Herbert D. Weitzman Institute for Real Estate

REAL ESTATE PRINCIPLES
Fall 2024 REAL/FIN 3305-002

8/9/2024 11:27:41 PM

Location: Section 002 Room 2.107 in JSOM @ UTD live Class Time: Monday 4:00 -6:45 p.m. (15 Week Course: 8/19 – 12/9 Final (likely)

Instructor: Daniel Scott Lowrance, Ph.D., Associate Professor of Practice/RE
Campus Office: JSOM 14.203
Web-Page: eLearning (Check Daily)
Office Hours: 7 days a week. 8 a.m. - 10 p.m. by appointment via Microsoft TEAMS.

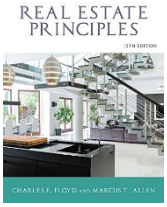
Office Hours: By appointment, before or after class
Teams/Cell: 972.883.4792 817.680.8012
University E-mail: Daniel.lowrance2@utdallas.edu
To schedule appointment please email me at above

About this Syllabus: This syllabus is our contract. It clearly states the requirements this class places on both you and me, and I will not change the conditions of this contract during the course. This is done to ensure fairness and consistency among all members of the class. By staying in this class, you accept the conditions of this contract and agree not to ask me for exceptions to the syllabus.

Course Description: This course is an introduction to real estate. It provides a survey of various aspects of the real estate business including marketing, finance, development, law, investment, and appraisal.

Learning Outcomes: Articulate real property rights' differences among ownership forms, evaluate advantages and disadvantages of various leases, calculate real estate mortgage payments and loan balances, articulate different types of mortgage instruments' pros and cons and calculate income-producing property returns, relative to inherent risk.

Prerequisites: None



Required Materials: Real Estate Principles, 12th Edition, © 2022, by Charles F. Floyd and Marcus T. Allen, Dearborn RE Education Publishing. ISBN-13: 9781475456233 (Two hard copies on Reserve at Main Library) & Ebook-13: 9781475456240 (Chapters 1&2 in PDF format on course elearning platform.
Available at the campus bookstore or from http://www.amazon.com/
This course will utilize elearning (Blackboard) this semester for distribution of course materials like course Textbook Chapters 1-2 in PDF format, PowerPoints, student learning aids, exam reviews, Quiz and exam testing etc. *Supplemental Material*: will be discussed throughout the course and is provided via eLearning by individual topics. To access the course, go to elearn.utdallas.edu and log in with your NetID and password. Click on the name of the course in the upper left module after logging in. If you have any problems logging in, e-mail the Help Desk. Review the Student Resources page. This site contains valuable information that will acclimate you to your course and the elearning (Blackboard) environment.

Calculator: Hewlett-Packard 10-B / 10-BII, BAII or equivalent. I will provide support for BAII+ as well in lecture notes. The calculator must be able to calculate Net Present value (NPV) and Internal Rate of Return (IRR) for an uneven series of cash flows. You are on your own as far as learning the calculator if you use something other than the 10-B / 10-BII. Bring your calculator to class every day for use on examples, quizzes and tests. You may **not** use phones, Palm Pilots, calculators with extended memory, or other similar devices on examinations.

Course Format:
- The course will be conducted on a lecture basis with discussion and questions highly encouraged.
- Though the class dates are set, the material covered each session remains fluid and may be updated throughout the semester based on student progression through the material, but the order will be sequential (Ch.1, Ch. 2, Ch.3 etc.)
- Specific readings in the required text and supplemental material from the website will be assigned for each class period with the expectation that the material will be read prior to class to facilitate discussion.
- Attendance is strongly encouraged and rewarded by in-class bonus point quiz opportunities which are added to individual course Exams #1-5 during that individual Exam testing period block in which the bonus occurred.
- Quizzes and supplemental assignments may be random and are considered bonus points to be added to individual exams for the course. Chapter bonus quizzes typically occur after the Chapter's material is covered in lecture.
- Guest lecturers from various fields in real estate will be invited to speak throughout the course.
- There will be (5) cumulative exams including the cumulative final exam. All exam questions will be in a multiple-choice format and given via eLearning. The Final Exam is mandatory if you are seeking credit towards your Texas real estate salesperson license for Real Estate Principles I which is 1 or 6 required TREC courses.
- This course has two self-selected options for determining your ultimate grade in the course (See below).

