



RED 398 Shaping Cities Through Real Estate
(Section: 51662 – Residential)

Units: 4.0

Location: TBD

Mondays: 6:00 - 9:20 pm

Instructor: Aleks Baharlo

Office Hours: By appointment

Contact Info: abaharlo@usc.edu

Course Description

Real estate development is not only a dynamic and multifaceted process but also an innovative and creative one. Through a series of “core” lectures we introduce the fundamentals of real estate development: land acquisition, due diligence, land entitlements, approvals, and construction. We discuss the synergy between planning theory, land use regulation and the approval process. Lastly, we introduce various typologies including infill, mixed-use, multi-family, suburban, and master planned communities within the broader context of the real estate development process. We also discuss the shortcomings of various typologies and ways to improve them for future generations.

The instructor for this course is a professional with 25 plus years of experience in the field of development, planning and architecture. As such, this is a practical course with emphasis on real life experiences, case studies and recent projects. Los Angeles and its vicinity will be used as our learning grounds and the site for the final project.

Learning Objectives

Cities, real estate markets and land regulations are complex and ever changing. Successful developers artfully integrate the mechanisms of land policy, regulations, market conditions, architecture, and urban planning to achieve their goals. Upon successful completion of this course, students will have a fundamental understanding of this complex web, how to navigate through it, assess risks and discover opportunities.

Technological Proficiency and Hardware/Software Required

Proficiency in Excel, Word Processing and knowledge of any graphic software for drawing simple site plans required.

Required Readings and Supplementary Materials

The material in this course will be predominantly presented through lectures and case studies in class. As such, there are no required readings and taking good notes is imperative. However, here are a few recommended readings:

- **Curtin's California Land Use & Planning Law** - Author: Cecily Talbert Barclay and Matthew S. Gray - Publisher: Solano Press Books
- **Guide to California Planning** - Author: William Fulton - Publisher: Solano Press Books
- **Professional Real Estate Development (The ULI Guide to the Business)** - Author: Richard B. Peiser with Anne B. Frej - Publisher: ULI

Description and Assessment of Assignments

- In addition to quizzes, a midterm, a final exam the only assignment for this course is a final project and a short report on a podcast.

- Students are required to take good notes during lectures and to review their notes and lecture slides on a weekly basis.

Attendance

- Unless students provide an accommodation letter from USC's Office of Student Accessibility Services, attendance and active participation is expected in the classroom. Any student with such accommodations should submit their accommodation document to instructor as soon as possible to discuss appropriate accommodations.
- **Each absentee is a 2 point (2%) deduction from your total grade in the course.**
- Attendance will be taken via Qwikly Attendance on Blackboard during the first 5 minutes of class. If you arrive past the 5 minute time allowance, you will automatically receive an absentee mark.
- Students who are experiencing illness should not attend class in person. Students must inform the instructor in advance of any class sessions they cannot attend for medical reasons and present a medical note. Students will not be penalized for not attending class in-person under these circumstances. However, students are encouraged to arrange with a classmate to share detailed notes with them.

Participation

Participation and attendance in this course are required. This includes asking relevant questions from the instructor, answering questions when asked by the instructor and participating in peer to peer discussions in class.

EXAMS and Assignments

There are **two multiple choice exams and 5 quizzes** in this course which are taken on Blackboard and graded automatically. Students are also required to complete a **Final Project and a podcast report**.

Grading Type

Exams and quizzes will be based on percentages and the final project and podcast report will be assigned letter grades. The Final grade will be a letter grade based on the weighted average method (see below).

Grading Breakdown

Course grades are solely based on a WEIGHTED AVERAGE method based on the following percentage allocations.

Please note: THE INSTRUCTOR WILL NOT CHANGE ATTENDANCE RECORDS OR GRADES ON A DISCRETIONARY BASIS under any circumstance.

