

## REAL 2100: Real Estate Valuation Fall 2020 Course Syllabus

### Course: REAL 2100 - Real Estate Principles

Thursday's @ 6:30p - 9:20p; Online

**Instructor:** Marc Moffitt, BBA, MPA

**Office:** BLB or at my work office

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

**Business Phone:** 817-905-2813 Cell – Please no calls after 10pm

**E-Mail:** [marcmoffitt@gmail.com](mailto:marcmoffitt@gmail.com) ; Subject Line: \*\*REAL 2100

**Primary Methods:** Slack, Email, SMS Text, Voice

### Text:

**Title:** Texas Real Estate

**Author:** Charles J. Jacobus

**Format:** Paperback

**Publisher:** ONCOURSE

**Edition:** 13th Edition (2019)

**ISBN-10:** 1629802344

**ISBN-13:** 978-1629802344



### Supplies

**Calculator:** Yes, you're going to need one. You can use your phone calculator in class, but not on the exam.

**Laptops/Electronic Devices:** This course will be delivered online. You will need a computer with internet connection and zoom. You will also need access to a pdf editing program for your project.

### Course Objectives

#### Student Learning Objectives:

The Real Estate Principles and Practices course is a survey course; an introduction to the practice of Real Estate. It is general in nature and designed to prepare the student for further study in one or more specific areas of Real Estate Finance, Law, Marketing, Appraisal, Property Management, and Investment Real Estate, and to develop the skills to manage personal real estate. Students are expected to comprehend real estate terminology and contract features and to acquire the knowledge, judgement and expertise to understand the real estate process.

1. To introduce the student to the practice of Real Estate
2. To provide the student with the language and terminology of real estate
3. To prepare the student for a more in depth study of the key functional areas of real estate.
4. To prepare students to be more educated home buyers.

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**My Objective:** UNT, The College of Business, and I want you to be successful in your careers and in life. I will make every reasonable effort to be available and provide guidance to make sure you succeed in this class and beyond.

### **Assignments**

**Supplemental Info/Handouts:** I may hand out supplemental reading material during class. Anything is fair game on the exams.

### **Exam Stuff**

**Mid Terms:** There will be two (2) mid term exams. Exams will begin promptly at the start of class. Students who show up late will not be given extra time to finish. My goal is to prepare you well for the exams so that there are no surprises.

**Final Exam:** The final exam will be comprehensive, and is scheduled for Thursday, December 10<sup>th</sup> @ 6:30pm

**Other Exam Info:** Take off headwear, sunglasses, earphones, headsets, etc. No cell phones or other electronic devices are to be used during an exam.

**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 prior to the rest of the class.

**Cheating:** Please don't cheat, it will hurt my feelings and destroy your future. Cheating will result in a minimum of a Zero on the assignment, an "F" in the class, and earn you a trip to the Dean's office to have a discussion about "Academic Dishonesty". Your future in business depends on having an honest reputation. If you need more info, please see: [https://policy.unt.edu/sites/default/files/untpolicy/pdf/7-Student\\_Affairs-Academic\\_Integrity.pdfhtm](https://policy.unt.edu/sites/default/files/untpolicy/pdf/7-Student_Affairs-Academic_Integrity.pdfhtm) for UNT rules. **Course Grade Weighting**

25% - Exam 1  
25% - Exam 2  
20% - Project  
30% - Final Exam  
100% Total

**Classroom Manners and Appearance Policy:** Please be courteous and respectful during class. The UNT COB promotes professionalism and trains future leaders in business. Additionally, please dress appropriately for class. You never know if your future boss may be stopping by to visit.

**Quality of Work Expectations:** I expect to see your best effort. If you wouldn't turn it in to your boss in the future, please don't do it here.

**Class Participation:** I expect everyone to participate, even if you're shy. You will have a hard time becoming successful in business if you're not able to engage with others. Building relationships, developing communication skills, and being able to express your thoughts in a convincing manner will help as well.

