

Real Estate Markets and Analysis

■ LEARNING OBJECTIVES

Students will be able to

1. understand and differentiate the difference between districts and neighborhoods.
2. understand the relationship of the four value forces as they relate to districts and neighborhoods.
3. understand and be able to identify the four stages in a neighborhood's life cycle.
4. understand the concept of market segmentation.
5. understand and explain the difference between efficient and inefficient markets, giving examples of each.
6. identify the three different types of market analysis.
7. identify the types and sources of data.
8. understand the basic steps in performing a market analysis.
9. understand the basic impact of federal monetary and fiscal policy with special emphasis on the three credit regulation devices used by the Federal Reserve to impact the price and supply of money.
10. understand and differentiate between money and capital markets, giving examples of each.
11. understand the basics of real estate finance including the basic terms, types of loans, and various forms of mortgages.