



Rotman Commerce UNIVERSITY OF TORONTO

Course Outline

RSM 483 H1F

Real Estate Markets

Fall 2017

Course Meets: Thursdays 10AM-12PM, Woodsworth College Residence Room 30

Instructor:	Nathaniel Baum-Snow, Rotman South Room 8030
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Office Hours:	Tuesdays 4:30-5:30 or Please Email for an Appointment
Teaching Assistant:	Camilo Acosta-Mejia, C.AcostaMejia14@Rotman.Utoronto.Ca

It is important that I be available to meet with you individually. If these office hours do not work for your schedule, please email me to set up another time to meet.

Course Scope and Mission

This course uses methods from economics and econometrics to analyze real estate markets. Topics covered include real estate valuation, the location decisions of households and firms, land use, urban growth and agglomeration, real estate market dynamics, intermediation and brokerage, behavioral real estate, and real estate development.

The course is designed to be useful to students from across the Commerce program. In addition to those who pursue careers in real estate itself, an understanding of real estate markets can be useful to students interested in banking and asset management. A background in real estate can also be useful to managers in general as they sometimes deal directly with location decisions and because firms frequently own or rent a significant amount of real estate. As a result, firms in many different industries must understand how to operate in the real estate business in addition to their core business.

Course Prerequisites

ECO204Y/206Y (Intermediate Microeconomics)

ECO220Y/227Y/STA(220H+221H)/(257H+261H) (Introductory Statistics/Econometrics)

RSM 332H1 (Capital Market Theory)

Required Readings

The text for this course is: Helsley, Robert W., *Urban and Real Estate Economics*, Vancouver: UBC Real Estate Division, 2003. We will use it for about half the classes. You may want to share it rather than purchase it.

There is also a small supplemental course packet.
Additional readings will be posted on the course website.

Evaluation and Grades

Your final grade will be determined by the weighted sum of your scores on the following:

<u>Work</u>		<u>Due Date</u>
Class Participation	10%	Ongoing
Case	10%	October 26
Debates	5%	October 5, November 16
Term Project	25%	November 30
Final Exam	50%	Scheduled by Arts & Sciences

Class Participation: Your contributions to class discussions are very important for class dynamics. Please do not be shy! Ask questions to clarify what we are discussing and bring new perspectives to class. The course is cumulative, so being lost early becomes costly very quickly. Constructive comments in class will increase participation points. It is important to recognize that good class participation is not at all about knowing all the answers. Sometimes, the best participation is asking the right question.

Most classes will have at least one pre-announced open freeform discussion topic. Please be ready to participate, as your participation counts toward your grade.

Please display your name card in every class. Absence or late arrivals will be considered negatively in your class participation grade.

The case write-up, the debate, and the term project are group projects. You are encouraged to choose your own groups, with each group having no more than 5 members. You must work with the same group on all group projects. It is solely your responsibility to form the group and coordinate with other group members. Each group should email me and the TA a list of group members before the third class (Thursday, September 21st). The sooner the better. Please email your group list as soon as you have it with RSM483 GROUP (capital letters) in the subject.

Case: The case assignment deals with the Canary Wharf development project in London, UK. I will give out the assignment in early October. It is due at the beginning of class on October 26th.

Debates: There will be two class debates. They will both deal with the Toronto area housing market in different ways. It is thus useful for you to keep abreast of GTA housing market developments. Follow articles about real estate in the Toronto Star (thestar.com) and the Toronto Realty Blog (torontorealtyblog.com).

Term Project: One option that I would encourage you to consider is to write the paper as a case, with information, case questions, and answers. Writing the project as a case is not required, however. The paper must show an understanding of course material, and it must also be business relevant. The paper should be analytically rigorous, applying ideas from real estate economics to a real world situation. I will separately post a list of possible projects.

You must clear the topic with me by the sixth class meeting (Thursday, October 12th). To do this, you will need to turn in a brief (one or two paragraph) description of what you hope to accomplish. Please put RSM483 PAPER TOPIC in the subject of the email. The paper can be at most 20 pages long (12 pt. font, double spaced, 8x11 paper, 1 inch margins) including quantitative or graphical exhibits with at most 15 pages of text. References can be on extra pages. These page limits are firm. The project is due at the beginning of the last class. This deadline is firm too. The group will present their paper on the last day of class. Because of this, I will not allow two groups to work on the same topic. Topics will be allocated on a first-come, first-served basis. I will not give away a topic until the brief description (described above) is turned in to me. I will set up meetings outside of class with each group to discuss their topics both before and after the proposal due date.

Final: The final will be on a date scheduled by the Arts and Science office.

Recordings

Classes will never be recorded. I am very happy to help students make up a missed class by providing additional readings and by discussing material in my office.

COURSE FORMAT AND EXPECTATIONS

Use Turnitin.com:

Students will be required to submit their course essays to Turnitin.com for a review of textual similarity and detection of possible plagiarism. In doing so, students will allow their essays to be included as source documents in the Turnitin.com reference database, where they will be used solely for the purpose of detecting plagiarism. The terms that apply to the university's use of the Turnitin.com service are described on the Turnitin.com website.

Written Assignments:

Please note that clear, concise, and correct writing will be considered in the evaluation of all written assignments. That is, you may lose points for writing that impedes communication: poor organization, weak paragraph development, excessive wordiness, hard-to-follow sentence structure, spelling mistakes and grammatical errors. Students who require additional support and/or tutoring with respect to their writing skills are encouraged to visit the Academic Success Centre (<http://www.studentlife.utoronto.ca/asc>) or one of the College Writing Centres (www.writing.utoronto.ca/writing-centres). These centres are teaching facilities – not editing services, where trained staff can assist students in developing their academic writing skills. There is no charge for the instruction and support.

For Group Work:

Learning to work together in teams is an important aspect of your education and preparation for your future careers. That said, project-based teamwork is often new to students; to work well in teams, it helps to follow a set of core expectations to best succeed at your team projects.

1. Read the document entitled, “Working in Teams: Guidelines for Rotman Commerce Students” which is available on the RC portal under the Academic Services tab.

2. When working in a team, Rotman Commerce students are expected to:

- Treat other members with courtesy and respect;
- Honour the ground rules established by the team;
- Contribute substantially and proportionally to the final project;
- Ensure enough familiarity with the entire contents of the group project/assignment so as to be able to sign off on it as original work;
- Meet the project timeline as established by the team.

3. Resolving differences:

Conflicts are part of the team's process of learning how to work together. When handled well, it can generate creativity and bring-multiple perspectives to the solution.

Student teams are expected to work through their misunderstandings as soon as they arise (and prior to submission of the final project). When teams are unable to arrive at a solution that works for all members, the team must meet with the Rotman Commerce Team Coach** as soon as possible. The Coach will listen to the team and help develop options for improving the team process. All members of the project team must commit to, and, utilize their action plans.

For an appointment with a Rotman Commerce Team Coach, please contact Nouman Ashraf at nouman.ashraf@rotman.utoronto.ca. Nouman is highly skilled at facilitating team dynamics and collaboration. Note that the Team Coach's role is to provide guidance, support and advice on team matters – not to formally evaluate or assess teamwork for academic purposes.

POLICY AND PROCEDURES

Missed Tests and Assignments

Students who miss a test or assignment for reasons entirely beyond their control (e.g. illness) may submit a request for special consideration. Provided that notification and documentation are provided in a timely manner, and that the request is subsequently approved, no academic penalty will be applied.

In such cases, students must notify Rotman Commerce on the date of the missed test (or due date in the case of course work) and submit supporting documentation (e.g. [Verification of Student Illness or Injury form](#)) to the Rotman Commerce Program Office within **48 hours** of the originally scheduled test or due date. Students who do not provide Rotman Commerce or the instructor with appropriate or sufficient supporting documentation will be given a grade of 0 (zero) for the missed test or course deliverable.

Documentation submitted in support of petitions for missing tests and assignments must be original; no faxed or scanned copies will be accepted.

Note that the physician's report must establish that the patient was examined and diagnosed at the time of illness, not after the fact. Rotman Commerce will not accept a statement that merely confirms a later report of illness made by the student to a physician.