Policies: Lectures are designed to clarify the text and supplemental material. Unless otherwise instructed, you will be held responsible for all reading assignments (even if they are not covered in class), chapter questions, supplementary material, and information presented in lecture. Material presented in course lectures is representative of exams.

Grading Calculations and Options:

Class Testing Requirements & Grade Options	# of Exam Questions	Potential Bonus Pts	Maximum Score Allowed	Option # 1 Percentage	Option # 2 Percentage	Best Option
Test #1 Chps. 1-4 + bonus(s) (80 minutes)	35±	15±	100	20%	Drop the lowest score of 5 Exams so all @ 25%	Maximum of **Option 1** or **Option 2**
Test #2 Chps. 5-7 + bonus(s) (80 minutes)	35±	15±	100	20%		
Test #3 Chps. 8-10 + bonus(s)(80 minutes)	35±	20±	100	20%		
Test #4 Chps.11-14+ bonus(s)(80 minutes)	35±	15±	100	20%		
Test #5 Chps.15-19+ bonus(s) 120 minutes)	50±	15±	100	20%		
TOTAL POSSIBLE POINTS	**190±**	**80±**	**500**	**100%**	**100%**	**GRADE**

There are two options for the determination of your final grade, and you do **not** need to notify the instructor of your choice. Grades will automatically be determined in your favor via elearning & a separate Excel spreadsheet to double check. Option #1, for the risk averse, consists of the student taking the five cumulative exams including the comprehensive final exam all weighted at 20% for each exam. Option #2, for those who may need to miss one of the five exams or wish to replace a poor Exam score, will allow students to use the highest scores from 4 of the 5 exams at weighted at 25% in the determination of their grade. Regardless of the "Option" you chose to pursue, bonus points from pop quizzes, supplemental assignments and attending real estate club events will be added on top of individual exams covered in that testing period and are either used or lost based on whether the exam is used in the ultimate determination of the final course grade. If you believe you are due credit for bonus points and do not see them indicated on eLearning, you have one week to challenge the awarding of quiz points from the day test grades are posted for the test in question otherwise you forfeit your right to request review. Note, as shown above the maximum score for individual tests 1-5 are capped at 100 points each because of all the bonus point opportunities. See the Excel Worksheet posted "How your grade is determined in FIN/REAL 3305" for a fully functioning example from a previous semester of how grades are calculated.

