



Course Syllabus

Course Code MBAN-794	Course Title Real Estate Development	ECTS Credits 7.5
Prerequisites None	Department School of Business	Semester Fall, Spring, Summer
Type of Course Elective	Field Real Estate Management	Language of Instruction English
Level of Course 2 nd Cycle	Lecturer(s)	Year of Study 1 st or 2 nd
Mode of Delivery Face to Face	Work Placement N/A	Corequisites None

Course Objectives:

The main objectives of the course are to:

- Enable the student to understand a historical overview of how commercial properties have evolved over the years
- Enable the student to understand how marketing and leasing of commercial properties are done
- Enable the student to understand effective management techniques for all types of commercial properties
- Expose the student to the multitude of property management functions including but not limited to the following:
 - Lease negotiations
 - Developing a leasing program
 - Administration and record keeping
 - Budgeting
 - Maintenance management
 - Safety, security and emergency procedure
 - The development process
- Financial analysis for property management

Learning Outcomes:

After completion of the course students are expected to be able to:

1. Written and Oral Communications—students will analyze and evaluate mini cases and present problems and proposed solutions through brief case studies.
2. Critical Thinking and Problem Solving—students will analyze and evaluate a multitude of Real Estate appraisal topics. Critical skills are covered through written tests and interactive learning experiences.
3. Global and Diversity Understanding—students will discuss diversity and cultural differences that affect real estate globally and locally.
4. Information Literacy and Technology—Students will access digital repositories for course materials and information.

Course Content:

1. Real Estate Management Profession
2. Real Estate Economics
3. Types of Ownership in Real Estate
4. The Management Agreement
5. Real Estate Math
6. Financial Management
7. Staff Management
8. Marketing the Property
9. Understanding the Lease
10. Managing the Physical Asset
11. Residential Properties
12. Real Estate Math
13. Commercial Office Properties

Learning Activities and Teaching Methods:

Lectures, Presentations, Practical Exercises and a Term Project.

Assessment Methods:

Term Project, Final Exam

Required Textbooks / Readings:

Title	Author(s)	Publisher	Year	ISBN
Principles of Real Estate Management	Institute of Real Estate Management	Institute of Real Estate Management – 16th Edition	2013	ISBN – 13:978-1-57203-167-8