	Grade Allocation
Final Project	25%
Midterm Exam	25%
Final Exam	25%
Quizzes	20% (5 @ 4% EACH)
Springville Podcast Report	5%
Total	100%

Grading Scale

Course final grades will be determined using a weighted average method using the allocations listed above in the Grading Breakdown and using the following scale:

A	95-100
A-	90-94.9
B+	87-89.9
B	83-86.9
B-	80-82.9
C+	77-79.9
C	73-76.9
C-	70-72.9
D+	67-69.9
D	63-66.9
D-	60-62.9
F	59.9 and below

***Rounding:** Grades will be rounded up or down accordingly. For example 94.90 thru 94.949 will be rounded down to 94.9; 94.95 and up will be rounded up to 95.

Assignment Submission Policy

The Final Project is to be submitted on the date specified in the course syllabus.
No late work will be accepted.

Grading Timeline

Grading for exams is instantaneous and the grading for the final project will be completed within 2 weeks of submission and posted on blackboard.



Course Schedule

	Topics/Daily Activities	Quiz/Assignments
Week 1 1/8	Introduction	Springville Podcast Assigned
Week 2 1/15	Martin Luther King Day	NO CLASS
Week 3 1/22	Shaping Cities	Springville Podcast Report Due
Week 4 1/29	The Development Process	
Week 5 2/5	Entitlements	Quiz 1: The Development Process
Week 6 2/12	Due Dilligence I	Quiz 2: Entitlements
Week 7 2/19	President's Day	NO CLASS
Week 8 2/26	Due Dilligence II	
Week 9 3/4	Construction	Quiz 3: Due Diligence I & II
Week 10 3/11	Spring recess	NO CLASS
Week 11 3/18	-Midterm Exam-	
Week 12 3/25	Urban vs Suburban Typology	Final Project Assigned
Week 13 4/1	Multi-Family Typology	Quiz 4: Urban Suburban Typology Final Project Teams DUE
Week 14 4/8	Land Acquisition	Quiz 5: Multi-Family Typology Final Project Sites DUE
Week 15 4/15	Final Project Workshop	Private Sessions – by Zoom appointment
Week 16 4/22	Final Project Workshop	Private Sessions – by Zoom appointment
Week 17 4/29	USC Study Days	Final Project Due 4/29 6:00PM
Week 17 5/6	-Final Exam (7pm)-	



Academic Integrity

The University of Southern California is foremost a learning community committed to fostering successful scholars and researchers dedicated to the pursuit of knowledge and the transmission of ideas. Academic misconduct is in contrast to the university's mission to educate students through a broad array of first-rank academic, professional, and extracurricular programs and includes any act of dishonesty in the submission of academic work (either in draft or final form).

This course will follow the expectations for academic integrity as stated in the [USC Student Handbook](#). All students are expected to submit assignments that are original work and prepared specifically for the course/section in this academic term. You may not submit work written by others or "recycle" work prepared for other courses without obtaining written permission from the instructor(s). Students suspected of engaging in academic misconduct will be reported to the Office of Academic Integrity.

Other violations of academic misconduct include, but are not limited to, cheating, plagiarism, fabrication (e.g., falsifying data), knowingly assisting others in acts of academic dishonesty, and any act that gains or is intended to gain an unfair academic advantage.

The impact of academic dishonesty is far-reaching and is considered a serious offense against the university and could result in outcomes such as failure on the assignment, failure in the course, suspension, or even expulsion from the university.

For more information about academic integrity see the [student handbook](#) or the [Office of Academic Integrity's website](#), and university policies on [Research and Scholarship Misconduct](#).