Late Assignments

All assignments are due at the beginning of class on the date specified in the course outline. Late submissions of any assignment may be considered; however, a resolution may be determined at the instructor's discretion and may include an academic penalty.

Students who, for reasons beyond their control, are unable to submit an assignment by its deadline must obtain approval from the instructor for an extension. Supporting documentation will be required as per the policy on missed tests and assignments.

Accessibility Needs

The University of Toronto is committed to accessibility. If you require accommodations for a disability, or have any accessibility concerns about the course, the classroom or course materials, please contact Accessibility Services as soon as possible: accessibility.services@utoronto.ca or <http://www.studentlife.utoronto.ca/as>.

Academic Integrity

Academic Integrity is a fundamental value essential to the pursuit of learning and scholarships at the University of Toronto. Participating honestly, respectfully, responsibly, and fairly in this academic community ensures that the UofT degree that you earn will continue to be valued and respected as a true signifier of a student's individual work and academic achievement. As a result, the University treats cases of academic misconduct very seriously.

The University of Toronto's Code of Behaviour on Academic Matters

<http://www.governingcouncil.utoronto.ca/policies/behaveac.htm> outlines the behaviours that constitute academic misconduct, the process for addressing academic offences, and the penalties that may be imposed. You are expected to be familiar with the contents of this document. Potential offences include, but are not limited to:

In papers and assignments:

- Using someone else's ideas or words without appropriate acknowledgement.
- Submitting your own work in more than one course without the permission of the instructor.
- Making up sources or facts.
- Obtaining or providing unauthorized assistance on any assignment (this includes collaborating with others on assignments that are supposed to be completed individually).

On test and exams:

- Using or possessing any unauthorized aid, including a cell phone.
- Looking at someone else's answers
- Misrepresenting your identity.
- Submitting an altered test for re-grading.

Misrepresentation:

- Falsifying institutional documents or grades.
- Falsifying or altering any documentation required by the University, including (but not limited to), medical notes.

All suspected cases of academic dishonesty will be investigated by the following procedures outlined in the *Code of Behaviour on Academic Matters*. If you have any question about what is or is not permitted in the course, please do not hesitate to contact the course instructor. If you have any questions about appropriate research and citation methods, you are expected to seek out additional information from the instructor or other UofT resources such as College Writing Centres or the Academic Success Centre.

Email

At times, the course instructor may decide to communicate important course information by email. As such, all UofT students are required to have a valid UTmail+ email address. You are responsible for ensuring that your UTmail+ email address is set up AND properly entered on the ROSI system. For more information please visit <http://help.ic.utoronto.ca/category/3/utmail.html>

Forwarding your utoronto.ca email to a Hotmail, Gmail, Yahoo or other type of email account is not advisable. In some cases, messages from utoronto.ca addresses sent to Hotmail, Gmail or Yahoo accounts are filtered as junk mail, which means that important messages from your course instructor may end up in your spam or junk mail folder.

Blackboard and the Course Page

The online course page for this course is accessed through Blackboard. To access the course page, go to the UofT Portal login at <https://portal.utoronto.ca/> and log in using your UTORid and password. Once you have logged in, look for the My Courses module where you'll find the link to all your course websites. If you don't see the course listed here but you are properly registered for the course in ROSI, wait 48 hours. If the course does not appear, go to the Information Commons Help Desk in Robarts Library, 1st floor, for

help, or explore additional Portal Information for Students at <http://portalinfo.utoronto.ca/content/information-students>.

Recording Lectures

Lectures and course materials prepared by the instructor are considered by the University to be an instructor's intellectual property covered by the Canadian Copyright Act. Students wishing to record a lecture or other course material in any way are required to ask the instructor's explicit permission, and may not do so unless permission is granted (note: students who have been previously granted permission to record lectures as an accommodation for a disability are, of course, excepted). This includes tape recording, filming, photographing PowerPoint slides, Blackboard materials, etc.

