**liberal arts &
professional studies** | YORK U

Introduction To Real Estate

3810 Section A
Fall 2024

Course Information

Course Instructor: John T Glen
E-mail: glenjt@yorku.ca
Phone: 416 805-0737
Office Hours/Location: 6:30-6:45 Class

Course Time/Days: Thursday 7-10 pm
Class Location: **ACW106**0
Course eClass site: Moodle
Format: In Person

Teaching Team and Tutorials or Labs
Tutor: Nizam Ali nizamali@yorku.ca

Land Acknowledgment

York University recognizes that many Indigenous Nations have longstanding relationships with the territories upon which York University campuses are located that precede the establishment of York University. York University acknowledges its presence on the traditional territory of many Indigenous Nations. The area known as Tkaronto has been care taken by the Anishinabek Nation, the Haudenosaunee Confederacy, and the Huron-Wendat. It is now home to many First Nation, Inuit, and Métis communities. We acknowledge the current treaty holders, the Mississaugas of the Credit First Nation. This territory is subject of the Dish with One Spoon Wampum Belt Covenant, an agreement to peaceably share and care for the Great Lakes region (LA&PS Land Acknowledgement).

Course Overview

This course provides and introduction to the fascinating field of real estate.

Most students can answer the question:

Question: "What is the most expensive thing you will ever buy?

Answer: "My first home."

By the end of this course, students will be understand:
- The key decisions to make in a home/condominium purchase
- Key element in real estate finance
- Key elements in real estate valuation
- Key elements in real estate development

Course Format and Organization

Course Focus

This course will introduce students to the following aspects of real estate:
- Real Estate: What is it?; Buying a Home; How Cities Grow; Commercial Real Estate,
- Real Estate Law
- Real Estate Marketing, Brokerage and Management
- Real Estate Valuation
- Real Estate Finance
- Real Estate Taxation
- Real Estate Investment
- Real Estate: The Role of Government
  Real Estate Development

Case Studies

The lectures have case studies which will assist the student in understanding to practical aspects of each of the above topics. Each student will be part of groups whose focus will be on discussing the case studies. A portion of the marks are awarded for case study participation.

Discussion Cases

Some of the case studies are discussion case studies where the student gets to explore different real estate issues or problems and points of view. Each case has key questions and the groups submit their answers on line and these are shared with the class.

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Problem Cases

Some of the case studies are problem case studies. They illustrate the types of analysis required to understand real estate. If you can add, subtract multiply and divide you will have no trouble solving the cases. This activity is also conducted within groups.

Tests and Exams

· Mid Term
· Final
· Open book and On-Line

Term Paper

Any topic on real estate subject to an approved Term Paper Proposal.
Summer 2024 Topic: **The Affect of the Pandemic on Real Estate and the Aftermath.**

Real Estate News

Because the real estate market is so dynamic, no textbook can keep up. Each week we will have news updates provided by the groups on a rotating basis and shared with the class.

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COURSE FORMAT
Each lecture covers a distinct segment of the real estate universe. The lectures are organized into key components so that each topic is developed in the context of the course as a whole.

In addition, each lecture has case studies, where real estate issues may be discussed and specific real estate problems solved. The use of cases as a learning tool is reinforced by having Group members work together on possible solutions and outcomes. The results of the discussions are shared with the class as a whole

- The course is **in person course format**
- Class is divided into **Groups to facilitate learning, discussion and collaborative problem solving**
- Outlines of **requirement for term papers** will be available in **eclass**.
- Group submissions are to be submitted to the TA through **email.**
- The submission are **shared with the class as a whole**

Technical Requirements
Mid-Term and Final Examination will be online and open-book in **eclass.**
 Students should have stable, high-speed Internet connection

Here are some useful links for student computing information, resources, and help:
- Student Guide to eClass
- Student Guide to eLearning at York University

To determine Internet connection and speed, there are online tests, such as Speedtest, that can be run. If you need technical assistance, please consult the University Information Technology (UIT) Student Services web page. For more specific assistance, please write to askit@yorku.ca.

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Course Communication Plan and Office Hours

- **Outside the Classroom** communication with the Course Director and TA will be via email
- **Course announcements** will be both via eClass and at the beginning of In-Person Classes
- Students can ask questions about the course and course materials
    - At the beginning, during or after of in-person lectures

Course Expectations

- **The course kit parallels the powerpoint materials for this course.**
- **The student will find that the most** effective note-taking in the course is to utilize a yellow highlighter along with the course kit.

- The student should **read each case study prior to the class** to facilitate the discussions within their Group and to best answer the questions that accompany each case study

Course Evaluation

Component	Weight	Due Date
Mid Term Test	15%	24-Oct-24
Case Study Participation	15%	19-Sep/28-Nov-2024
Term Paper Outline	5%	10-Oct-24
Term Paper	15%	28-Nov-24
Final Examination	50%	5-Dec to 20-Dec 2024
Total	**100%**	**See Above**

Submitting Assignments

- Students will submit assessments via digital submission to the TA's email

- Case study submissions are to be by the Monday following the lecture

- Assignments for this course must be received within the timeframe specified for the assignment and are to be handed in via email.