Use of AI Generators

Since creating, analytical, and critical thinking skills are part of the learning outcomes of this course, all assignments should be prepared by the student working individually or in groups. Students may not have another person or entity complete any substantive portion of the assignment. Developing strong competencies in these areas will prepare you for a competitive workplace. Therefore, using AI-generated tools is prohibited in this course, will be identified as plagiarism, and will be reported to the Office of Academic Integrity.
Statement on Academic Conduct and Support Systems

Students and Disability Accommodations:

USC welcomes students with disabilities into all of the University's educational programs. [The Office of Student Accessibility Services \(OSAS\)](#) is responsible for the determination of appropriate accommodations for students who encounter disability-related barriers. Once a student has completed the OSAS process (registration, initial appointment, and submitted documentation) and accommodations are determined to be reasonable and appropriate, a Letter of Accommodation (LOA) will be available to generate for each course. The LOA must be given to each course instructor by the student and followed up with a discussion. This should be done as early in the semester as possible as accommodations are not retroactive. More information can be found at osas.usc.edu. You may contact OSAS at (213) 740-0776 or via email at osasfrontdesk@usc.edu.

Support Systems:

[*Counseling and Mental Health*](#) - (213) 740-9355 – 24/7 on call

Free and confidential mental health treatment for students, including short-term psychotherapy, group counseling, stress fitness workshops, and crisis intervention.

[*988 Suicide and Crisis Lifeline*](#) - 988 for both calls and text messages – 24/7 on call

The 988 Suicide and Crisis Lifeline (formerly known as the National Suicide Prevention Lifeline) provides free and confidential emotional support to people in suicidal crisis or emotional distress 24 hours a day, 7 days a week, across the United States. The Lifeline is comprised of a national network of over 200 local crisis centers, combining custom local care and resources with national standards and best practices. The new, shorter phone number makes it easier for people to remember and access mental health crisis services (though the previous 1 (800) 273-8255 number will continue to function indefinitely) and represents a continued commitment to those in crisis.

[*Relationship and Sexual Violence Prevention Services \(RSVP\)*](#) - (213) 740-9355(WELL) – 24/7 on call

Free and confidential therapy services, workshops, and training for situations related to gender- and power-based harm (including sexual assault, intimate partner violence, and stalking).

[*Office for Equity, Equal Opportunity, and Title IX \(EEO-TIX\)*](#) - (213) 740-5086

Information about how to get help or help someone affected by harassment or discrimination, rights of protected classes, reporting options, and additional resources for students, faculty, staff, visitors, and applicants.

[*Reporting Incidents of Bias or Harassment*](#) - (213) 740-5086 or (213) 821-8298

Avenue to report incidents of bias, hate crimes, and microaggressions to the Office for Equity, Equal Opportunity, and Title for appropriate investigation, supportive measures, and response.

[*The Office of Student Accessibility Services \(OSAS\)*](#) - (213) 740-0776

OSAS ensures equal access for students with disabilities through providing academic accommodations and auxiliary aids in accordance with federal laws and university policy.

[USC Campus Support and Intervention](#) - (213) 740-0411

Assists students and families in resolving complex personal, financial, and academic issues adversely affecting their success as a student.

[Diversity, Equity and Inclusion](#) - (213) 740-2101

Information on events, programs and training, the Provost's Diversity and Inclusion Council, Diversity Liaisons for each academic school, chronology, participation, and various resources for students.

[USC Emergency](#) - UPC: (213) 740-4321, HSC: (323) 442-1000 – 24/7 on call

Emergency assistance and avenue to report a crime. Latest updates regarding safety, including ways in which instruction will be continued if an officially declared emergency makes travel to campus infeasible.

[USC Department of Public Safety](#) - UPC: (213) 740-6000, HSC: (323) 442-1200 – 24/7 on call

Non-emergency assistance or information.

[Office of the Ombuds](#) - (213) 821-9556 (UPC) / (323-442-0382 (HSC)

A safe and confidential place to share your USC-related issues with a University Ombuds who will work with you to explore options or paths to manage your concern.

[Occupational Therapy Faculty Practice](#) - (323) 442-2850 or otfp@med.usc.edu

Confidential Lifestyle Redesign services for USC students to support health promoting habits and routines that enhance quality of life and academic performance.