

BUSN301

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Course Summary

Course : BUSN301 **Title :** Residential Real Estate Portfolio Development

Length of Course : 8

Prerequisites : N/A **Credit Hours :** 3

Description

Course Description: This course serves as an introduction to developing a residential real estate portfolio. Students will have the opportunity to discuss and review terminology, concepts, and best practices in residential real estate portfolio development. Topics will include the components and players involved in a residential real estate transaction, the differences between residential and commercial real estate transactions, the various categories of residential real estate, standard residential contracts, residential market analysis and marketing plans, buying and selling, flipping homes, single-family rental properties, and ethics in the residential real estate industry.

Course Scope:

This course is divided into eight weeks. Students will have the opportunity to discuss and review terminology, concepts, and best practices in residential real estate portfolio development. Residential real estate related Internet resources are available.

Objectives

BUSN301 Course Learning Objectives:

LO1: Discover knowledge, terminology, and techniques for developing a portfolio in the residential real estate industry.

LO2: Articulate the components and players involved in a residential real estate transaction.

LO3: Compare and contrast the differences between residential real estate and commercial real estate transactions.

LO4: Differentiate the various categories of residential real estate.

LO5: Scrutinize a variety of standard residential real estate contracts and leases for rental properties.

LO6: Interpret a residential real estate market analysis and marketing plan.

LO7: Explore buying and selling, remodeling, and house flipping in residential real estate.

LO8: Demonstrate a commitment to business ethics as it relates to developing a portfolio in the residential real estate industry.

Outline

Week 1:

Learning Outcomes

LO1: Discover knowledge, terminology, and techniques for developing a portfolio in the residential real estate industry.

Required Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Assignments

Week 1 Introduction Forum Discussion

Recommended Optional Reading

Recommended Media

Week 2:

Learning Outcomes

LO2: Articulate the components and players involved in a residential real estate transaction.

Required Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Assignments

Week 2 Forum Discussion

Assignment 1 (Week 2): Residential Real Estate Roles: Buyer and Seller Contracts

Recommended Optional Reading

Recommended Media

Week 3:

Learning Outcomes

LO3: Compare and contrast the differences between residential real estate and commercial real estate transactions.

Required Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Assignments

Week 3 Forum Discussion

Recommended Optional Reading

Recommended Media

Week 4:

Learning Outcomes

LO4: Differentiate the various categories of residential real estate.

Required Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Assignments

Week 4 Forum Discussion

Recommended Optional Reading

Recommended Media

Week 5:

Learning Outcomes

LO5: Scrutinize a variety of standard residential real estate contracts and leases for rental properties.

Required Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Assignments

Week 5 Forum Discussion

Assignment 2 (Week 5): Real Estate Broker or Real Estate Agent Interview

Please Note: Interview questions are provided in the Assignments area of the classroom.

Recommended Optional Reading

Recommended Media

Week 6:

Learning Outcomes

LO6: Interpret a residential real estate market analysis and marketing plan.

Required Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Assignments

Week 6 Forum Discussion

Recommended Optional Reading

Recommended Media

Week 7:

Learning Outcomes

LO7: Explore buying and selling, remodeling, and house flipping in residential real estate.

Required Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Assignments

Week 7 Forum Discussion

Assignment 3 (Week 7): Final Paper

Recommended Optional Reading

Recommended Media

Week 8:

Learning Outcomes

LO8: Demonstrate a commitment to business ethics as it relates to developing a portfolio in the residential real estate industry.

Required Readings

This class relies solely on electronic resources which will be available through the classroom. All directions will be given to the students on where to acquire readings through the Lessons area of the classroom for each week.

Assignments

Week 8 Forum Discussion

Recommended Optional Reading

Recommended Media

Evaluation

Grading:

| Name | Grade % |
|------|---------|
|------|---------|

Materials

Book Title: Various resources from the APUS Library & the Open Web are used. Please visit <http://apus.libguides.com/er.php> to locate the course eReserve.

Author: No Author Specified

Publication Info:

ISBN: N/A

Course Guidelines

Citation and Reference Style

- Students will follow APA format as the sole citation and reference style used in written assignments submitted as part of coursework to the School of Business.
- Please note that no formal citation style is required on forum assignments in the School of Business—only attribution of sources (please see details regarding forum communication below).