Late Work Policy

Students are encouraged students to proactively speak to the Course Director or TA early in the term about how to meet or adjust assignment deadlines.

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Missed Tests and Exams
Explain how students can address any missed tests and/or exams in your course.

- There is a Mid-Term Makeup test for missed mid-term tests
- Missed Final Exams are to be written as per LAPS policies

Grading
The grading scheme for this course conforms to the 9-point system used in undergraduate programs at York University. For a full description of the York grading system, visit the York University Academic Calendar.

GRADE	GRADE POINT	PERCENT RANGE	DESCRIPTION
A+	9	90-100	Exceptional
A	8	80-89	Excellent
B+	7	75-79	Very Good
B	6	70-74	Good
C+	5	65-69	Competent
C	4	60-64	Fairly Competent
D+	3	55-59	Passing
D	2	50-54	Marginally Passing
E	1	(marginally below 50%)	Marginally Failing
F	0	(below 50%)	Failing

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How to Use Citations

[Provide citation expectations in the course assignments and links to appropriate citation references and guidelines. Explain why citation practices are important, and how they support academic integrity by linking information back to an identifiable source. Specify what kinds of citation format students should use and list available resources to support research and citation. For example:

- Chicago Style Overview, YorkU Libraries
- Writing Centre

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Course Schedule: Weekly Readings and Activities

Required Course Materials

Text Books:
(1) Arbuckle, G., and Bartel, H., editors (2011)
Readings in Canada Real Estate, 5th Edition
University Press of Canada

(2) Glen, John T. (Jan-2024)
Living Textbook - Introduction to Real Estate Course AK/ADMS 3810

- Course material can be purchased at York Bookstore

Course Schedule

3810 Fall 2024
Thursday
3810 INTRODUCTION TO REAL ESTATE
7:00 - 10:00 PM
FALL 2024

CLASS	DATE	PART	TEXT # 1 SECTION, START PAGE	TEXT # 2 CHAPTER(S)	TOPIC	NEWS GROUP
1	5-Sep	I	Course Schedule and Cases	I	Introduction	
2	12-Sep	I	1-2, 1-16 2-40, 2-62	I	The Analytical Framework	
3	19-Sep	II	5-216, 5-235 5-253	II	The Legal Environment Group Discussion 1	A
4	26-Sep	III	8-All, 9-All	III	Marketing, Brokerage, Management	B
5	3-Oct				CARRIBEAN CONFERENCE NO LECTURE	BREAK WEEK
6	10-Oct	IV	7-All	IV	TERM PAPER OUTLINE Valuation and Appraisal Process*	C
7	17-Oct				READING WEEK NO LECTURE	READING WEEK
8	24-Oct				MID - TERM EXAM *	MID-TERM TEST
9	31-Oct	V	6-All	V	Real Estate Finance*	D
10	7-Nov	VI	4-All, 5-276	VI	Real Estate Taxation*	E
11	14-Nov	VII		VII	Real Estate Investment*	ANY GROUP
12	21-Nov	IX	3-All	IX	Public Policy & Review Group Discussion 2	ANY GROUP
13	28-Nov	VIII	Case Study in Appendix	VIII	(TERM PAPER DUE) Real Estate Development* & Review	ANY GROUP
14			December 5-20 To be Announced		August 17-24 FINAL EXAMINATION *	

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Course Policies

All students are expected to familiarize themselves with the following information:
- Student Rights & Responsibilities
- Academic Accommodation for Students with Disabilities

Please also review the following course policies:

Academic Integrity

In this course, we strive to maintain academic honesty to the highest extent possible. Please familiarize yourself with the meaning of academic integrity by completing SPARK's Academic Integrity module at the beginning of the course. Breaches of academic honesty range from cheating to plagiarism (i.e., the improper crediting of another's work, the representation of another's ideas as your own, etc.). All instances of academic dishonesty in this course will be reported to the appropriate University authorities and can be punishable according to the Senate Policy on Academic Honesty.

Accessibility

While all individuals are expected to satisfy the requirements of their program of study and to aspire to achieve excellence, the University recognizes that persons with disabilities may require reasonable accommodation to enable them to perform at their best. The University encourages students with disabilities to register with Student Accessibility Services to discuss their accommodation needs as early as possible in the term to establish the recommended academic accommodations that will be communicated to Course Directors through their Letter of Accommodation (LOA).

Please let your instructor know as early as possible in the term if you anticipate requiring academic accommodation so that we can discuss how to consider your accommodation needs within the context of this course. Sufficient notice is needed so that reasonable steps for accommodation can be discussed. Accommodations for tests/exams normally require three (3) weeks (or 21 days) before the scheduled test/exam to arrange.