A. All in-class bonus point opportunities, exams, including the final, will be closed book and consist completely of multiple-choice questions with "None of the above" frequently an option. Formula sheets will be provided in the eLearning testing environment, and you will need a financial calculator as described above and a laptop to take Exams in eLearning. Each student will be required to bring his or her University ID to all exams and show it when receiving and turning work/exams in. Please note, present value tables will not be allowed during any exams.
B. The University of Texas at Dallas is committed to providing reasonable accommodation for all persons with disabilities. The syllabus is available in alternate formats upon request. If you are seeking classroom accommodations under the Americans with Disabilities Act (2008), you are required to register with the Office of Student AccessAbility, located in the Administration Building, Suite 2.224. Their phone number is 972-883-2098, email: studentaccess@utdallas.edu and website is https://studentaccess.utdallas.edu. To receive academic accommodation for this class, please obtain the proper Office of Student AccessAbility letter of accommodation and meet with me at the beginning of the semester.
C. This course can be accessed using your UT Dallas NetID account on the eLearning website. Please see the course access and navigation section of the Getting Started with eLearning webpage for more information. To become familiar with the eLearning tool, please see the Student eLearning Tutorials webpage. UT Dallas provides eLearning technical support 24 hours a day, 7 days a week. The eLearning Support Center includes a toll-free telephone number for immediate assistance (1-866-588-3192), email request service, and an online chat service.
D. There will be (5) five exam opportunities. Any student who is late for an exam will not be given extra time to complete it and cannot take it if a classmate has already turned in the exam. Each exam may cover material from the beginning of the semester through the previous lecture. Students can review an exam until the next one is given. There will be a comprehensive Exam #5 which is required by TREC.
E. The material covered in class will be weighed most heavily on the exams; however, material in the book and on handout sheets which may not be covered in class may also be covered on the exams. No smart devices are allowed during exams. The use of cell phones, smart watches/glasses, any course materials, etc. during an exam will result in a grade of Zero on that exam, which cannot be dropped; the second lowest exam grade will be dropped. UTD issued IDs are required for all exams and must be shown in person before each exam.
F. No make-up exams will be given for nearly any reason because you are allowed to drop one intra-term exam grade. Once an exam begins, you will not be given extra time. These are in-class 80-minute intra-term exams and you have only a 5–10-minute window to log on to begin. Questions and Question Choices are randomized to eliminate cheating.
G. Cheating: Includes but is not limited to the use or attempted use of unauthorized materials, information, or study aids in any academic exercise; the use of sources beyond those authorized by the instructor in completing any academic exercise or, engaging in any behavior specifically prohibited by the faculty member in the course syllabus or class discussion. Academic exercise includes all forms of work submitted for credit or hours.
H. APPEALS: Exams are graded anonymously. In the event of obvious math errors on instructor's part, let me know during class. All other appeals must be in writing within one week of exams being graded, stating why your answer was correct. You must be able to support your argument with specific citations from the text or other material.
I. All individual course sections have individual eLearning websites (unless cross-listed), and you should check them for announcements and/or postings frequently. There will be a great deal of supplemental material posted and will consist of articles for discussion in class, pre-test reviews, problems for discussion and both pre and post lecture notes.
J. Students should read assigned chapter material prior to the class session.
REAL/FIN 3305 Real Estate Principles (TREC course #124) by UT Dallas (provider #8231) has been approved by TREC for 45 credit hours for the Texas Salesperson license. A certificate of completion will be issued only to students who earn a passing grade of C or better. Attendance will be taken via a sign in sheet every class session. TREC guidelines require students to take Test#5 to receive credit for the TREC Real Estate Principles I. (One of 6 courses required to obtain your real estate salesperson license.
K. Students are expected to attend and participate in class. Class participation may determine the student's grade in borderline cases; however, simply attending class is not grounds for receiving a passing grade. Individuals will be called upon throughout the semester, so be prepared when you come to class. Any student who is absent will be responsible for obtaining lecture notes and handouts from sources other than Dr. Lowrance.
L. As per JSOM guidelines and for your privacy, grades will not be distributed via email or by phone. All grades are posted online via eLearn (Blackboard). Contact me in person regarding any grade related issues.
M. This is not a correspondence course and students registered for this course are expected, but not required, to attend all class sessions and actively participate. It is the responsibility of the student to prepare for all classes and you are responsible for all announcements discussed in class. Students will not be dropped if they fail to attend class. It is a student's responsibility to withdraw from the course.
N. Undergraduate grades are awarded on an absolute basis: (A=90-100, B=80-89.9999, C=70-79.9999, D=60-69.9999, <59.9999=F.). All grades are kept to 4 decimal places and any curves will be assigned to individual exams as the course progresses. This is done to ensure

students always know where they rank and/or stand in the class. The distribution and mean of the final grades will generally adhere to the guidelines of the Dept. of Finance and Real Estate and are based on averages for similar courses in the JSOM.

