<th>Please provide a description or examples of how each evaluation method will be used in this course.</th>
<th>Type of Assignment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Written homework</td>
<td>Written analysis of case studies.</td>
<td>Out of Class Only</td>
</tr>
<tr>
<td>Student participation/contribution</td>
<td>Participation during in-class exercises</td>
<td>In Class Only</td>
</tr>
<tr>
<td>Mid-term and final evaluations</td>
<td>Comprehensive examinations covering the material presented in class.</td>
<td>In and Out of Class</td>
</tr>
<tr>
<td>Group activity participation/observation</td>
<td>Students observe real-life real estate situations and discuss the advantages, disadvantages and opportunities.</td>
<td>In and Out of Class</td>
</tr>
<tr>
<td>Self-paced testing</td>
<td>Students complete textbook readings and assignments.</td>
<td>Out of Class Only</td>
</tr>
<tr>
<td>Reading reports</td>
<td>Students submit written analysis of current event articles.</td>
<td>In and Out of Class</td>
</tr>
</tbody>
</table>

### Assignments

**Other In-class Assignments**
1. Individual projects
2. Proforma
3. Current events discussion.
4. Small group projects to analyze real-life situations relevant to the course content.

**Other Out-of-class Assignments**
1. Textbook reading
2. Review questions
3. Vocabulary terms
4. Short response papers

### Grade Methods

Letter Grade Only

### Distance Education Checklist

Include the percentage of online and on-campus instruction you anticipate.
Instructional Materials and Resources

Effective Student/Faculty Contact

Which of the following methods of regular, timely, and effective student/faculty contact will be used in this course?

Within Course Management System:
- Timely feedback and return of student work as specified in the syllabus
- Discussion forums with substantive instructor participation
- Regular virtual office hours
- Online quizzes and examinations
- Weekly announcements

External to Course Management System:
- Direct e-mail
- Listservs

Briefly discuss how the selected strategies above will be used to maintain Regular Effective Contact in the course.
- Timely feedback and return of students work as described in the syllabus.
- Discussion forums with substantive instructor participation.
- Regular virtual office hours.
- Online quizzes and examinations.
- Weekly announcements.

If interacting with students outside the LMS, explain how additional interactions with students outside the LMS will enhance student learning.
- Direct e-mail to ensure students are aware of assignments and grades.

Other Information

MIS Course Data

CIP Code
52.1501 - Real Estate.

TOP Code
051100 - Real Estate

SAM Code
C - Clearly Occupational

Basic Skills Status
Not Basic Skills

Prior College Level
Not applicable

Cooperative Work Experience
Not a Coop Course

Course Classification Status
Credit Course

Approved Special Class
Not special class

Noncredit Category
Not Applicable, Credit Course

Funding Agency Category
Not Applicable
Program Status
Program Applicable

Transfer Status
Transferable to CSU only

General Education Status
Not applicable

Support Course Status
Course is not a support course

Allow Audit
No

Repeatability
No

Materials Fee
No

Additional Fees?
No

Approvals

Curriculum Committee Approval Date
3/3/2020

Academic Senate Approval Date
3/12/2020

Board of Trustees Approval Date
5/15/2020

Course Control Number
CCC000513234

Programs referencing this course
Real Estate Development Certificate of Achievement (http://catalog.collegeofthedesert.edu/undefined?key=102/)
Real Estate Development Certificate of Achievement (http://catalog.collegeofthedesert.edu/undefined?key=103/)