

STATE UNIVERSITY OF NEW YORK
COLLEGE OF TECHNOLOGY
CANTON, NEW YORK



MASTER SYLLABUS

FSMA340 – REAL ESTATE FINANCE AND INVESTMENT

CIP Code: 52.0899

*For assistance determining CIP Code, please refer to this webpage
<https://nces.ed.gov/ipeds/cipcode/browse.aspx?y=55>
or reach out to Sarah Todd at todds@canton.edu*

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Updated by:

**SCHOOL OF BUSINESS AND LIBERAL ARTS
BUSINESS
SPRING 2025**

- A. TITLE: Real Estate Finance and Investment
- B. COURSE NUMBER: FSMA340
- C. CREDIT HOURS (Hours of Lecture, Laboratory, Recitation, Tutorial, Activity):

Credit Hours: 3
Lecture Hours __3_ per Week
Lab Hours ___ Week
Other ___ per Week

Course Length (# of Weeks): 15

- D. WRITING INTENSIVE COURSE: No
- E. GER CATEGORY: None
- F. SEMESTER(S) OFFERED: *Fall and Spring*
- G. COURSE DESCRIPTION: This course provides an overview of the real estate finance and investment processes. Various concepts, principles, analytical methods, and tools used for making the decisions regarding real estate assets will be covered. Direct capitalization models and discounted cash flow models are introduced to determine the financial feasibility and values of proposed real estate projects and existing properties. The investment management considerations will also be discussed.
- H. PRE-REQUISITES: Junior level status in Financial Services or permission of the instructor.
 CO-REQUISITES: None
- I. STUDENT LEARNING OUTCOMES:

<u>Course Student Learning Outcome [SLO]</u>	<u>PSLO</u>	<u>GER</u>	<u>ISLO</u>
a. Define the Real Estate Development Process and the players involved	1	None	2 [CA]
b. Estimate annual costs and benefits of Real Estate Developments and Investments	1	None	2 [CA]
c. Estimate various costs associated with a real estate development project.	2	None	2 [IA]
d. Utilize Direct Capitalization Models and Discounted Cash Flow Models to estimate Property Value, Loan Value, and Equity Value.	2	None	2 [IA]
e. Formulate investment strategy in response to external environmental opportunities	2	None	2 [CA]

KEY	Institutional Student Learning Outcomes [ISLO 1 - 5]
ISLO #	ISLO & Subsets

1	Communication Skills Oral [O], Written [W]
2	Critical Thinking Critical Analysis [CA] , Inquiry & Analysis [IA], Problem Solving [PS]
3	Foundational Skills Information Management [IM], Quantitative Lit./Reasoning [QTR]
4	Social Responsibility Ethical Reasoning [ER], Global Learning [GL], Intercultural Knowledge [IK], Teamwork [T]
5	Industry, Professional, Discipline Specific Knowledge and Skills

J. APPLIED LEARNING COMPONENT: **Yes** _____ **No** **x** _____

If Yes, select one or more of the following categories:

Classroom/Lab _____

Internship _____

Clinical Practicum _____

Practicum _____

Service Learning _____

Community Service _____

Civic Engagement _____

Creative Works/Senior Project _____

Research _____

Entrepreneurship _____

(program, class, project)

K. TEXTS: Real Estate Principles: A Value Approach, 6th Edition by David Ling and Wayne Archer, ISBN-13: 9781260013931, McGraw Hill.

L. REFERENCES: Brueggeman, William and Jeffrey Fisher. Real Estate Finance and Investments. 16th ed. McGraw-Hill Irwin. 2016.

M. EQUIPMENT: Technology enhanced classroom, access to company financial statements, yahoo finance, and computer internet access.

N. GRADING METHOD: A-F

O. SUGGESTED MEASUREMENT CRITERIA/METHODS:
Assignments, Class Participation, Case Report, and Examination

P. DETAILED COURSE OUTLINE:

I. Setting the Stage

A. The Nature of Real Estate and Real Estate Markets

II. Legal and Regulatory Determinants of Value

A. Legal Foundations to Value

B. Conveying Real Property Interests

C. Government Controls and Real Estate Markets

III. Market Valuation and Appraisal

A. Market Determinants of Value

- B. Forecasting Ownership Benefits and Value: Market Research
- C. Valuation Using the Sales Comparison and Cost Approaches
- D. Valuation Using the Income Approach

IV. Financing Home Ownership

- A. Real Estate Finance: The Laws and Contracts
- B. Residential Mortgage Types and Borrower Decisions
- C. Sources of Funds for Residential Mortgages
- D. Real Estate Brokerage and Listing Contracts
- E. The Effects of Time and Risk on Value
- F. Mortgage Calculations and Decisions

V. Financing and Investing in Commercial Real Estate

- A. Commercial Mortgage Types and Decisions
- B. Sources of Commercial Debt and Equity Capital
- C. Investment Decisions: Ratios, NPV, and IRR
- D. Income Taxation and Value

VI. Creating and Maintaining Value

- A. Enhancing Value through Ongoing Management
- B. Leases and Property Types
- C. Development: The Dynamics of Creating Value

Q. LABORATORY OUTLINE: