

## REAL 2100: Real Estate Valuation Fall 2016 Course Syllabus

### Course: REAL 2100 - Real Estate Principles

Thursday's @ 6:30p - 9:20p; BLB 060

**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

### Text:

**Title:** Texas Real Estate

**Author:** Charles J. Jacobus

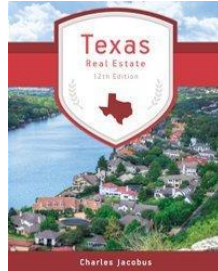
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### Supplies

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

**Laptops/Electronic Devices:** You're welcome to use a laptop to take notes and look up course related topics, but please - no Facebook or casual surfing.

### 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

**Quizzes/Homework:** There will be a quiz during each class period that an exam is not scheduled. The lowest 2 quiz grades will be dropped at the end of the semester. The quiz will be at sometime during class, and you must be present to take the quiz. It will be a multi-question quiz over topics in your reading for that week, or a homework assignment. The lowest grade possible on the quizzes will be a 60.

**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 15<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

20% - Exam 1  
20% - Exam 2  
20% - Quizzes/Homework  
15% - Project  
25% - Final Exam  
100% Total

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**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.

**Schedule (Subject to Change)**

WEEK	DATE	TOPICS	READING
WEEK 1	9/1/2016	INTRO - NATURE & DESCRIPTION OF RE	CH 1-2
WEEK 2	9/8/2016	RIGHTS & INTEREST IN LAND/FORMS OF OWNERSHIP	CH 3-4
WEEK 3	9/15/2016	HOME OWNERSHIP/CONDO'S CO-OP'S/TIMESHARES	CH 5-6
WEEK 4	9/22/2016	CONTRACT LAW/TEXAS RE CONTRACTS - EXAM PREP	CH 7-8
WEEK 5	9/29/2016	<b>**EXAM 1** / LICENSING &amp; PROFESSIONAL REGS</b>	EXAM 1-8/ CH 9
WEEK 6	10/6/2016	PRINCIPAL-BROKER RELATIONSHIPS	CH 10-11
WEEK 7	10/13/2016	FAIR HOUSING, ADA, ETC.. TRANSFERING TITLE	CH 12-13
WEEK 8	10/20/2016	TITLE RECORDING/INSURANCE / MORTGAGES	CH 14-15
WEEK 9	10/27/2016	LENDING PRACTICES / SOURCES OF FINANCING	CH 16-17
WEEK 10	11/3/2016	<b>**EXAM 2**</b>	CH 9-17
WEEK 11	11/10/2016	TYPES OF FINANCING/LOAN AND THE CONSUMER	CH 18-19
WEEK 12	11/17/2016	REAL ESTATE LEASES AND APPRAISAL	CH 20-21
WEEK 13	11/24/2016	<b>**NO CLASS_ HAPPY TURKEY DAY**</b>	PROJECT
WEEK 14	12/1/2016	TITLE CLOSING AND ESCROW/LAND USE & CONTROL	CH 22-23
WEEK 15	12/8/2016	INVESTING IN REAL ESTATE/SPECIALIZATION	CH 24-25
WEEK 16	12/15/2016	<b>**FINAL EXAM**</b>	ALL

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**UNT/College of Business Policies**

**Academic Integrity Standards and Sanctions for Violation.** According to UNT Policy 18.1.16, 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 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.