O. Mid-term grades are provided as guidance, only to indicate a student's progress. As these grades are based on early coursework and if the student has taken all the tests to date and not missed a test, the student's overall "Course Grade" may change. All grades are kept to 4 decimal places and the total Test score for Tests #1-5 are capped at 100 points for each of Test 1-5.

P. This course will be conducted in a professional manner. Unprofessional behavior of any form in the classroom will not be tolerated. JSOM is a professional school whose mission, in part, is to prepare students for the business community. Therefore, students will present themselves with commonly accepted business manners and appearance. Be respectful of each other. Also, please be courteous and turn off all noise making devices during lectures and exams including phones.

Q. The instructor reserves the right to make any additions, deletions, or corrections to the syllabus as long as verbal notice is given during the assigned class time and/or posted to the eLearning course website.

Policies and Procedures for Students:

Brief summaries of the policies and procedures are provided for you at https://go.utdallas.edu/syllabus-policies and include information about technical support, field trip policies, off-campus activities, student conduct and discipline, academic integrity, copyright infringement, email use, withdrawal from class, student grievance procedures, incomplete grades, access to Disability Services, and religious holy days. You may seek further information at:

- http://www.utdallas.edu/BusinessAffairs/Travel_Risk_Activities.htm
- http://www.utdallas.edu/judicialaffairs/UTDJudicialAffairs-HOPV.html
- https://policy.utdallas.edu/utdpp1002
- https://www.utdallas.edu/studentaccess/guidelines/

The Academic Continuity web page (https://www.utdallas.edu/coronavirus/academic-continuity/) of the UT Dallas COVID-19 Updates web site (https://www.utdallas.edu/coronavirus/) provides information about Course Modalities and Virtual Teaching and Accessibility.

Other Important University Dates for Fall 2024 Semester: See Academic Fall 2024 Calendar for more detailed.

Aug 19	First day of classes
Sept 2	Labor Day (University closed)
Sept 4	Census Date for Semester (Last day to drop)
Nov 28-Dec 1	Thanksgiving Holiday (University closed)
Dec 5	Last Day of Full-term classes (Not including Final Exams)
Dec 9	Final exam (Likely date but JSOM to determine)



FIN/REAL 3305

General comments and suggestions for being successful in Real Estate Principles:

Real Estate is a challenging subject and after completing this course I expect that you should be very comfortable with the purchasing process, general valuation techniques used in the industry and the time value of money. Most people in this class will go on to own real estate at some point and knowing the material in this course can save the average individual up to 4% of the cost of purchasing a home and many multiples of that on investment property. Therefore, we will approach the subject matter with the breadth & depth required to ensure maximum benefit.

To access the course website, point your browser to: eLearning and then click on your course. When you are asked enter User name: **UT Dallas Net ID** Password: **Your Net ID Password** Please see the course access and navigation section of the Getting Started with eLearning webpage for more information.

To get the most from lectures and this course in general, I expect that before coming to class you download the lecture slides from the course website and bring them with you for taking notes over the lecture material. Be sure to check the hyperlinked course outline on the course website for any supplementing material such as articles to be discussed, downloads and/or problem sets which are scheduled to be covered. Lectures are not only your opportunity for asking questions and getting class material clarified but will also be supplemented by exam examples and opportunities for bonus points. The lecture slides on the course website are for your benefit and provide a focus to certain topics but should not be used as a replacement to the textbook. Students who do not read the text are at an extreme disadvantage when it comes to time for exams and quizzes. So please read the assigned chapter and supplemental material for the day of lecture before attending class. You are responsible for all of the material in the textbook. Lectures are designed to simply clarify the text material and provide real world examples from my 30 of experience with additional depth and functional application.

Exams are challenging and will require you to keep up with the course reading assignments. The exams in this course are scaled to separate the student's grasp of the information and questions range from simple terminology to those which require synthesis of the material in the book and original thinking.

