



Herbert D. Weitzman Institute for Real Estate

Online Asynchronous Course Syllabus – Spring 2025

Course Information

<i>Course Number/Section</i>	REAL/FIN 6321
<i>Course Title</i>	Introduction to Real Estate
<i>Term</i>	Spring 2025

Professor Contact Information

<i>Professor</i>	Julie B. Lynch
<i>Office Phone</i>	972.883.4721
<i>Mobile Phone</i>	972.786.3235
<i>Email Address</i>	Julie.Lynch@UTDallas.edu

<i>Online Office Hours</i>	Sunday to Saturday 8:30 a.m. to 9 p.m. cdt by appointment via Microsoft Teams.
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Please communicate with Professor Lynch via her university email address ONLY for questions or to schedule office hours. Free feel to text for quick answers to short questions.

Course Pre-requisites, Co-requisites, and/or Other Restrictions

None.

Course Description

This course is an introduction to real estate. It provides a survey of various aspects of residential and commercial real estate including careers, ownership interests, finance, development, law, investment and valuation.

Student Learning Objectives/Outcomes

- Understand an overview of real estate and real estate markets.
- Learn the legal foundation of value and be able to discuss the significant influence that governments and agencies have on real estate decision-making and property values
- Learn the market determinants of value, how the benefits and costs of ownership can be forecasted, and how real estate appraisers convert these estimates of future cash flows and expenses into estimates of current market value.

- Learn the financing of home ownership, including law that underlies residential mortgage contracts, the most common types of mortgages used to finance home ownership and capital markets investors that provide funds for residential mortgages.
- Learn the various commercial real estate loan structures for various investment types and sources of debt and equity capital.
- Learn mortgage calculations and decisions for residential and commercial loans.
- Learn the about the decisions involved with acquisition and dispositions and the underwriting process.

For Your Information: Texas Real Estate Broker License

- A sales agent is a person who is licensed by the Real Estate Commission to act as an agent on behalf of a real estate broker and their clients. A sales agent must be sponsored by a licensed Broker in order to perform any act of real estate services.
- **Broker License** – A college undergraduate or graduate degree satisfies the TREC educational requirements for a Broker license. A Licensed Real Estate Broker is a person who provides real estate services to another person in exchange for a commission. Brokers can also sponsor and supervise real estate sales agents.

MANDATORY: JSOM Virtual Learning Launchpad in eLearning

To access your course content, complete the JSOM Virtual Learning Launchpad in eLearning. Follow these instructions: [Student JSOM Virtual Learning Launchpad Instructions](#)

The certificate must be completed each academic year and uploaded each semester for all synchronous / asynchronous courses. The Launchpad will be available before your course starts.

[Student JSOM Virtual Learning Launchpad Instructions.mp4](#)

Required Textbooks and Materials

Welcome! In this course we will using and eBook:

"Real Estate Principals *A Value Approach*", 7th Edition, David C. Ling and Wayne R. Archer; McGraw Hill. This course uses the eTextbook on the McGraw Hill's CONNECT platform.

What is CONNECT?

CONNECT is an online homework and learning management platform from McGraw-Hill Education. The course assignments will be delivered through CONNECT.

CONNECT helps you:

- Stay organized with assignments
- Target difficult material to practice and improve your skills
- Review for exams with self-assessment tests and quizzes
- Track your performance with personalized reports
- Save time on studying
- Save money on textbooks

CONNECT uses technology that adapts content to your skill level to make more-efficient use of your study time and create a more-effective reading experience.

How to purchase the CONNECT [textbook short video](#):

Also review the PowerPoint on eLearning for step-by-step instructions on how to order the textbook. To purchase the textbook using the discount codes go through our course eLearning (not on McGraw Hill's website). My recommendation is to click on a homework assignment in eLearning and it will prompt you to 1) put in a code from the bookstore 2) purchase from McGraw Hill for \$95 or 3) choose 2 week complimentary access to get your fund in order. Connect access will give you access to the homework assignments your professor assigns for a grade as well as the eBook.

Here is a link explaining how to purchase Connect, which includes the eBook.

<https://www.mheducation.com/highered/support/connect/first-day-of-class/blackboard-ltia.html>

Smartphone apps are available through iPhone and Android Play Stores to access the eBook.

