

**COLLEGE OF SAN MATEO**

**Commercial/Investment Property Analysis (R.E. 215)**

**Text: Essentials of Real Estate Investment**

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<b><u>Date</u></b>	<b><u>Topic</u></b>
08/18/11	Introduction to Class
08/25/11	Chapter 1
09/01/11	Chapter 2
09/08/11	Chapter 3
09/15/11	Chapter 4
09/22/11	Chapter 5
09/29/11	Chapter 6
10/06/11	Review
10/13/11	Mid Term Review
10/20/11	Chapter 7
10/27/11	Chapter 8
11/03/11	Chapter 9
11/10/11	Chapter 10
11/17/11	Chapter 11 &12
11/24/11	Holiday Recess
12/01/11	Case Study
12/08/11	Review
12/15/11	Final Exam

**Instructor/Course Objective:** Provide an in depth understanding of financial calculations, financial calculators, and comparative measures so that students will be able to make better investment real estate decisions

**Student Learning Opportunity:**

- Students will gain the ability to identify different commercial/investment property types and identify "benchmark measures" particular to each property
- Students will learn and apply tools necessary to identify a properties operational income and expenses in order to estimate the potential Net Operating Income

- Students will learn how to use a financial calculator in order to analyze different investments
- Students will learn the concepts of compounding and discounting
- Students will gain an understanding of the tax impact of Real Estate operations
- Students will learn to identify the Cash Flow After Tax from a properties operation
- Students will put all of the above concepts together in several case studies and learn how to calculate the Internal Rate of Return as well as the Financial Management Rate of Return
- Students will master concepts necessary to understand and compare many different investments in order to make the best decisions for their portfolio

**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](mailto:tim@thegilmartins.com)**

**Grade Evaluation Plan:** Attendance (36% - 2 points per class), Quizzes (14% - 2 points per quiz), 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.

**Quizzes:** With some regularity there will be a quiz given based on articles from the San Francisco Chronicle Real Estate Section from the Sunday newspaper. These quizzes will be given at the start of class

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