Additional suggestions for success include:

- Read both the assigned chapter and supplementing material again after class.
- Study the definitions of boldface words in the "Key Terms" lists at the end of each chapter.
- Review the Real Estate glossary of terms used that is posted to elearning to reinforce terminology.
- Work through the "Study Exercises" at the end of each chapter.
- Study several hours a day and do not wait until the night before the test.
- Study with a friend (discuss terms and topics and quiz each other).
- Attend all class sessions and feel free to stop by during office hours to ask questions.

PS: I will add and delete material as we proceed with the semester. It is important to attend each class. You are responsible for all announcements whether given in class or on your class website.

What will you learn in FIN/REAL 3305?

The ROI for this class can be tremendous over your lifetime and to ensure you have come away with something valuable I will approach it with the rigor the subject matter deserves. This is a general overview course about real estate and will hopefully lead to taking future courses in the subject area with additional depth. I have done this in the "Real World" for 30 years & will show you as many of the things I have learned as possible…..both the good and bad experiences…some of which are in the textbook, but many I have learned personally that are not!

1.) You will understand the "Time Value of Money" concepts.
2.) You will learn how your holding period effects your "APR."
3.) You will understand how to best take advantage of different financing structures (holding periods) mathematically. Example: An adjustable rate with teaser vs. Fixed for longer holding periods.
4.) You will learn how value can be created or destroyed by financing and various holding company structures and taxation.
5.) You will learn how to get a zoning change and why it might be useful from a proforma statement perspective to create value.
6.) You will understand how to fight property taxes and win.
7.) You will learn what appraisers do and how they arrive at "Market Value."
8.) You will understand how to implement the income approach.
9.) You will understand how to build a proforma for commercial property and then structure the financing to go to ATCF with reversion.
10.) You will understand a broker's fiduciary duties and who is owed them.
11.) You will learn how to sell your own home or commercial property (if you choose to do so) via the MLS without a real estate license and how much money can potentially be saved.
12.) You will be comfortable using TREC contracts, where to obtain them for different types of transactions and their completion.

REAL/FIN 3305 Real Estate Principles-002 | Fall 24 calendar

15wk Fall 2024 Mondays in JSOM 2.107 from 4 to 6:45pm | 165

Real Estate Principles, 12th Edition, © 2021, by Charles F. Floyd & Marcus T. Allen

19-Aug	First day of classes
2-Sep	Labor Day (University closed)
4-Sep	Census Date for Semester (Last day to drop)
Nov 28-Dec 1	Thanksgiving Holiday (University closed)
5-Dec	Last Day of Full-term classes (Not including Final Exams)
9-Dec	Final exam (Likely date but JSOM to determine)



THE UNIVERSITY OF TEXAS AT DALLAS
Naveen Jindal School of Management
Herbert D. Weitzman Institute for Real Estate

