

DOCUMENT N: COURSE AND PROGRAM DEVELOPMENT COVER SHEET

See Course and Program Development Policy and Procedures for Instructions

SCHOOL: LAW <input type="checkbox"/> MSB <input checked="" type="checkbox"/> YGCLA <input type="checkbox"/>	Contact Name: Deborah Ford	Phone: x 4997
DEPARTMENT / DIVISION: Economics, Finance and Management Science		
SHORT DESCRIPTION OF PROPOSAL (state name of action item 1-20 and course name, code & number / program affected):		
New Course: FIN 471 Real Estate Finance	B.S. Real Estate / B.S. in Business Administration	
PROPOSED SEMESTER OF IMPLEMENTATION:	Fall <input type="checkbox"/> Spring <input checked="" type="checkbox"/>	Year: 2007

Box 1: TYPE OF ACTION	ADD(NEW) <input checked="" type="checkbox"/>	DEACTIVATE <input type="checkbox"/>	MODIFY <input type="checkbox"/>	OTHER <input type="checkbox"/>
Box 2: LEVEL OF ACTION	Non-Credit <input type="checkbox"/>	Undergraduate <input checked="" type="checkbox"/>	Graduate <input type="checkbox"/>	OTHER <input type="checkbox"/>

Box 3: ACTION ITEM (check appropriate boxes)		DOCUMENTS REQUIRED (see box 4 below)	IMPACT REVIEWS (see box 5 on back)	APPROVAL SEQUENCE (see box 6 on back)
	1. Experimental Course ¹	NOP	a, c, e	AC
	2. Course Title	NO		ABCD
	3. Course Credits	NO		ABCD
	4. Course Number	NO		ABCD
	5. Course Level	NO		ABCD
	6. Pre & Co-Requisite	NO		ABCD
	7. Course Description	NOP		ABCD
X	8. New Course	NOP		ABCDEF
	9. Deactivate a Course	NO		ABCDEF
	10. Program Requirements	NO	b, c, d, e	ABCDEF
	11a. UG Specialization (24 credits or less)	NO	a, b, c, d, e	ABCDEF
	11b. Masters Specialization (12 credits or less)	NO	a, b, c, d, e	ABCDEF
	11c. Doctoral Specialization (18 credits or less)	NO	a, b, e	ABCDEF
	12. Closed Site Program	NOT	e	ABCDHIK
	13. Program Suspension ⁹	NO,5	a, e	ABCDEGIK
	14a. Certificate Program (ug/g) exclusively within existing degree program	NO	a, c, e	ABCDEFHIK
	14b. Certificate Program (ug/g) where degree programs do not exist or where courses are selected across degree programs (12 or more credits)	NOQR, 6	a, c, e	ABCDEFHJL
	15. Off-Campus Delivery of Existing Program	NO, 4	a, b, c, e	ABCDEFHIL
	16a. UG Concentration (exceeds 24 credit hours)	NO, 5	a, c, d, e	ABCDEFHJL
	16b. Masters Concentration (exceeds 12 credit hours)	NO, 5	a, c, d, e	ABCDEFHJL
	16c. Doctoral Concentration (exceeds 18 credit hours)	NO, 5	a, c, d, e	ABCDEFHJL
	17. Program Title Change	NO, 5	a, c, d, e	ABCDEFHJL
	18. Program Termination	NO, 10	d, e	ABCDEFHIK
	19. New Degree Program	NOQR, 3,8	a, c, d, e	ABCDEFHJL
	20. Other	Varies	Varies	Varies

Box 4: DOCUMENTATION (check boxes of documents included)			
X	N. This Cover Sheet	Q. Full 5-page MHEC Proposal	T. Other
X	O. Summary Proposal	R. Financial Tables (MHEC)	
X	P. Course Definition Document	S. Contract	

