

**FINA 367**  
**Spring 2019**

Class Time: Tuesday 6:00PM – 8:45PM

Location: Room 109

Text: Real Estate Market Analysis  
ISBN 9780874203653  
IPG, 1915  
Note: previous editions are not acceptable

Instructor: Wendell Hahn

Contact: Email: [hahnwendellassoc@bellsouth.net](mailto:hahnwendellassoc@bellsouth.net)

Phone: Office - 803/782-1200  
Cell – 803/319-7857

Office Hrs: I stay after each class and will schedule appointments to meet in a conference room.

Objectives: Upon successful completion of this course the student will have an understanding of basic concepts of real estate market analysis. The subjects examined will allow students, upon entering the real estate industry, to better interact with developers, appraisers, brokers, property managers, lenders and investors. The will also be able to understand market analysis reports and appraisals better.

Grading: The Midterm and Final Exams will each constitute 25% of the final average. The Final will include material presented after the midterm exam. There will be four graded case studies. Each case study will be 8.75% (total 35%) of the final grade. A list of vocabulary words will be provided and the vocabulary test, based on these words, will be 15% of the final grade. Students will be responsible for material included in textbook, lectures and handouts.

Grading  
Scale 90-100 A / 88-89 B+ / 80-87 B / 78-79 C+ / 70-77 C / 60-69 D

## **Attendance Policy**

Students are obligated to complete all assigned work promptly, to attend class regularly, and to participate in whatever class discussion may occur.

Absence from more than 10 percent of the scheduled class sessions, whether excused or unexcused, is excessive and the instructor may choose to exact a grade penalty for such absences. It is of particular importance that a student who anticipates absences in excess of 10 percent of the scheduled class sessions receives prior approval from the instructor before the last day to change schedule as published in the academic and refund calendars on the registrar's Web site (<http://registrar.sc.edu/>).

## **University of South Carolina Honor Code**

It is the responsibility of every student at the University of South Carolina Columbia to adhere steadfastly to truthfulness and to avoid dishonesty, fraud, or deceit of any type in connection with any academic program. Any student who violates this Honor Code or who knowingly assists another to violate this Honor Code shall be subject to discipline.

## **Statement of Disability Services**

Any student with a documented disability should contact the Student Disability Resource Center at 777-6142 to make arrangements for appropriate accommodations.

## CLASS SCHEDULE

January 15	Introduction	
January 22	Understanding Real Estate Market Analysis	Ch. 1
January 29	Basic Approach to Real Estate Market Analysis	Ch. 2
February 5	Analyzing Supply and Demand <b>VOCABULARY TEST</b>	Ch. 3
February 12	Residential Market Analysis	Ch. 4
February 19	Market Analysis as Part of the Appraisal of Real Property	Handouts
February 26	Retail Market Analysis <b>CASE STUDY 1</b>	Ch. 5
March 5	<b>MIDTERM EXAM</b>	
March 12	<b>SPRING BREAK</b>	Ch. 6
March 19	Office and Industrial Market Analysis	Ch. 6
March 26	Case Studies in Office and Industrial Market Analysis <b>CASE STUDY 2</b>	Ch. 6
April 2	Hotels and Resort Market Analysis	Ch. 7
April 9	Mixed Use Market Analysis <b>CASE STUDY 3</b>	Ch. 8
April 16	Using Market Analysis for Decision Making and Investment Analysis	Handouts
April 23	Missed Class Makeup Day <b>CASE STUDY 4</b>	
May 2	<b>FINAL EXAM (7:30 PM)</b>	