Min	DAY	SESSION	DATE	Session minutes	P.P. minutes	CHPT/ UNIT(s)	LECTURE TOPIC(s)	READING/ASSIGNMENT(s)
15	Monday	1	8/19/24	140	90	Intro	Introductions	Purchase course material
20							Review Syllabus	Review course syllabus & How your grade is determined Excel
15							Review eLearning access	Choose your financial calculator
60					60	Chapter 1	Ch 1 Why Study Real Estate?	Read/download Ch 1 material:
30					30		Intro to real estate asset classes (In-class RE asset class game)	Join the Real Estate Club at UTD https://www.realestateclubutd.com/
80	Monday	2	8/26/24	160	80	Chapter 2	Ch 2 Property Rights and Legal Descriptions	Read/download Ch 2 material:
							Optional Bonus point assignment In-class Review & Summary	Due Date likely @Beginning of Test#3 Day before Exam in Hardcopy format
							Foundational componet of Optional Bonus point assignment	U.S. Land Surveys (Optional)
								Water Rights (Shown 4:55 min. In-class video)
								This is my land Part 1 (21 min. Optional video)
								This is my land Part 2 (21 min. Optional video)
80					80	Chapter 3	Ch 3 Private Restrictions on Ownership	Read/download Ch 3 material:
							Chapter 3 Private Restrictions on Ownwership Quiz announced	Easements in Texas REC-1997 (Optional)
80	Monday	3	9/9/24	135	80	Chapter 4	Ch 4 Public Restrictions on Ownership	Read/download Ch 4 material:
20							Foundational componet of Optional Bonus point assignment	How to Calculate Texas Property Taxes (Required)
15							Chapter 3 Bonus points Quiz opportunity given	A Citizen's Guide to Texas Zoning (Optional)
5							Supporting Foundational componet of Optional Bonus point assignmen	TAD 2023 Pecan Chase Value notice (Optional)
15						Test#1 Review	Chapters 1-4 Review	Chapters 1-4 Review (Recommended)
80	Monday	4	9/16/24	151		TEST #1	TEST #1 (Ch1-4) 34± Multiple Choice Questions	In class exam generally @ beginning of class via elearn for 1st 80 minutes.
60					60	Chapter 5	Ch 5 Deeds and Title Examinations	Read/download Ch 5 material:
1							Chapter 5 Bonus points Quiz opportunity announnced	What you need to know about Title Insurance (Optional)
5							Foundational componet of Optional Bonus point assignment	Title Insurance Coverage – Owner's policy example (Optional)
								The Need for Land Title Services (12 min. Optional video)
								A Policy Overview (20 min. Optional video)
5							Supporting Foundational componet of Optional Bonus point assignmen	The Principles of Title Searching (15 min. Optional video)
60	Monday	5	9/23/24	158	60	Chapter 6	Ch 6 Contracts and Title Closings	Read/download Ch 6 material:
10					10		Foundational componet of Optional Bonus point assignment	TREC 1-4 Family residential contract (Optional)
9							Chapter 5 Deeds & Title Examinations Bonus points Quiz opportunity gi	Consider the Options (Optional)
5							Foundational componet of Optional Bonus point assignment	Pecan Chase HUD Settlement Statement (Optional)
								Closing Real Estate Transactions (22 min. Optional video)
60					60	Chapter 7	Ch 7 Real Estate Leases	Read/download Ch 7 material:
3								Landlords and Tenants Guide (Optional)
3								Read Your Lease (Optional)
3								Beginning and Ending (Optional)
5						Test#2 Review	Chapters 5-7 Review	Chapters 5-7 Review (Recommended)
80	Monday	6	9/30/24	164		Test#2	TEST #2 (Ch 5-7) 35± Multiple Choice Questions	In class exam generally @ beginning of class via elearn for 1st 80 minutes.