If you are having trouble registering for or accessing CONNECT, please contact McGraw-Hill Education's Customer Support. Live chat, email, and phone support are available 7 days a week.

Ensure your computer meets system requirements by going to [this link](#).

MCGRAW HILL TECH SUPPORT:

<https://www.mheducation.com/highered/support/connect>

Email & Live Chat:

Sunday: 12:00 PM to 12:00 AM EST

Monday-Thursday: 24 hours EST

Friday: 12:00 AM to 9:00 PM ET

Saturday: 10:00 AM to 8:00 PM ET

Phone:

Sunday: 12:00 PM to 1:00 AM EST

Monday-Thursday: 8:00 AM to 1:00 AM EST

Friday: 8:00 AM to 9:00 PM ET

Saturday: 10:00 AM to 8:00 PM ET

Phone: [\(800\) 331-5094](tel:8003315094)

Online: [Submit a Support Request](#)

Chat: [Chat with a Representative](#)

Required Materials –

A financial calculator with the time value of money functions is required for this course.

- The HP12C is official calculator for this course. Purchasing options include: smartphone Play Stores for the HP12c app (free app includes ads), Microsoft office app, office supply retailers, and the UTD bookstore.
- Other time value of money calculators, like TI BA II Plus, can be used but students are responsible for knowing how to operate and the specific keystrokes required.

[UT Dallas Bookstore.](#)

Technical Requirements

eLearning:

In addition to a confident level of computer and Internet literacy, certain minimum technical requirements must be met to enable a successful learning experience. Please review the important technical requirements on the [Getting Started with eLearning](#) webpage.

CONNECT eBook Compatibility Check:

<https://connect.mheducation.com/troubleshootWeb/troubleshoot.html>

Course Access and Navigation

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.

Communication

This course utilizes online tools for interaction and communication. Some external communication tools such as regular email and a web conferencing tool may also be used during the semester. For more details, please visit the [Student eLearning Tutorials](#) webpage for video demonstrations on eLearning tools.

Student emails and discussion board messages will be answered within 3 working days under normal circumstances.

Distance Learning Student Resources

Online students have access to resources including the McDermott Library, Academic Advising, The Office of Student AccessAbility, and many others. Please see the [eLearning Current Students](#) webpage for more information.

Server Unavailability or Other Technical Difficulties

The University is committed to providing a reliable learning management system to all users. However, in the event of any unexpected server outage or any unusual technical difficulty which prevents students from completing a time sensitive assessment activity, the instructor will provide an appropriate accommodation based on the situation. Students should immediately report any problems to the instructor and also contact the online [eLearning Help Desk](#). The instructor and the eLearning Help Desk will work with the student to resolve any issues at the earliest possible time.

Final Exam – No.

Student's knowledge of the information contained in each chapter has been tested weekly through the graded CONNECT Activity Based Assessment and the Assessment Quizzes.

Class Materials

The Instructor may provide class materials that will be made available to all students registered for this class as they are intended to supplement the classroom experience. These materials may be downloaded during the course, however, these materials are for registered students' use only. Classroom materials may not be reproduced or shared with those not in class or uploaded to other online environments except to implement an approved Office of Student AccessAbility accommodation. Failure to comply with these University requirements is a violation of the [Student Code of Conduct](#).

Class Participation

Regular class participation is expected. Students are responsible for checking the course's discussion board each week to see if a discussion has been assigned and to participate by the due date. Students who fail to participate in class regularly are inviting scholastic difficulty. A portion of the grade for this course is directly tied to your participation in this class for the online group discussions on supplemental current event readings assigned by the professor during the semester. Class participation is documented by faculty. Successful participation is defined as consistently adhering to University requirements, as presented in this syllabus. Failure to comply with these University requirements is a violation of the [Student Code of Conduct](#).

Class Recordings

Students are expected to follow appropriate University policies and maintain the security of passwords used to access recorded lectures. Unless the Office of Student AccessAbility has approved the student to record the instruction, students are expressly prohibited from recording any part of this course. Recordings may not be published, reproduced, or shared with those not in the class, or uploaded to other online environments except to implement an approved Office of Student AccessAbility accommodation. Failure to comply with these University requirements is a violation of the [Student Code of Conduct](#).