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Religious Observance Accommodation

York University is committed to respecting the religious beliefs and practices of all members of the community, and making reasonable and appropriate accommodations to adherents for observances of special significance. Should any of the dates specified in this syllabus for course examinations, tests, or deadlines conflict with a date of religious significance, please contact the instructor within the first three (3) weeks of class. If the date falls within the formal examination periods, you must complete and submit a Religious Accommodation for Examination Form at least three (3) weeks before the start of the exam period.

Intellectual Property

Course materials are designed for use as part of this particular course at York University and are the intellectual property of the instructor unless otherwise stated. Third-party copyrighted materials (such as book chapters, journal articles, music, videos, etc.) have either been licensed for use in this course or fall under an exception or limitation in Canadian copyright law. Students may not publish, post on an Internet site, sell, or otherwise distribute any course materials or work without the instructor's express permission. Course materials should only be used by students enrolled in this course.

Copying this material for distribution (e.g., uploading material to a commercial third-party website) may lead to a charge of misconduct according to York's Code of Student Rights and Responsibilities, the Senate Policy on Academic Honesty, and/or legal consequences for copyright violations.

Student Conduct in the Learning Environment

York University is committed to fostering teaching and learning environments that are free of disruptive and/or harassing behaviour, are physically safe, and conducive to effective teaching and learning. Students and instructors are expected to maintain a professional relationship characterized by courtesy, civility, and mutual respect and to refrain from actions disruptive to such a relationship. Individuals who fail to adhere to such standards and who violate University or public law may be subject to disciplinary action by the University.

For more information, see the policies on Disruptive and/or Harassing Behaviour in Academic Situations, the Student Conduct and Responsibilities, and the Code of Student Rights & Responsibilities.

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Health and Safety

All York students and instructors share responsibility for the safety and well-being of the community while on York's campuses. Please continue to check YUBetter Together for the latest information on health and safety.

Student Support and Resources

To help you succeed academically, York University offers a wide range of resources and services. Everything from writing workshops and peer mentorship to wellness support and career guidance is available to fulfill our LA&PS students' needs. Explore the links below to access these on-campus resources:

- Academic Advising is available to provide students support and guidance in making academic decisions and goals.
- Student Accessibility Services are available for support and accessibility accommodation when required.
- Student Counselling, Health & Wellbeing offers workshops, resources, and counselling to support your academic success.
- Peer-Assisted Study Sessions (PASS) Program provides student study sessions for students to collaborate and enhance their understanding of course content in certain courses.
- Student Numeracy Assistance Centre at Keele (SNACK) supports students in courses involving math, stats, and Excel.
- The Writing Centre provides multiple avenues of writing-based support including drop-in sessions, one-to-one appointments, a Multilingual Studio, and an Accessibility Specialist.
- ESL Open Learning Centre (OLC) supports students with building proficiency in reading, writing, and speaking English.
- Learning Skills Services provides tips for time management, effective study and learning habits, keeping up with coursework, and other learning-related supports.
- Learning Commons provides links to supports for time management, writing, study skills, preparing for exams, and other learning-related resources.
- Roadmap to Student Success provides students with timely and targeted resources to help them achieve academic, personal, and professional success.
- Office of Student Community Relations (OSCR) is responsible for administering the Code of Student Rights & Responsibilities and provides critical incident support.
- goSAFE is staffed by York students and can accompany York community members to and from any on-campus location, such as the Village Shuttle pick-up hub, parking lots, bus stops, or residences.

For a full list of academic, wellness, and campus resources visit Student Support & Resources.

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Artificial Intelligence (AI) Apps

According to York's *Senate Policy on Academic Honesty,* using AI apps such as such as ChatGPT, GPT-3, DALL-E, among others to complete academic work without your **instructor's knowledge or permission**, is considered to be a breach of academic honesty. More specifically, using text-generating tools (such as ChatGPT) would be considered to be cheating (*Senate Policy,* section 2.1.1) and using image- generating tools (such as DALL-E) would be considered to be plagiarism (*Senate Policy*, section 2.1.3).

You may find that certain instructors will allow the use of these tools for certain assessments, yet others will not allow their use. If you're not sure whether using an AI app for your academic work is acceptable, it is recommended that you:

- Carefully review the guidelines for your assessments
- Check for any messages from your instructor on eClass
- Ask your instructor or TA if they are permitting the use of these tools

Additionally, you are encouraged to keep all of your research notes and draft versions of your work. You may be asked to present these if it is suspected that an AI app was used to help complete your work. These drafts can be used to show how this work developed, and to provide evidence that the work is your own.

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- **Students are not permitted to use generative artificial intelligence (AI) in this course**. Submitting any work created through the use of generative AI tools will be considered a violation of York University's *Senate Policy on Academic Honesty*.
- If you do not know whether an online resource or tool can be used in this course, please contact your instructor for guidance.
- For more information, please review AI Technology & Academic Integrity: Information for Students.

- If you use any tool **to assist in your research,** you must acknowledge the source of your information including AI.
- You should **not** use an **AI tool to answer a case study question, mid-term test, final examination or to write a term paper.**

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