

- a. Key demographic demand drivers
- b. Key economic demand drivers

William B. Brueggeman and Jeffrey D. Fisher. 17th Edition. 2021.
 McGraw-Hill ISBN10: 1259919684 or ISBN13: 9781259919688. Referred to as “ ” in course schedule.

Several assignments require internet research using search engines and websites such as Google, government data websites, and industry trade associations. Supplementary readings and other class materials will be provided in advance of each class.

Your grade for the course will be based on the following assignments and graded activities:

Activities/Course Elements	Percent of Course Grade	CLOs Covered
1 - 4	25%	1, 5
5 - 6	25%	1, 5
7 - 8	25%	1, 5

Students are expected to contribute to class conversation in an intelligent manner and to ask questions regarding the material. Good questions can enhance the learning experience of the entire class.

The instructor will distribute eight assignments over the semester per the schedule which will be completed by each student and submitted for grading.

One of the main deliverables of the class will be a Group Project with three to four students per group as assigned by the instructor. The Group Project will be an opportunity to apply all the concepts learned in the class to the development of a real site or existing structure that is currently available for sale on the market in the Bay Area. Students will need to meet with city officials and real estate brokers and make a proposal for the development based on the current or anticipated zoning. Students will need to prepare preliminary design sketches, a market analysis, and financial pro-forma of the project detailing all development costs, future revenue and expected profit. Each group will submit an Excel spreadsheet with the project pro-forma; a 10- to 15-page investment memorandum detailing their investment proposal (including the constraints and risks of the investment) and a 20-to-25-minute presentation to the entire class. The Instructors will also meet with each

group during the Semester. The deadlines and deliverables for the Group Project are shown at the class schedule below.

The course letter grade will be determined by the total accumulated points a student is awarded from the elements shown in the table above. Final letter grades will result from the percent of total points received by each student based on the following grading scheme: A+ (96 and above); A (93 to 95); A- (90 to 92); B+ (87 to 89); B (84 to 86); B- (81 to 83); C+ (78 to 80); C (75 to 77); C- (72 to 74); D+ (69 to 71); D (66 to 68); D- (63 to 65); F (below 63).

Late assignments will only be accepted with prior consent of the instructor and will be down-graded 10%.

It is expected that students will arrive to class on time and to mute their computer if there is background noise that disturbs the class.

- . Virtual backgrounds must be appropriate and in good taste.

(Delete if not applicable)

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		Assignment #5 (distribution)		
9	10/20	Financial Analysis –Cash Flow Assignment # 6		Assignment #5
10	10/27	Project & Construction Cost Budgeting	REFI Chap. 16	

Project Team Formation
Group Project Assignment