If permission is granted by the instructor (or via Accessibility Services), it is intended for the individual student's own study purposes and does not include permission to "publish" them in anyway. It is absolutely forbidden for a student to publish an instructor's notes to a website or sell them in any other form without formal permission.

Course Outline and Schedule

This schedule is tentative except for the Canary Wharf case (Class 8) and the student presentations (Class 12), which have fixed dates. We may get behind and have to cut some material at the end. Everything covered in class is fair game for the final exam.

Part I: Introduction and Real Estate Valuation

Class 1: Course Introduction and Real Estate Valuation (September 7)

Readings: Lecture Notes

Helsley, Ch. 1 (pp. 1.1-1.4) & Ch. 2 (review)

Strange (2012), "Real Estate Valuation" in "Essays in Real Estate Economics"

Hu, D. and A. Pennington-Cross (2000), "The Evolution of Real Estate in the Economy," The Research Institute for Housing America, Institute Report # 00-02 (optional)

Class 2: Hedonics and Home Price Indexes (September 14)

Discussion: How much would you pay for this house?

Readings: Lecture Notes

Part II: Land Use and Urban Spatial Structure

Class 3: Fundamentals of Rent and Land Use (September 21)

Readings: Lecture Notes

Helsley, Ch. 5-6

Class 4: Urban Spatial Structure (September 28)

Readings: Lecture Notes

Helsley, Ch. 5-6 continued

Discussion: Who benefits and who loses from new urban transport infrastructure?

Class 5: Urban Growth (October 5)

Debate: Develop Dupont St., the Toronto Greenbelt or neither?

Readings: Lecture Notes

Helsley, Ch. 7-8

Class 6: Residential Housing Demand and Supply (October 12)

Readings: Lecture Notes

Brueckner, Ch 6

Gyourko, J. (2009) "Housing Supply." *Annual Review of Economics*

Brueckner, J. (2009) "Government Land Use Interventions: An Economic Analysis" in *Urban Land Markets: Improving Land Management for Successful Urbanization*. (optional)

Part III: Nonresidential Real Estate

Class 7: Business Location and Agglomeration (October 19)

Readings: Lecture Notes

Helsley, Ch. 1 (pp. 1.4-1.7))

“As companies relocate to big cities, suburban towns are left scrambling” *Washington Post* (July 16, 2017)

“How the U.S. Lost Out on iPhone Work” *New York Times* (Jan. 21, 2012)

Rosenthal and Strange, "The Micro-Empirics of Agglomeration Economies," mimeo, 2004. (optional)

Class 8: Canary Wharf Case (October 26)

Readings: Case writeup and supplementary materials in the course packet

Part IV: Real Estate Dynamics

Class 9: Real Estate Cycles (Nov 2)

Reading: Lecture Notes

Helsley, Ch. 11

Glaeser, Edward L., “A Nation of Gamblers: Real Estate Speculation in American History,” NBER Working Paper #18225

Mayer, Christopher, Karen Pence, and Shane M. Sherlund, “The Rise in Mortgage Defaults,” *The Journal of Economic Perspectives*, Vol. 23, No. 1 (Winter, 2009), pp. 27-50.

“The Big Short” movie (or book) (optional)

Mian & Sufi “The Consequences of Mortgage Credit Expansion: Evidence from the U.S. Mortgage Default Crisis” *Quarterly Journal of Economics* (2009) (optional)

Class 10: Government’s Involvement in the Housing Market (November 16)

Debate: Ontario provincial policy to cool the GTA housing market.

Part V: Advanced Topics

Class 11: (Nov 23)

Real Estate Brokerage

Readings: Lecture Notes

Barwick, Panle Jia, Parag A. Pathak & Maisy Wong “Conflicts of Interest and Steering in Residential Brokerage” *AEJ: Applied Economics*, forthcoming.

Levitt and Syverson, "Market Distortions when Agents are Better Informed: A Theoretical and Empirical Exploration of the Value of Information in Real Estate Transactions,” *Review of Economics and Statistics*, November 2008. (optional)

Real Options

Readings: Lecture Notes

Miller, David and Norman Geltner. “Real Options & Land Value”

Part VI: Wrap-Up

Class 12: Student Presentations (Nov 30)