New Course Request

Indiana University

IUPUI Campus

Check Appropriate Boxes: Undergraduate credit [ ] Graduate credit [ ] Professional credit [X]

1. School/Division Business
2. Academic Subject Code BUPA
3. Course Number 5540 (must be cleared with University Enrollment Services)
4. Instructor John Snell
5. Course Title Real Estate Appraisal
   Recommended Abbreviation (Optional) (Limited to 32 Characters including spaces)

6. First time this course is to be offered (Semester/Year): Summer 09

7. Credit Hours: Fixed at 3 or Variable from to

8. Is this course to be graded S-F (only)? Yes [ ] No [X]

9. Is variable title approval being requested? Yes [ ] No [X]

10. Course description (not to exceed 50 words) for Bulletin publication: This course is designed to provide an intermediate exposure to real estate appraisal practices and techniques, as well as associated business valuation procedures. The course content is applicable to both residential and income property appraisal, with an emphasis upon the more complex commercial appraisal techniques and methods.

11. Lecture Contact Hours: Fixed at 3 or Variable from to

12. Non-Lecture Contact Hours: Fixed at or Variable from to

13. Estimated enrollment: 20 of which 100% percent are expected to be graduate students.

14. Frequency of scheduling: once yearly. Will this course be required for majors? No

15. Justification for new course: To offer as a graduate elective for our Masters in Accounting students

16. Are the necessary reading materials currently available in the appropriate library? Yes

17. Please append a complete outline of the proposed course, and indicate instructor (if known), textbooks, and other materials.

18. If this course overlaps with existing courses, please explain with which courses it overlaps and whether this overlap is necessary, desirable, or unimportant.

19. A copy of every new course proposal must be submitted to departments, schools, or divisions in which there may be overlap of the new course with existing courses or areas of strong concern, with instructions that they send comments directly to the originating Curriculum Committee. Please append a list of departments, schools, or divisions thus consulted.

Submitted by:

[Signature] Date 2/1/09

Department Chairman/Division Director

Approved by:

[Signature] Date 2/16/09

Dean

[Signature] Date

Chancellor/Vice-President

[Signature] Date

University Enrollment Services

After School/Division approval, forward the last copy (without attachments) to University Enrollment Services for initial processing, and the remaining four copies and attachments to the Campus Chancellor or Vice-President.

UPS 724
University Enrollment Services Final—White; Chancellor/Vice-President—Blue; School/Division—Yellow; Department/Division—Pink; University Enrollment Services Advance—White
FIRST SUMMER SESSION - 2009  
R540 - REAL ESTATE APPRAISAL  

6:00 to 9:15 p.m. Tuesday/Thursday  Room 3006

Text: The Appraisal of Real Estate, Appraisal Institute, 12th Edition

<table>
<thead>
<tr>
<th>CLASS</th>
<th>ASSIGNMENT</th>
<th>READING</th>
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| 1 (5-14) | The Professional Appraiser  
Code of Ethics  
The Appraisal Report  
The Valuation Process  
Development of Valuation Theory  
Fee Simple & Partial Interests | Chapter 1  
Appendix A  
Chapter 26  
Chapter 4  
Chapter 2-3  
Chapter 5 |
| 2 (5-19) | Money & Capital Markets  
Data Collection, District & Market Analysis  
Site Analysis | Chapter 6  
Chapter 7-8, 11  
Chapter 9 |
| 3 (5-21) | Land Valuation  
Building Analysis  
Highest & Best Use | Chapter 13  
Chapter 10  
Chapter 12 |
| 4 | FIRST EXAM - May 26th | |

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PART II OF THE COURSE COVERS THE THREE APPROACHES TO VALUE IN DETAIL

<table>
<thead>
<tr>
<th>CLASS</th>
<th>ASSIGNMENT</th>
<th>READING</th>
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</table>
| 5 (5-28) | Building Cost Analysis  
The Cost Approach  
Accrued Depreciation Methods | Chapter 15  
Chapter 14  
Chapter 16 |
| 6 (6-2) | Sales Comparison Approach | Chapter 17-19 |
| 7 (6-4) | Sales Comparison Approach Problems  
Introduction to Income Approach | Chp. 20, 21 |
| 8 (6-9) | SECOND EXAM – June 9th  
Income Approach Applications | Chp. 21, 22, 23 |
R540 - REAL ESTATE APPRAISAL

9 (6-11) Income Capitalization Techniques Chp. 21, 22, 23

10 (6-16) Capitalization and Discounted Cash Flow Analysis Chapter 24

11 (6-18) Reconciliation, Appraisal Problems & Exam Review Chapter 25

12 THIRD EXAM – June 23rd

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BASIS FOR GRADE

First Exam ................... 30%
Second Exam .................. 35%
Third Exam .................... 35%

This course is designed to provide an intermediate exposure to real estate appraisal practices and techniques, as well as associated business valuation procedures. The course content is applicable to both residential and income property appraisal, with an emphasis upon the more complex commercial appraisal techniques and methods. The elements of valuation theory presented within this course should provide fundamental tools for a wide variety of real estate, finance, accounting and management career orientations. Classroom attendance is critical toward developing a full understanding of the text material; while lectures integrate real world examples and case study applications.

I hope that you will find this course to be a rewarding experience!

John C. Snell, MAI
Office: 845-8186
e-mail: Snell53@aol.com

I also have a mailbox on the fourth floor - north reception area of the School of Business.