

## Trends Real Estate Market

UGRA\_014610

---

|                     |  |
|---------------------|--|
| Departments         | Department of Economics, Finance & Accounting  |
| Teaching Languages  | English  |
| ECTS                | 2  |
| Teacher responsible | Antoni Candini Díaz - antoni.candini@esade.edu |

---

### Course Goals

Students gain a solid foundation in the fundamental concepts and theories related to real estate investment, development, and financing. They develop a deep understanding of the various financial instruments, strategies, and analytical tools employed in real estate transactions, enabling them to assess investment risks, evaluate potential returns, and make informed decisions in real estate investment and development scenarios.

The course delves into key topics such as real estate valuation, property analysis, mortgage markets, debt financing, equity investment, real estate investment trusts (REITs), and risk management within the real estate context. Through case studies, simulations, and practical exercises, students acquire hands-on experience in analyzing real-world real estate deals, conducting due diligence, and structuring investment portfolios.

|                    |   |
|--------------------|---|
| Previous knowledge | Fundamentals of Finance are recommended |
|--------------------|---|

|               |      |
|---------------|------|
| Prerequisites | None |
|---------------|------|

|                      |   |
|----------------------|---|
| Teaching methodology | <p>This course relies on a combination of independent academic readings, simulations, in-class exercises, case studies, brief lectures, personal reflection exercises, independent individual as well as teamwork. Students will actively participate in class.</p> <p>Theoretical approach: The course will provide a strong theoretical approach to the real estate sector. It will analyze in deep the current status of the sector for each asset class. Once all asset classes are studied and clear, the course will focus on how to value real estate assets from every possible angle.</p> <p>Business Cases: We will devote significant time to the analysis and discussion of cases. The case method is one of the most effective pedagogical tools to sharpen your analytical, decision-making and communication skills. Moreover, the case method provides a vehicle by which to apply concepts and</p> |
|----------------------|---|

frameworks that we will discuss in class or which you will find in the assigned readings. Finally, the discussion of cases provides you with an opportunity to be aware of your own assumptions and to learn from others by listening to their comments and counterarguments in a safe, collegial learning environment.

Students will engage in practical application through business cases, analyzing real-world scenarios to understand the complexities and challenges of real estate finance.

**Guest Speakers:** Industry experts and professionals will be invited as guest speakers, offering valuable insights, practical experiences, and real-time perspectives on the latest trends and practices in the field of real estate finance.

**Team assignment:** One the best way to learn is through teaching someone else. During this course each of you will be assigned to a team and will have a chance to work on and present before your fellow students on a specific topic assigned by the instructor.

## Description

### Course contribution to program

Providing students with a comprehensive understanding of the intricacies of real estate markets and the financial principles that underpin them. This course offers a specialized focus on the unique dynamics, challenges, and opportunities within the real estate sector, equipping students with essential knowledge and skills to navigate this complex and evolving field.

### Short description

In this course, we will explore the fundamental principles and concepts that form the backbone of the real estate industry. Whether you're a seasoned professional or a newcomer to the field, this class is designed to provide you with a comprehensive understanding of key topics in real estate. During our first two sessions, we delved into essential aspects such as asset classes, the significance of location, and the economic landscape in Spain – all crucial factors that shape the real estate market. We will also explore the basics of zoning and urban planning, as well as various types of lease agreements. As we move into the second session, we will continue our exploration, touching on topics such as interest rates and their impact on exit yields, different types of residential assets, and how unemployment can influence residential prices. These discussions will provide you with valuable insights into the dynamic nature of the real estate market. Our third and fourth session will entirely focus on how to value real estate assets from the theoretical perspective as well as the practical one.

## Bibliography

Hoffman, Schuyler, Forde, Daniel, Mastering The Essentials Of Residential Real Estate: Trends,

Challenges And Solutions (Book)

Brett, Deborah L., Real Estate Market Analysis: Trends, Methods, and Information Sources, Third Edition (English Edition) (Book)

Brueggeman, William, Real Estate Finance & Investments (Real Estate Finance and Investments) (English Edition) (Book)

## Activities

In-class discussions and debates

We will present different scenarios and we will open de debate to nurture and enrichment of the content

Analytical exercises

When discussing specific points we will always support the theoritecal approach with hands-on cases

Group presentations

There is a group case to be done throughout the entire course that will be presented during the last session

Case study resolution

Many cases will be presented during our sessions that will be solved at the end.

Case study analyses

We will analyze real-life real estate cases from different perspectives (valuations, financing, business decisions)

## Assessment

| Tool                                       | Assessment tool                  | Category       | Weight % |
|--|----------------------------------|----------------|----------|
| Group project                              | Final group project              | Ordinary round | 25.00%   |
| Peer evaluation                            | Peer Evaluation                  | Ordinary round | 10.00%   |
| Quizzes/tests                              | Assignments                      | Ordinary round | 25.00%   |
| In-class analysis and discussion of issues | Class Participation & Attendance | Ordinary round | 40.00%   |
| Final individual project                   | Retake                           | Retake         | 100.00%  |

## PROGRAMS

B13-Exchange Program Bachelor of Business Administration (BBA) (Undergraduates: Business)  
B13 Year 1 (Optative)

B13S-Exchange Program Bachelor of Business Administration (BBA) (Undergraduates: Business)  
B13S Year 1 (Optative)

BBA20-Bachelor of Business Administration (BBA) (Undergraduates: Business)  
BBA20 Year 4 (Optative)  
BBA20 Year 2 (Optative)  
BBA20 Year 3 (Optative)

BBA23-Bachelor of Business Administration (BBA) (Undergraduates: Business)  
BBA23 Year 4 (Optative)  
BBA23 Year 2 (Optative)  
BBA23 Year 3 (Optative)

DBAI23-Double Degree in Business Administration and Artificial Intelligence for Business (Undergraduates: Business)

DBAI23 Year 3 (Optative)

GBD20-Double Degree in Business Administration and Law (Undergraduates: Law)  
GBD20 Year 4 (Optative)  
GBD20 Year 2 (Optative)  
GBD20 Year 5 (Optative)  
GBD20 Year 3 (Optative)  
GBD20 Year 1 (Optative)

GEL23-Bachelor of Global Governance, Economics and Legal Order (Undergraduates: Law)  
GEL23 Year 2 (Optative)  
GEL23 Year 3 (Optative)  
GEL23 Year 4 (Optative)  
GEL23 Year 1 (Optative)