

**REAL 4210: Real Estate Asset Management**  
**Spring 2026 Course Syllabus**

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**Course 4210 – Asset Management** (*formerly Advanced Property Management*)

**Thursdays – 6:30pm to 9:20pm**

**Location: BLB 255**

**Text: Finance and Asset Management, Second Edition (ISBN 13 – 978-1-57203-273-6)**

**Instructor:** Benjamin Hart, BBA, MPA

**Office:** Business Leadership Building, 255

**Office Hours:** Immediately following class and by appointment

**Mobile Phone:** 817-966-1043

**Email:** [benjamin.hart@unt.edu](mailto:benjamin.hart@unt.edu)

### **Supplies**

Textbook. Laptop/Electronic Device: This course will be delivered in person. You will need a computer with internet connection, camera, mic and speakers in case we need to convert to online/remote delivery. You will also need it for your final presentation. You will also need access to MS Word and PowerPoint.

### **Course Objectives**

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#### **Student Learning Objectives**

- Gain an advanced level awareness of asset management
- To provide the student with practical, real-world examples and scenarios of budgeting, reporting and analysis
- Improve confidence in speaking in front of groups

#### **Instructor Objective**

This class will give you a unique perspective on asset management. It focuses on the real estate manager's role to ensure that clients realize their investment goals.

### **Assignments**

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**Project**

Students will be required to do a presentation on a property with recommendations for the property owner. Detailed instructions will be provided after Exam 2.

**In Class Quizzes**

There will be a quiz during each class period that an exam is not scheduled. The quiz will take place sometime during class and you must be present to take the quiz. It will be a one question quiz over something in your reading for the week. If you are present and get the answer correct, you get a 100%. If you are present but get the answer wrong, you will get an 80%. If you are not present you get a 0%. There are no make-ups for these quizzes.

**Exam Information**

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**Final Exam:** The final exam will be comprehensive and is scheduled for Thursday, May 7<sup>th</sup>.

**Exam Style:** This is a TREC regulated course so the exams will be multiple choice.

**Make Up Exams:** No make-up exams will be given. If you know you will be absent for an exam, you must make prior arrangements with the instructor to take the test before the scheduled day of the test.

**Cheating:** Cheating will result in a minimum grade of zero on the assignment, an F in the class and a trip to the Dean's office to have a discussion about academic dishonesty. If you need more information on UNT rules, please see Student Affairs about academic integrity.

**Course Grade Weighting**

20% - Exam 1  
20% - Exam 2  
20% - Quizzes  
20% - Project  
20% - Final Exam  
100% Total

**Extra Credit:** There is no extra credit offered in this course.

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**Schedule** *(subject to change)*

<b>Week</b>	<b>Date</b>	<b>Topics</b>	<b>Reading</b>
Week 1	January 15, 2026	Syllabus / Why RE Finance / Economics of Real Estate Investment	Ch 1, Ch 2
Week 2	January 22, 2026	The Finance Function / Accounting Basics	Ch 3, Ch 4
Week 3	January 29, 2026	Understanding and Implementing Budgets	Ch 5
Week 4	February 5, 2026	Cash Flow Analysis / Financial Reporting	Ch 6, Ch 7
Week 5	February 12, 2026	<b>Exam 1 - Chapters 1 through 8</b> (no class)	n/a
Week 6	February 19, 2026	Time Value of Money	Ch 8
Week 7	February 26, 2026	Financing Basics	Ch 9
Week 8	March 5, 2026	Loan Analysis	Ch 10
Week 9	March 12, 2026	Real Estate Appraisal	Ch 11
Week 10	March 19, 2026	<b>Exam 2 - Chapters 9 through 16</b> (no class)	n/a
Week 11	March 26, 2026	Measuring the Performance of RE Assets	Ch 12
Week 12	April 2, 2026	Discounted Cash Flow	Ch 13
Week 13	April 9, 2026	Financial Analysis and Making Recommendations	Ch 14
Week 14	April 16, 2026	Lease Analysis	Ch 15
Week 15	April 23, 2026	After-Tax Cash Flow	Ch 16
Week 16	April 30, 2026	Final Project Presentations	n/a
Week 17	May 7, 2026	<b>Final Exam - Chapters 9 through 16</b> (no class)	n/a

**Quality of Work Expectations:** I expect to see your best effort; in a professional, high quality, well planned, coherent presentation. If you wouldn't submit something to your boss in the future, please don't do it here.

**Class Participation:** I expect everyone to participate even if you are shy. You will have a difficult time becoming successful in business if you are not able to engage with others. This class is an opportunity to grow by teaching you to build relationships, develop communication skills and to express your ideas in a convincing manner.

**Attendance Policy:** You need to be present and engaged during each class. Every session we have is important and is designed to provide value to your future career. If you miss a class, please engage with your fellow classmates first. If you need further clarification a topic, you are welcome to contact me. Please do not ask if you missed anything important. The answer will always be "yes".

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**Communicating with Mr. Hart:** The best way to reach me is through email (benjamin.hart@unt.edu) or Canvas. If we need to schedule a time to talk, I am happy to be available to you.

**Class Cancellation:** Unless the University or I cancel class, we will meet. If you don't get a cancellation before class, we will be meeting.

**Disability Accommodations:** I follow UNT policies regarding ADA accommodations. It is important that you do your part and communicate with me and ODA well in advance of anything that may require accommodations.

**Late Assignments:** You need to turn your assignments in on time. Assignments submitted late will receive a 20-point penalty. If the assignment has closed for submission in Canvas, the assignment will not be accepted by any other delivery method and will be counted as a zero. It is your responsibility to verify the due date and time in Canvas and give yourself time to deal with any technical difficulties that may occur at the last minute.

**Responsibility to Notify:** You have a responsibility to notify me as soon as possible if you are struggling with the course or if you have experienced some life event that is causing issues with your performance. I will do my best to help you if you let me know what is going on. If you wait until the last week of the course to tell me you were sick two months ago, there probably isn't very much I can do for you.

### **UNT / College of Business Policies**

#### **Academic Integrity Standards and Consequences**

According to UNT Policy 06.003, Student Academic Integrity, academic dishonesty occurs when students engage in behaviors including, but not limited to cheating, fabrication, facilitating academic dishonesty, forgery, plagiarism and sabotage. A finding of academic dishonesty may result in a range of academic penalties or sanctions ranging from admonition to expulsion from the University.

#### **ADA Accommodation Statement**

UNT makes reasonable academic accommodation for students with disabilities. Students seeking accommodation must first register with the Office of Disability Accommodation (ODA) to verify their eligibility.

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If a disability is verified, the ODA will provide a student with an accommodation letter to be delivered to faculty to begin a private discussion regarding one's specific course needs. Students may request accommodations at any time, however, ODA notices of accommodation should be provided as early as possible in the semester to avoid any delay in implementation. Note that students must obtain a new letter of accommodation for every semester and must meet with each faculty member prior to implementation in each class. For additional information see the ODA web site at [disability.unt.edu](http://disability.unt.edu).

**Emergency Notification and Procedures**

UNT uses a system called Eagle alert to quickly notify students with critical information in the event of an emergency (i.e. severe weather, campus closing and health and public safety emergencies like chemical spills, fires or violence). In the event of a university closure, please refer to Blackboard for contingency plans for covering course materials.

**College of Business Attendance Policy**

Students are expected to attend class meetings regularly and to abide by the attendance policy established for the course. It is important that you communicate with the professor and the instructional team can discuss and mitigate the impact of the absence on your attainment of course learning goals. Please inform the professor and instructional team if you are unable to attend class meetings.