

NAME OF THE COURSE		REAL ESTATE MANAGEMENT				
Code	ECMB06	Year of study	3			
Course teacher	Associate professor Ana Rimac Smiljanić, PhD Associate professor Josip Visković, PhD	Credits (ECTS)	4			
Associate teachers		Type of instruction (number of hours)	L	S	E	F
			26		13	
Status of the course	Elective	Percentage of application of e-learning	30%			
COURSE DESCRIPTION						
Course objectives	The aim of this course is to provide students with theoretical and empirical knowledge of real estate market analysis.					
Course enrolment requirements and entry competences required for the course	Basic knowledge of financial institutions and markets, risks, companies and investment valuations.					
Learning outcomes expected at the level of the course (4 to 10 learning outcomes)	Learning outcomes: Assess the condition in real estate markets and recommend real estate investment strategies.					
	Individual learning outcomes: 1. Analyze the situation on real estate market and assess investment opportunities 2. Estimate the yield and risk of investment in real estate 3. Investigate with regard to alternative financing options and investor preference for investment in real estate projects 4. Estimate the market value of real estate					
Course content broken down in detail by weekly class schedule (syllabus)	Lectures		Exercises/ Seminars			
	Theme	Hours	Theme	Hours		
	1. Introduction in real estate markets	2	1. Introduction in real estate markets	2		
	2. Real estate cycles	2	2. Real estate cycles	2		
	3. Financial analysis in real estate: market research, cash flow, expenses and forecasting of future cash flows	2	3. Financial analysis in real estate: market research, cash flow, expenses and forecasting of future cash flows	2		
	4. Financial leverage and financing alternatives	2	4. Financial leverage and financing alternatives	2		
	5. Real estate taxing	2	5. Real estate taxing	2		
	6. Real estate project development	2	6. Real estate project development	2		
	7. Risk analysis	2	7. Risk analysis	2		
	8. Investment feasibility analysis	2	8. Investment feasibility analysis	2		

	9. Buy vs. rent dilemma	2	<del>9.</del> Buy vs. rent dilemma	2
	10. Real estate valuation	2	10. Real estate valuation	2
	11. Real estate portfolio management	2	11. Real estate portfolio management	2
	12. Real estate markets in Croatia	2	12. Real estate markets in Croatia	2
	13. Real estate markets and financial stability	2	13. Real estate markets and financial stability	2
Format of instruction	<div> <div> x lectures  <input type="checkbox"/> seminars and workshops  x exercises  <input type="checkbox"/> <i>on line</i> in entirety  X partial e-learning  <input type="checkbox"/> field work </div> <div> x independent assignments  <input type="checkbox"/> multimedia  <input type="checkbox"/> laboratory  <input type="checkbox"/> work with mentor  <input type="checkbox"/> (other) </div> </div>			
Student responsibilities	<p>Students are required to attend and actively participate in classes. The activity in classes, presentations (individual or group) of tasks and participation in practical exercises and discussions is expected. Student activity will be monitored through self-evaluation quizzes that will be available to students on the course websites within the Moodle platform. Students must take 3 self-evaluation tests and presentation of one problem in class, otherwise they will be denied a signature. It is a mandatory attendance at 50% of the scheduled classes as well. The condition for taking the exam is a signature.</p>			
Screening student work ( <i>name the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the ECTS value of the course</i> )	Class attendance	1	Research	Practical training
	Experimental work		Report	Self-evaluation tasks
	Essay		Seminar essay	Exame (Other)
	Tests		Oral exam	(Other)
	Written exam		Project	(Other)
Grading and evaluating student work in class and at the final exam	<p>During the semester, knowledge check will be conducted through two oral tests. * Only students who achieve 60% or more on the self-evaluation tests before mid-term test can take the oral mid-term test. Deployment of both tests replaces the final exam. Students at the end of the semester, before the oral exam, write a self-evaluation of the test and access to the oral exam.</p> <p>A test and exam is considered to be passed if the student achieves more than 60% of the correct answers.</p> <p>Points of appreciation for written knowledge exam:  0 - 59,99 inadequate (1)  60 - 69,99 sufficient (2)  70 - 79,99 good (3)  80 - 80,99 very good (4)  90 -100 excellent (5)</p> <p>During the course, students can get an additional maximum of 10 points that are summed up in written tests by participating in the teaching process. This rule applies only to students who have a positive score on tests (60% and above).</p>			
Required literature (available in the library and via other)	Title		Number of copies in the library	Availability via other media

media)	Authorized lectures and teaching materials on Moodle's course pages		Moodle
	Brueggeman Fisher (2019) Real Estate Finance & Investment, McGraw-Hill/Irwin	6	
Optional literature (at the time of submission of study programme proposal)	<p>Glickman, E., A (2014): An Introduction to Real , Estate Finance, Academic Press</p> <p>Elasvier, Walthman</p> <p>Brueggeman Fisher (2010) Real Estate Finance &amp; Investment 14 edition, McGraw-Hill/Irwin</p> <p>Brett, Schmitz (2009): Real Estate Market Analysis –Methods and Case Studies, Urban Land Institute, Washington</p> <p>Wyatt, P. (2007) : Property Valuation in an Economic Context, Blackwell Publishing, Oxford</p> <p>Rimac Smiljanić, A., Matković, K. (2016): Features and Impact of Foreign Demand on Real Estate Market: The Case of Croatia, The Journal of American Academy of Business, Vol. 22, str. 112.-118.</p> <p>Gomez-Gonzalez, J.E., Gamboa-Arbeláez, J., Hirs-Garzón, J. (2018): When Bubble Meets Bubble: Contagion in OECD Countries, Journal of Real Estate Finance and Economics Vol 56, str. 546. <a href="https://doi.org/10.1007/s11146-017-9605-4">https://doi.org/10.1007/s11146-017-9605-4</a></p> <p>Škrabić Perić, B., Rimac Smiljanić, A, Kezić, I. (2020.): Utjecaj turizma na cijene stambenih nekretnina, Working Paper.</p> <p>Estate Master (2020): Developer feasibility Software, Estate Master Limited, Sydney</p> <p>Estate Master (2020): Investment Appraisal Software, Estate Master Limited, Sydney</p> <p>Poslovni slučajevi i vijesti s portala/časopisa Poslovni dnevnik (<a href="http://www.poslovni.hr">www.poslovni.hr</a>)</p> <p>Poslovni slučajevi i vijesti s portala Lider (<a href="http://www.poslovni.hr">www.poslovni.hr</a>)</p> <p>Državni zavod za statistiku RH (<a href="http://www.dzs.hr">www.dzs.hr</a>)</p>		
Quality assurance methods that ensure the acquisition of exit competences	<ul style="list-style-type: none"> <li>• Class attendance records and documentation about students' results in fulfilling their obligations (lecturer)</li> <li>• Class management surveillance (Vice-dean for education).</li> <li>• Study efficacy analysis of all study courses (Vice-dean for education).</li> <li>• Student poll on lecturer and class efficacy for each study course (University of Split, Quality Improvement Center)</li> <li>• All course learning outcomes are to be verified by the course teacher during the exam. Exam content is being validated on regular basis in order to evaluate the appropriateness of means of examining the learning outcomes (Vice-dean for education).</li> </ul>		
Other (as the proposer wishes to add)			