Tutoring

- [Tutor.com](https://www.tutor.com) offers online homework help and learning resources by connecting students to certified tutors for one-on-one help. AMU and APU students are eligible for 10 free hours of tutoring provided by APUS. Tutors are available 24/7 unless otherwise noted. Tutor.com also has a SkillCenter Resource Library offering educational resources, worksheets, videos, websites and career help. Accessing these resources does not count against tutoring hours and is also available 24/7. Please visit the APUS Library and search for 'Tutor' to create an account.

Late Assignments

- Students are expected to submit classroom assignments by the posted due date and to complete the course according to the published class schedule. The due date for each assignment is listed under each assignment.
- Generally speaking, if arrangements are not made in advance, a late penalty of 10% will be assessed for any assignment submitted 1-7 days past the due date. Assignments will not be accepted after the 7th day. No work will be accepted past the final day of class, unless prior arrangements have been made with the instructor.
- As a working adult, your time is limited and often out of your control. Faculty may be more flexible if they know ahead of time of any potential late assignments.

Turnitin

- Faculty may require assignments be submitted to Turnitin.com. Turnitin.com will analyze an assignment

submission and report a similarity score. Your assignment submission is automatically processed through the assignments area of the course when you submit your work.

Academic Dishonesty

- Academic Dishonesty incorporates more than plagiarism, which is using the work of others without citation. Academic dishonesty includes any use of content purchased or retrieved from web services such as CourseHero.com or Scribd. Additionally, allowing your work to be placed on such web services is academic dishonesty, as it is enabling the dishonesty of others. The copy and pasting of content from any web page, without citation as a direct quote, is academic dishonesty. When in doubt, do not copy/paste, and always cite.

Submission Guidelines

- Some assignments may have very specific requirements for formatting (such as font, margins, etc) and submission file type (such as .docx, .pdf, etc). See the assignment instructions for details. In general, standard file types such as those associated with Microsoft Office are preferred, unless otherwise specified.
- It is the student's responsibility to ensure the all submitted work can be accessed and opened by the instructor.

Disclaimer Statement

- Course content may vary from the outline to meet the needs of a particular group or class.

Communicating on the Forum

- Forums are the heart of the interaction in this course. The more engaged and lively the exchanges, the more interesting and fun the course will be. Only substantive comments will receive credit. Although there is a final posting day/time after which the instructor will grade and provide feedback, it is not sufficient to wait until the last day to contribute your comments/questions on the forum. The purpose of the forums is to actively participate in an on-going discussion about the assigned content.
- "Substantive" means comments that contribute something new and important to the discussion. Thus a message that simply says "I agree" is not substantive. A substantive comment contributes a new idea or perspective, a good follow-up question to a point made, offers a response to a question, provides an example or illustration of a key point, points out an inconsistency in an argument, etc.
- As a class, if we run into conflicting view points, we must respect each individual's own opinion. Hateful and hurtful comments towards other individuals, students, groups, peoples, and/or societies will not be tolerated.
- Students must post a response to the weekly forums prompt and post the required number of replies to other students – refer to the grading rubric and/or forum instructions for specific expectations on number of replies and word count requirements.
- The main response to the forum need to be provided mid-week – refer to the grading rubric and/or forum instructions for specific expectations. Late main response posts to a forum will not be accepted without prior instructor approval.
- Replies must be posted in the week due and replies after the end of the each week will not be graded.

Quizzes and Exams

- Quizzes and exams may consist of true/false, multiple choice, and short essay questions. Each quiz/exam is accessible only once. Once a quiz/exam is accessed, you will not be able to access it again if you disconnect. Therefore, allocate time to complete your quiz. Weekly quizzes must be submitted by midnight Eastern Time, Day 7 of the assigned week. Late quizzes or exams will not be accepted without prior instructor approval.

University Policies

[Student Handbook](#)

- [Drop/Withdrawal policy](#)
- [Extension Requests](#)
- [Academic Probation](#)
- [Appeals](#)
- [Disability Accommodations](#)

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