

COLLEGE OF SAN MATEO

Real Estate Economics (R.E. 200)

Text: Essentials of Real Estate Economics

Author: Dennis McKenzie

Instructor: Timothy D. Gilmartin, CCIM

tim@thegilmartins.com

www.thegilmartins.com/resources/csm

<u>Date</u>	<u>Topic</u>
01/15/19	Introduction to Class
01/22/19	Chapter 1-2
01/29/19	Chapter 3-4
02/05/19	Chapter 5-6
02/12/19	Chapter 7-8
02/19/19	Chapter 9-10
02/26/19	Chapter 11
03/05/19	Mid Term Review
03/12/19	Mid Term
03/19/19	Chapter 12
03/26/19	Chapter 13
04/02/19	Spring Break
04/09/19	Chapter 14
04/16/19	Chapter 15
04/23/19	Chapter 16
04/30/19	Chapter 17-19
05/07/19	Case Study
05/14/19	Final Review
05/21/19	Final Exam

Instructor/Course Objective:

- Provide an in depth understanding of the economic principles which affect real estate, provide sources to obtain the economic information for real estate economic analysis, provide the tools necessary to analyze real estate economic information and finally provide a model to use economic information to make a real estate decision.

Student Learning Opportunity:

- Students will gain the ability to identify economic information which affects real estate
- Students will learn and apply tools necessary to analyze demand for real estate
- Students will learn and apply tools necessary to analyze supply of real estate
- Students will learn and apply tools used in analyzing locations and sites for different types of real estate
- Students will learn and apply tools used to analyze the feasibility of creating a real estate project
- Students will put all of the above concepts together in a final case study analysis of a local site
- Students will master concepts necessary to understand any real estate market they wish to transact in, with a clear decision making model to follow for any project.

Grade Evaluation Plan: Attendance/Class Participation (36% - 2 points per class), Case Study (14%), Midterm Exam 25%, and Final Exam 25%

Discussion: The first 15 minutes of class will be dedicated to current events in Real Estate. You are encouraged to read, and bring along newspaper articles to discuss. This is also the time for any real estate questions you may have.

Special needs – If you have a need for special accommodations of any kind, please see the instructor before or after class. We have many options to assist you

Office hours: As a professional Realtor, I don't maintain an office on campus. My office is open from 8:00am-5:00pm Monday – Friday. I can be reached by phone at 650-348-2020 or email at tim@thegilmartins.com

MOST IMPORTANT: THIS CLASS IS FOR YOU! LETS HAVE FUN!!!