80					80	Chapter 8	Ch 8 Real Estate Brokerage	Read/download Ch 8 material:
							Chapter 8 Brokerage Quiz announced	Chapter 8 Agency Overview-Agency to Fiduciary Example (11 min. In class video
								Chapter 8 Agency Overview-Buyer's-Broker (2.5 min. In class video)
								Chapter 8 Agency Overview-Dual Agency (5 min. In class video)
								Chapter 8 Agency Overview-Remedies (2 min. In class video)
3					5		Foundational componet of Optional Bonus point assignment	TREC 1-4 Family Residential Contract (Optional)
1								Chapter 8 Getting a Texas Real Estate License Optional)
80	Monday	7	10/7/24	164	80	Chapter 9	Ch 9 Real Estate Appraisal	Read/download Ch 9 material:
9							Chapter 8 Brokerage Quiz given	Cap Rate Follies (Required)
							Chapter 9 Bonus points Quiz opportunity announced	Real Estate After-Tax Cash flows with tax shields (Required)
								Uniform Residential Appraisal (Optional)
								Comparable Sales Excel worksheet (Optional)
								Appraisal Crossword Puzzle (Optional)
60					60	Chapter 10	Ch 10 Property and Asset Management	Read/download Ch 10 material:
9							Chapter 9 Bonus points Quiz opportunity given	"Norman's Introduction to Property Management" 13 minute in-class video for
1							Chapter 10 Bonus points Quiz opportunity announced	Read for in-class discussion: "The Profit and Pain of Being a Landlord" (Optional
								1996 Fair Housing Update 6 minute in-class video
5						Test#3Review	Review for Test #3: Ch 8-10	Review for Test #3: Ch 8-10 (Recommended)
80	Monday	8	10/14/24	164	80	TEST #3	TEST #3 (Ch 8-10) 36± Multiple Choice Questions	In class exam generally @ beginning of class via elearn for 1st 80 minutes.
							Optional Bonus point assignment Due	Due Date Beginning of Test#3 Day before Test in Hardcopy format
								Remainder of class spent in lecture of next material.
80					80	Chapter 11	Ch 11 Residential Land Uses	Read/download Ch 11 material:
1								Fighting NIMBYism (Optional)
1							Chapter 11 Bonus points Quiz opportunity announced	Developer undecided on future of subdivision (Optional)
1								Abandoned Gas Stations Increasingly get New Life (Optional)
1								On the Edge (Optional)
80	Monday	9	10/21/24	159	80	Chapter 12	Ch 12 Commercial and Industrial Land Uses	Read/download Ch 12 material:
							Chapter 12 Commercial & Industrial Land Uses Quiz announced	Determining Site Potential (Optional)
1								Growing in not Out (Optional)
1								Abandoned Gas Stations Increasingly get New Life (Optional)
1								On the Edge (Optional)
60					60	Chapter 13	Ch 13 Understanding Real Estate Market Dynamics	Read/download Ch 13 material:
1								DFW Sprawl (Optional)
15								Measuring Up- Supply, Demand and Home Price Appreciation (Optional)
60	Monday	10	10/28/24	148	60	Chapter 14	Ch 14 Urban & Regional Economics	Read/download Ch 14 material:
5						Test#4 Review	Review for Test #4: Ch 11-14	Review for Test #4: Ch 11-14 (Recommended)
60					60	Chapter 15	Ch 15 Home Purchase Decisions	Read/download Ch 15 material:
9							Chapter 15 Home Purchase Decisions Bonus Quiz opportunity	Housing Affordability (Optional)
3								How Higher Interest Rates Affect Home buying (Optional)
3								Considering a Place to Call Home: Renting makes a lot of Sense (Optional)
3								Conversion of rent to minimum affordable home (Optional)
5								Home Buyer's Guide (Optional)