Grading Policy

CONNECT SmartBook Chapters Readings	40%
CONNECT Assignments	40%
Homework Assignments	10%
Class Participation and Discussion Board	10%

*EXTRA CREDIT: "Follow" on [LinkedIn](#) the Herbert D. Weitzman Institute for Real Estate UT Dallas, Join the Real Estate Club at UTD www.realestateclubutd.com and/or attend three real estate club events (credit will only be issued if you sign in at the event) points will be manually added to your final grade at the end of the semester prior to being entered into Orion by Professor Lynch.

Grading Scale:

A : 92-100% 4.00;
A-: 90-91% 3.67;
B+: 87-89% 3.33;

B : 83-86% 3.00
B-: 80-82% 2.67;
C+: 77-79% 2.33;
C : 70-76% 2.00;
F: Below 70% 0.00

Mid-term grades are provided as guidance only, to indicate a student's progress. As these grades are based on early coursework, the student's overall "Course Grade" may change.



Ch 23 SmartBook ▼

SmartBook (SB) Reading Assignments are assigned by class number and are due before class the following week. SB is made available for the entire semester for reference.



Ch 23 Assignment ▼

Chapter Assignments allow up to two attempts. The highest grade is recorded.

STUDENTS ARE RESPONSIBLE FOR CHECKING ELEARNING EACH WEEK TO VERIFY GRADES HAVE BEEN POSTED FROM CONNECT.

IMPORTANT: Access the McGraw Hill CONNECT through eLearning for your grades to record successfully.

CONNECT SmartBook Reading

- Chapter SmartBook Readings and Assignments are listed by class number in this syllabus.
- No late assignments will be accepted – AT ALL.
- CONNECT SmartBook Chapters Readings are worth 100 points. Points are earned by progressing through the chapter and completing the reading assignment (not correctness).
- CONNECT Assignments are worth 100 points. Points are earned based on correct answers. Two attempts are allowed per question. The purpose of the Assignments are to assess the student's mastery of concepts.

Discussion Board – Through out the semester the Professor will assign supplemental current event article for students to read and will also post questions for students to comment on using the Dialogue

Course Policies

Late Work

No late SmartBook, Assignments, Homework and/or Discussion Boards

Classroom Citizenship

This course is offered through the finance department at the Naveen Jindal School of Management (JSOM). 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 behaviors, manners, and practices.

Comet Creed

This creed was voted on by the UT Dallas student body in 2014. It is a standard that Comets choose to live by and encourage others to do the same:

“As a Comet, I pledge honesty, integrity, and service in all that I do.”

Academic Support Resources

The information contained in the following link lists the University’s academic support resources for all students.

Please go to [Academic Support Resources](#) webpage for these policies.

UT Dallas Syllabus Policies and Procedures

The information contained in the following link constitutes the University’s policies and procedures segment of the course syllabus. Please review the catalog sections regarding the [credit/no credit](#) or [pass/fail](#) grading option and withdrawal from class.

Please go to [UT Dallas Syllabus Policies](#) webpage for these policies.

Academic Calendar – Spring 2025

Full-term session Tuesday, January 22, 2025

Spring break March 17 – 23, 2025

Full-term session..... May 11, 2025 (no final exam)

WEEK/ DATES	TOPIC/LECTURE	CONNECT HOMEWORK: SmartBook Reading & Assignment located in the eLearning Course Home Page “Learn Modules”	DUE DATE Sundays 11:30 pm
PART 1 – COURSE OVERVIEW			
Week 1	Chapter 1 The Nature of Real Estate and Real Markets	VIDEOS: Connect Orientation, SmartBook Student Orientation, Succeeding In Your Online Course Ch 1 SmartBook Reading & Assignment Complete the Module 1 – Classroom Exercise. Test your knowledge on real estate assets class types. Earn 100% for completing the exercise 0% if it is not completed.	Sunday January 26
PART 2 - LEGAL & REGULATORY DETERMINANTS OF VALUE			
Week 1	Chapter 2 Legal and Regulatory Determinants of Value	Ch 2 SmartBook Reading & Assignment	Sunday January 26