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**Attendance Policy:** You need to be present and engaged during the online meetings. Every class session 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 on a topic, you are welcome to call or write. Please do not call or write and ask if you missed anything important; the answer will be “Yes”. Additionally, I will follow the UNT attendance policies located at:

[https://policy.unt.edu/sites/default/files/06.039\\_StudAttnandAuthAbsence.Pub2\\_.19.pdf](https://policy.unt.edu/sites/default/files/06.039_StudAttnandAuthAbsence.Pub2_.19.pdf)

**Schedule (Subject to Change)**

WEEK	DATE	TOPICS	READING
WEEK 1	8/27/20	INTRO - NATURE & DESCRIPTION OF REAL PROPERTY	CH 1/2
WEEK 2	9/3/20	RIGHTS & INTEREST IN LAND/FORMS OF OWNERSHIP	CH 10/11/12
WEEK 3	9/10/20	HOME OWNERSHIP/CONDO'S CO-OP'S/TIMESHARES	CH 3/24
WEEK 4	9/17/20	CONTRACT LAW/TEXAS RE CONTRACTS - EXAM PREP	CH 8/9
WEEK 5	9/24/20	<b>**EXAM 1**</b>	1-3/8-12/24
WEEK 6	10/1/20	AGENCY/LICENSING & REGS/ETHICS	CH 4/6/7
WEEK 7	10/8/20	FAIR HOUSING, ADA, ETC.. /LEASES	CH 5/20
WEEK 8	10/15/20	APPRAISAL/MORTGAGES & FINANCING	CH 14-16
WEEK 9	10/22/20	ESTATES, TRANSFERS, TITLE/TITLE COMPANY & CLOSING	CH 22-23
WEEK 10	10/29/20	<b>**EXAM 2** / HAND OUT PROJECT</b>	CH 4-7/14-16/22-23
WEEK 11	11/5/20	SPECIALIZATION/PROPERTY MANAGEMENT	CH 18/21
WEEK 12	11/12/20	CONTROL OF LAND USE – PROJECT HELP	CH 17
WEEK 13	11/19/20	INVESTING IN REAL ESTATE	CH 19
WEEK 14	11/26/20	<b>**NO CLASS - HAPPY TURKEY DAY**</b>	NONE
WEEK 15	12/3/20	REAL WORLD PRACTICAL APPLICATION / <b>**PROJECT DUE**</b>	HANDOUT
WEEK 16	12/10/20	<b>**FINAL EXAM**</b>	ALL

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**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. 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 website at [disability.unt.edu](http://disability.unt.edu).

**Emergency Notification & 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

**Severe Weather.** In the event of severe weather, all building occupants should immediately seek shelter in the designated shelter-in-place area in the building. If unable to safely move to the designated shelter-in-place area, seek shelter in a windowless interior room or hallway on the lowest floor of the building. All building occupants should take shelter in rooms 055, 070, 090, and the restrooms on the basement level or in rooms 170, 155, and restrooms 122, 182 or 183 on the first floor.

**Bomb Threat/Fire.** In the event of a bomb threat or fire in the building, all building occupants should immediately evacuate the building using the nearest exit. Once outside, proceed to the designated assembly area. If unable to safely move to the designated assembly area, contact one or more members of your department or unit to let them know you are safe and inform them of your whereabouts. Persons with mobility impairments who are unable to safely exit the building should move to a designated area of refuge and await assistance from emergency responders. All building occupants should immediately evacuate the building and proceed to the south side of Crumley Hall in the grassy area, west of parking lot 24.

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**COVID Related Policies**

**COVID-19 Impact on Attendance**

While attendance is expected as outlined above, it is important for all of us to be mindful of the health and safety of everyone in our community, especially given concerns about COVID-19. Please contact me if you are unable to attend class because you are ill, or unable to attend class due to a related issue regarding COVID-19. It is important that you communicate with me prior to being absent so I may make a decision about accommodating your request to be excused from class.

If you are experiencing any symptoms of COVID-19

(<https://www.cdc.gov/coronavirus/2019-ncov/symptoms-testing/symptoms.html>) please seek medical attention from the Student Health and Wellness Center (940-565-2333 or [askSHWC@unt.edu](mailto:askSHWC@unt.edu)) or your health care provider PRIOR to coming to campus. UNT also requires you to contact the UNT COVID Hotline at 844-366-5892 or [COVID@unt.edu](mailto:COVID@unt.edu) for guidance on actions to take due to symptoms, pending or positive test results, or potential exposure. While attendance is an important part of succeeding in this class, your own health, and those of others in the community, is more important.

**Class Materials for Remote Instruction**

The UNT fall schedule requires this course to have fully remote instruction. Additional remote instruction may be necessary if community health conditions change or you need to self-isolate or quarantine due to COVID-19. Students will need access to a webcam and microphone to participate in fully remote portions of the class. Additional required classroom materials for remote learning include: MS Word, Excel, and Google Chrome Browser. Information on how to be successful in a remote learning environment can be found at <https://online.unt.edu/learn>.