80	Monday	11	11/4/24	157		Test#4	TEST #4 (Ch 11-14) 36± Multiple Choice Questions	In class exam generally @ beginning of class via elearn for 1st 80 minutes.
60					60	Chapter 16	Ch 16 Residential and Commercial Property Financing and may begin Cl	Read/download Ch 16 and Chapter 17 material
3								Introducing Fannie Mae (Optional)
3								FNMA Process Summary (Optional)
3								FHA Backs off on Non-Allowables
3								PMI Cancellation Disclosure Act 1999 (Optional)
5								Chapter 9 Real Estate After-Tax Cash flows with tax shields
								Chapter 9 Real Estate After-Tax Cash flows with tax shields
90	Monday	12	11/11/24	90	90	Chapter 17	Ch 17 Risk, Return, and the Time Value of Money-HP 10BII This lecture is based on the use of an HP 10B II calculator. Ch 17 Risk, Return, and the Time Value of Money-BAII Plus This lecture is based on the use of aBA II Plus calculator. Download one of the following lectures for reference notes based on what type of calculator you will use in this course. I will cover the lecture based on a HP10B II in class and the only difference between the lecture notes is each specific lecture shows the keystrokes for the individual calculator being learned.	Read/download Ch 17 material based on calculator you will use: 40 TVM Problems (WORD FORMAT) 40 TVM Problems (Power Point Format) •The two downloads above consist of the exact same " 40 TVM Problems" but in a different format. Please choose one of the above downloads for use in-clas Chapter 17 40 TVM Problems_via_HP10BII-Solutions Chapter 17 40 TVM Problems_via_BAII-plus-Solutions Ch 17 Study Exercise Answers (Optional) Calculator Support Materials for HP10BII & BAII+ Chapter 17 Full_HP10BII_Manual Chapter 17 HP10BII Calculator Quick Start Guide Chapter 17 HP10BII TVM Review&Mortgage_Mechanics w Answers Chapter 17 BAIIPlus Useful_Keystrokes_Summary Chapter 17 BAII-Plus_Manual
120	Monday	13	11/18/24	132	120	Chapter 18	Chapter 18 Mortgage Mechanics Pop-Quiz announcement	Ch 18 TVM Review &Answers (Optional)
1							Ch 19 Analyzing Income Producing Properties Quiz Announcement	Ch 18 Study Exercise Answers (Optional)
3								Understanding Different Types of Loans (Optional)
5								When Should You Pay Points on a Loan? (Optional)
3								Lordy, Lordy, Look What's Turning 40 and even 50 (Optional)
all/Thanksgiving Break Nov 25-29					Fall/Thanksgiving Break Nov 25-29			Fall/Thanksgiving Break Nov 25-29
20	Monday	14	12/2/24	154	20	Chapter 18	Chapter 18 Mortgage Mechanics completed if not	Finish Chapter 18 if not already and Chapter 19
80					80	Chapter 19	Ch 19 Analyzing Income Producing Properties	Read/download and begin Ch 19 material:
9							Chapter 18 Mortgage Mechanics Bonus points Quiz opportunity given	Chapter 9 Real Estate After-Tax Cash flows with tax shields
9							Ch 19 Analyzing Income Producing Properties Bonus points Quiz opport	Chapter 19 Study Question 5 Excel CashFlow_Worksheet
1								Chapter 19 Financial_Leverage_Example
5								Chapter 19 Acquistion Income Analysis Meterics (Going-In)
30	Last Learning Session				30	Test#5 Review	Test #5: Ch 15-18 w Chapter 19 bonus opportunity on Test	Review for Test #5: Ch 15-18 w Chapter 19 bonus opportunity
165	**Monday**	15	12/9/24	Final Exam	165	Test#5	TEST #5 (Ch 15-18 focus w Ch 19 bonus) 50 ± Multiple Choice Question	Pre-test questions welcome to get you comfortable for the Exam
	4-6:45					**4-6:45**	TBD until Date & Time Set by JSOM then posted & announced	In class Test #5 via elearning after all questions to get you comfortable.

STUDENT QUESTIONAIRE/BACKGROUND 8/9/24
FIN/REAE 3305 SECTION # and/or time_____

NAME (Print Last First):_____
STUDENT ID: (LAST 4 Digits ONLY)_____
MAJOR/MINOR:_____
YEAR in SCHOOL (i.e. junior, senior)_____
GRADUATION DATE: _____
EMPLOYMENT STATUS: _____
EMPLOYER: _____
E-MAIL: _____

1.) What previous finance/real estate classes have you taken in the past?

_____
_____
_____

2.) What type of financial calculator do you plan to use in this class?

_____

3.) Are there any real estate related topics which you have particular interest in seeing covered in this class and if so what are they? (Rank in descending order)

a. _____
b. _____
c. _____
d. _____

4.) Do you have any suggestions for making this class more interesting or useful?

_____
_____
_____
_____
_____
_____
_____
_____

Please sign your name to indicate you have received and read the syllabus as well as the guidelines on academic honesty and intend to abide by the rules for this course and the University.

SIGNATURE: _____ DATE: _____

PLEASE RETURN TO THE INSTRUCTOR AT THE END OF CLASS
(You may not email this information for reasons of confidentiality)