



Course Specifications

Course Title:	Real Estate Principles
Course Code:	FIN340
Program:	B.Sc. in Finance
Department:	Finance
College:	College of Business Administration
Institution:	Prince Sultan University

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A. Course Identification

1. Credit hours: 3 hours
2. Course type
a. University <input type="checkbox"/> College <input type="checkbox"/> Department <input checked="" type="checkbox"/> Others <input type="checkbox"/>
b. Required <input checked="" type="checkbox"/> Elective <input type="checkbox"/>
3. Level/year at which this course is offered: Undergraduate/ Year 3
4. Pre-requisites for this course (if any): FIN210 – Principles of Finance
5. Co-requisites for this course (if any): -

6. Mode of Instruction (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
1	Traditional classroom	45	100
2	Blended		
3	E-learning		
4	Distance learning		
5	Other		

7. Contact Hours (based on academic semester)

No	Activity	Contact Hours
1	Lecture	43
2	Laboratory/Studio	
3	Tutorial	
4	Others (specify) - exam	2
	Total	45

B. Course Objectives and Learning Outcomes

<p>1. Course Description</p> <p>This course aims to develop an understanding of the many decisions involved in real estate activities. The course covers topics ranging from the concepts of real estate including terminologies, legal concepts, ownerships and rights of parties involved in real estate, real estate appraisal and valuation, financing of real estate for residential and commercial properties.</p>
<p>2. Course Main Objective</p> <p>Upon completion of this course, the student will be able to:</p> <ul style="list-style-type: none"> • explain the tools and terminologies/concepts frequently used in real estate market • apply suitable appraisal methods to estimate the market value of real estate • differentiate between mortgage financing for residential and commercial properties

3. Course Learning Outcomes

	CLOs	Aligned-PLOs
1	Knowledge and Understanding	
1.1	Recognize fundamentals of real estate legal concepts, appraisal, financing and investment.	PLO1



CLOs		Aligned-PLOs
1.2	Differentiate between mortgage financing for residential and commercial properties	PLO1 & PLO2
2	Skills:	
2.1	Interpret risks involved in real estate financing and investment.	PLO2 & PLO5b
2.2	Ability to solve problems related to real estate appraisal and financing of real estate.	PLO2 & PLO5b
2.3	Ability to collect and interpret data related to the real estate market.	PLO3
2.4	Ability to communicate effectively through written work and oral presentation.	PLO4a, PLO4b & PLO5a
3	Values:	
3.1		

C. Course Content

No	List of Topics	Contact Hours
1	Overview of the course & Introduction to real estate (Chapter 1)	3
2	Legal Concepts, Property Rights and Estates - Rights and interests in land (Chapter 2) - Conveying real property interests (Chapter 3)	6 6
3	Market Valuation and Appraisal - Valuation: sales comparison and cost approach (Chapter 7) - Valuation: income approach (Chapter 8)	4 5
4	Financing: Notes and mortgages (Chapter 9)	3
5	Residential Mortgage types and decision (Chapter 15)	6
6	Commercial property mortgage types and decisions (Chapter 16)	6
7	Investment decisions: Ratios analysis (Chapter 18)	3
8	Presentation and course review	3
Total		45

D. Teaching and Assessment

1. Alignment of Course Learning Outcomes with Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Teaching Strategies	Assessment Methods
1.0	Knowledge		
1.1	Recognize fundamentals of real estate legal concepts, appraisal, financing and investment.	Lectures & Theoretical Discussions	Exams and class activities
1.2	Differentiate between mortgage financing for residential and commercial properties	Lectures & Theoretical Discussions	Exams and class activities
2.0	Skills		



Code	Course Learning Outcomes	Teaching Strategies	Assessment Methods
2.1	Interpret risks involved in real estate financing and investment	Lecture, discussion, problem solving, and assignment	Exams and class activities
2.2	Ability to solve problems related to real estate appraisal and financing.	Lecture, discussion, problem solving, and assignment	Exams and class activities
2.3	Ability to collect and interpret data related to real estate market.	Problem solving	Project
2.4	Ability to communicate effectively through written work and oral presentation.	Problem solving	Project
3.0	Values		
3.1			

2. Assessment Tasks for Students

#	Assessment task*	Week Due	Percentage of Total Assessment Score
1	Quiz (online)	Week 4	5%
2	Exam: Major 1	Week 6	20%
	Major 2	Week 12	20%
3	Project – written	Week 12	7%
	- Presentation	Week 12	3%
4	Class Activities & Participations	Throughout semester	5%
5	Final exam	Exam week	40%

*Assessment task (i.e., written test, oral test, oral presentation, group project, essay, etc.)

E. Student Academic Counseling and Support

Arrangements for availability of faculty and teaching staff for individual student consultations and academic advice:

Allocation of 6 hours for consultation and at any other time by appointment.

F. Learning Resources and Facilities

1. Learning Resources

Required Textbooks	David C. Ling, Wayne R. Archer, Real Estate Principles, A Value Approach. 6 th edition (2020) McGraw Hill, Irwin, Publisher
Essential References Materials	<ul style="list-style-type: none"> - Flloyd, C. and Allen, M., Real Estate Principles. 11th Edition (2015). Dearborn - Brueggeman, W. and Fisher, J., Real Estate Finance and Investments. 13th edition (2008). McGraw-Hill.
Electronic Materials	Moodle, Aqar application, Souq al-Mal web site, http://www.arabianbusiness.com ; www.google.com/finance ; www.cnbc.com ; tadawul.com.sa ; finance.yahoo.com ;



	www.investopedia.com
Other Learning Materials	Property market reports by Jones Lang la Salle, Knight Frank, EY & others. Property construction costs report.

2. Facilities Required

Item	Resources
Accommodation (Classrooms, laboratories, demonstration rooms/labs, etc.)	Enough space and seats to accommodate students.
Technology Resources (AV, data show, Smart Board, software, etc.)	AV, Smart board, Microsoft office, Google meet and internet connection.
Other Resources (Specify, e.g. if specific laboratory equipment is required, list requirements or attach a list)	

G. Course Quality Evaluation

Evaluation Areas/Issues	Evaluators	Evaluation Methods
Effectiveness of teaching and assessment	Associate Chair	Class observation – direct method
Effectiveness of teaching and assessment	Students	Course evaluation
Extent of achievement of course learning outcomes	Students	Course exit survey – indirect method
Quality of final exam papers	Peer reviewer	Moderation of exam papers

Evaluation areas (e.g., Effectiveness of teaching and assessment, Extent of achievement of course learning outcomes, Quality of learning resources, etc.)

Evaluators (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify))

Assessment Methods (Direct, Indirect)

H. Specification Approval Data

Council / Committee	Department Council
Reference No.	AY2022-23/3/221/3
Date	22/11/2022

