

University of Washington College of Built Environments
Runstad Department of Real Estate
Syllabus for RE 550 – Real Estate Development
Spring 2023

Overview

Instructor

Name Shannon Affholter
Email Canvas Inbox
Office hours Gould Hall #425 – Wednesday from 9:30am to 10:30am

Classroom and course hours

The classroom is Condon Hall (CDH) #105, meeting on Mondays and Wednesdays from 10:30am to 12:20pm.

Purpose of the course

This course introduces students to the process of developing real estate projects; to the people and organizations involved throughout the development process, and to analytical techniques used in testing project feasibility and/or measuring the creation of economic value.

Learning objectives

At the end of the course, students should understand the real estate development process, including:

- The interdisciplinary nature of the real estate development process
- Details concerning the steps of real estate development
- The variety of organizations involved in real estate development
- Fundamentals of evaluating the physical and financial feasibility of a project
- How can public agencies and community interests influence a project
- Factors that influence whether capital can be attracted to a project

Details

Course focus

The *first aspect* focuses on activities necessary to complete various phases of a real estate development project and identifies the people who perform these activities. While individual's motivations may differ between public and private entities, activities involved in the successful development of real estate products are similar regardless of whether that product is being developed by a public agency, a non-profit entity, or a private for-profit developer.

Part of understanding activities in real estate development lies in understanding factors motivating people involved in accomplishing required activities, what kinds of decisions each makes, as well as understanding the context within which they make decisions and take actions. This, in turn, affects not only what they do, but how they do it.

The *second aspect* of this course focuses on using techniques for measuring economic risks and returns created during the development process. Static proformas will be used to assess the impact of various decisions on the creation of economic value at one point in time and other models can be used to measure consequences of activities over time throughout development.

While economic value is not the only objective in real estate development, economic and financial analysis plays a key role in development decision making. Both public and private developers are interested in creating projects in which the completed value of a project exceeds the cost to create it.

Structure of the course

There will be two class sessions each week. Tuesday sessions will be devoted to lectures and discussions. Thursday sessions will be working on group projects. The group projects work consists of providing professional updates to the class, sharing decisions and progress on the project, and receiving feedback and questions from your classmates.

Lectures are intended to present conceptual concepts in the following areas:

- Introduction and overview of real estate development and the process utilized throughout the development of a project
 - Structure and organization of project development activities including:
 - Site selection
 - Site control
 - Project design
 - Project financing
 - Public approvals
 - Construction
 - Marketing
 - Operation
 - Exit Strategy
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Books and readings

The weekly lectures will contain information from the following textbook:

- Richard B. Peiser and David Hamilton, *Professional Real Estate Development: The ULI Guide to The Business, 4th edition*.
- Contributing authors include Sofia Dermisi and H. Pike Oliver.

The textbook is available on Amazon and ULI online bookstore.

Course requirements

There will be a group real estate development project worked on throughout the course. All the materials and calculations must be worked on together as a team and will be graded as a team.

Grading

Grading for the different phases of the project will consider:

- Identifying the objective
- Correctly incorporating assumptions
- Correctly conducting analysis
- Correctly develop materials
- Preparing for professional presentation

At the end of the quarter, each team member will evaluate the other team members (peer review) based on contributions to identifying objectives, analysis, and presentations, as well as overall effort and teamwork throughout the quarter.

See the table (right) for the grading scale for the course.

Class sessions

Attendance is a requirement of this course. As a courtesy to your instructor and student colleagues, please be on time for class. Set electronic devices silent mode prior to the beginning of class.

Course materials

Course materials, including class presentations and links to additional information, will be available in Canvas.

Submittal of assignments

Please upload all assignments via the Canvas site for the course unless otherwise instructed otherwise. When assignments are submitted as groups, place all group member names in the header.

Percent of Total Points		Grade
100.0%	98.5%	4.0
98.4%	97.0%	3.9
96.9%	95.5%	3.8
95.4%	94.0%	3.7
93.9%	92.5%	3.6
92.4%	91.0%	3.5
90.9%	89.5%	3.4
89.4%	88.0%	3.3
87.9%	86.5%	3.2
86.4%	85.0%	3.1
84.9%	83.5%	3.0
83.4%	82.0%	2.9
81.9%	80.5%	2.8
80.4%	79.0%	2.7
78.9%	77.5%	2.6
77.4%	76.0%	2.5

Academic integrity

Students are expected to adhere to the [University of Washington Community Standards and Code of Conduct](#). The student conduct code requires students to practice "high standards of academic and professional honesty and integrity." Students who are suspected of cheating or plagiarism will be contacted by the instructor, who will inform the appropriate parties within the College, and University to determine if the student's actions warrant disciplinary action, which may include probation or dismissal. If you have any doubt about whether a specific use of material constitutes plagiarism or whether it is appropriate to work with others on a project or assignment, ask. See also the [University of Washington Statement on Student Academic Responsibility](#).

Students with disabilities

For an overview of resources available to students with disabilities please visit the [Disability Resources for Students](#) section of the university's website.

Religious Accommodations

Washington state law requires that UW develop a policy for accommodation of student absences or significant hardship due to reasons of faith or conscience, or for organized religious activities. The UW's policy, including more information about how to request an accommodation, is available at [Religious Accommodations Policy \(https://registrar.washington.edu/staffandfaculty/religious-accommodations-policy/\)](https://registrar.washington.edu/staffandfaculty/religious-accommodations-policy/). Accommodations must be requested within the first two weeks of this course using the [Religious Accommodations Request form \(https://registrar.washington.edu/students/religious-accommodations-request/\)](https://registrar.washington.edu/students/religious-accommodations-request/)."

Student Athletes

Student athletes who have conflicts with attending any class or submitting any assignment should submit a list of such conflicts along with a letter from the athletics department. I will reasonably accommodate any student athlete who follows this guideline.

Student Safety

Students are advised to refer to UW policies and procedures to ensure their safety and security on campus. For more information, go to: <http://www.washington.edu/safecampus/>. To report threats, seek advice, or get counseling dial 206-685-SAFE (7233).