- Approval of experimental course automatically lapses after two offerings unless permanently approved as a new course.
- Codes: a) Library Services (Langsdale or Law) b) Office of Technology Services c) University Relations d) Admissions
- Letter of Intent is required by USM at least 30 days before a full proposal can be submitted. Letter of Intent requires only the approval of the dean and the provost and is forwarded to USM by the Office of the Provost.
- One-page letter to include: Program title & degree/certificate to be awarded; resources requirements; need and demand; similar programs; method of instruction; and oversight and student services (MHEC requirement)
- One-page letter with description and rationale (MHEC requirement)
- One or two-page document that describes: centrality to mission; market demand; curriculum design; adequacy of faculty resources; and assurance program will be supported with existing resources. (MHEC requirement)
- Learning objectives, assessment strategies; fit with UB strategic plan
- Joint Degree Program or Primary Degree Programs require submission of MOU w/ program proposal. (MHEC requirement)
- Temporary suspension of program to examine future direction; time not to exceed two years. No new students admitted during suspension, but currently enrolled students must be given opportunity to satisfy degree requirements.

DOCUMENT O: SUMMARY PROPOSAL

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DEPARTMENT / DIVISION: Economics, Finance and Management Science		
SHORT DESCRIPTION OF PROPOSAL (state action item 1-23 and course name & number or program affected):		
New Course: FIN 471 Real Estate Finance		B.S. Real Estate / B.S. in Business Administration
PROPOSED SEMESTER OF IMPLEMENTATION: Fall <input type="checkbox"/> Spring <input checked="" type="checkbox"/> Year: 2007		

O-1: Briefly describe what is being requested:

FIN 471 will be a required course in the Real Estate program and will be an elective for all undergraduate majors in both business and liberal arts who have taken the prerequisites.

For new courses or changes in existing courses (needed by Registrar)		
OLD Title:	Course # / HEGIS Code:	Credits:
NEW Title: Real Estate Finance	Course # / HEGIS Code: FIN 471	Credits: 3

O-2: Set forth the rationale for the proposal:

The University now has a B.S. in Real Estate and Economic Development

Document P
Proposed New Course
Fin 471: Real Estate Finance

Date: September, 2006

Prepared By: Deborah Ford

Director, B.S. in Real Estate & Economic Development

Department: Economics, Finance, & Management Science

Course: Fin 471

Name: Real Estate Finance

Credits: 3

Prerequisites: Fin 312, Fin 331

Catalogue Description: This course analyzes the instruments, techniques, and institutions of real estate finance. Emphasis is placed on the sources of funds, mortgage risk analysis and typical policies and procedures used in financing residential and commercial properties

Class Size: 30

Assessment: quizzes, projects, final examination

Qualified Faculty: Deborah Ford, Professor of Finance

Purpose: Fin 471 will be required of all real estate majors. Students who have taken the prerequisites will be allowed to take the course as an elective. Fin 471 will count as a finance course for finance majors

Possible Textbooks;

Brueggeman, William B., *Real Estate Finance & Investments*, 13th ed, McGraw-Hill

Clauretie, Terrence M. and G. Stacy Sirmans, *Real Estate Finance, Theory & Practice*, 5th ed., Thompson

Clauretie, Terrence M. and G. Stacy Sirmans, *Learning Real Estate Finance*, Thompson

Learning Objectives:

At the end of the course, students will be able to:

- Calculate mortgage payments, balances, and terms
- Explain the differences between fixed rate, adjustable rate, and interest only mortgages
- Describe the types of loans used for income producing property
- Describe the risk of various types of mortgages
- Explain the characteristics of loans for new projects
- Calculate the value and income of mortgage backed securities

CONTENT

Topics

1. Legal Concepts of Mortgages
Deeds, contracts, due-on-sale clauses, recourse loans.
2. Mathematics of mortgages
Payments, balances, terms
3. Financing Residential Properties I
Fixed Rate, adjustable rate, graduated payment, interest-only mortgages
4. Financing Residential Properties II
Income and payment risk, effect on consumption and investment alternatives
5. Financing Income Producing Properties
Leases and rents, cash flow and risk, market for space
6. Valuing Collateral
Appraisal & the Market for Capital
7. Risk Analysis
Uncertainty and debt requirements
8. Financing Proposed Projects
Construction loans, land development, project development
9. Secondary Mortgage Markets
Ginnie Maes and CMOs
10. Real Estate Investment Trusts
REITs as property owners and lenders