WEEK/ DATES	TOPIC/LECTURE	CONNECT HOMEWORK: SmartBook Reading & Assignment located in the eLearning Course Home Page “Learn Modules”	DUE DATE Sundays 11:30 pm
Week 2	Chapter 3 Conveying Real Property Interests	Ch 3 SmartBook Reading & Assignment. Read and label the entire Deed of Trust document with key terms from the chapters. Please submit the completed assignment thru eLearning TurnItIn.	Sunday February 2
Week 2	Chapter 4 Government Controls & Real Estate Markets	Ch 4 SmartBook Reading & Activity Based Assessment.	Sunday, February 2
PART 3- MARKET VALUATION AND APPRAISAL			
Week 3	Chapter 5 Market Determinants of Value	Read chapter 5 eTextbook SmartBook chapter prior to viewing the discussion video. Complete the Assignment. HOMEWORK: Complete chapter 5 “Study Questions” and write a one-page economic base analysis of the information compiled. Please submit your completed work via eLearning TurnItIn.	Sunday February 9
Week 3	Chapter 6 Forecasting Ownership Benefits and Value: Market Research	Ch 6 SmartBook Reading & Activity	Sunday February 9
Week 4	Chapter 7 – Valuation Using the Sales Comparison and Cost Approaches	Ch 7 SmartBook Reading & Activity	Sunday February 16
Week 4	Chapter 8 – Valuation Using the Income Approach	Ch 8 SmartBook Reading & Activity HOMEWORK: Complete the residential appraisal for 7600 Junegrass Lane, Frisco, TX. Please submit your completed work via eLearning TurnItIn.	Sunday February 16
PART 4 - FINANCING HOME OWNERSHIP			
Week 5 & 6	Chapter 9 – Real Estate Finance: The Laws & Contracts	Ch 9,10 and 11 SmartBook Reading & Activity	Sunday March 2
Week 5 & 6	Chapter 10 – Residential Mortgage Types & Borrower Decisions	Download the HP12C application from your smart phone’s store or Microsoft OR use a time value of money calculator. This will be used to calculate mortgage payments.	Sunday March 2

WEEK/ DATES	TOPIC/LECTURE	CONNECT HOMEWORK: SmartBook Reading & Assignment located in the eLearning Course Home Page “Learn Modules”	DUE DATE Sundays 11:30 pm
Week 5 & 6	Chapter 11 – Sources of Funds for Residential Mortgages		Sunday March 2
PART 5 – BROKERING & CLOSING THE TRANSACTION			
Week 7	Chapter 12 – Real Estate Brokerage & Listing Contracts	Ch 12 SmartBook readings and Assignments.	Sunday March 9
Week 7	Chapter 13 – Contracts for Sale & Closing	Ch 13 SmartBook readings and Assignments.	Sunday March 9
PART 6 – TIME OPPORTUNITY COSTS AND VALUE DECISIONS			
Week 8	Chapter 14 – The Effects of Time & Risk on Value	Ch 14 SmartBook readings and Assignments.	Sunday March 16
Week 8	Chapter 15 – Mortgage Calculations & Decisions	Ch 15 SmartBook readings and Assignments.	Sunday March 16
PART 7 – FINANCING & INVESTMENTS IN COMMERCIAL REAL ESTATE			
Week 9	Chapter 16 – Commercial Mortgage Types & Decisions	Ch 16 SmartBook readings and Assignments.	Sunday March 30
Week 10	Chapter 17 – Sources of Commercial Debt & Equity Capital	Ch 17 SmartBook readings and Assignments.	Sunday April 6
Week 11	Chapter 18 -Investment Decisions: Ratios	Ch 18 SmartBook readings and Assignments.	Sunday April 13
Week 12	Chapter 19 – Investment Decisions: NPV and IRR	Ch 19 SmartBook readings and Assignments.	Sunday April 20
PART 8 – CREATING & MAINTAINING VALUE			
Week 13	Chapter 21 – Enhancing Value Through Ongoing Management	Ch 21 SmartBook readings and Assignments.	Sunday April 27
Week 14	Chapter 22 – Leases & Property Types	Ch 22 SmartBook readings and Assignments.	Sunday May 4
Week 15	Chapter 23 – Development: They Dynamics of Creating Value	Ch 23 SmartBook readings and Assignments.	Sunday May 11

The descriptions and timelines contained in this syllabus are subject to change at the discretion of the Professor.