

## **CP 4610: INTRODUCTION TO REAL ESTATE AND INVESTMENTS**

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Summer Semester 2011 • Thursday • 4:00-7:30 • 3 credit hours

### **Course Objectives:**

CP 4610 is an introductory look at the process and principles of real estate. The course will explore "language" of real estate as well as real world examples and case studies that display the fundamentals of real estate. Every person participates in real estate activities; this may be with purchasing a home, renting an apartment, or buying investment property. CP 4610 will provide instruction and information that will help make those real estate activities more understandable and hopefully more profitable.

### **Course Procedure and Organization:**

The course will include lectures, class discussions and analysis based on readings, site visits, and research. Some of the topics covered will include: Topics will include: Real estate market analysis, legal framework, services, transactions, investment analysis, and development. During the duration of the course, the class will be exposed to the real estate and development process of actual deals that are underway at H.J. Russell and Company. Some of these projects include a 200-unit apartment development in east Atlanta and a 100,000 square foot retail development anchored by a national retailer near the Georgia Dome.

There will also be a series of guest lecturers that work in the real estate industry. The lecturers range from City of Atlanta officials, attorneys, lenders, and developers. The speakers are industry leaders in the local real estate market and start to create a network of contacts for the future real estate investor in CP 4610.

### **Required Texts:**

Required Text: *Real Estate Principles: Charles Floyd and Marcus T. Allen, 9th Edition.*

### **Course Requirements:**

Assignments/Participation	10%
Test (3)	70%
Final Project	20%