UTD	**Course**	**REAL/FIN 3305 Section 003 (27652)** **Real Estate Principles**
	Professor	Randall S. Guttery, Ph.D.
	Term	Spring 2017
	Meetings	TTh 8:30 - 9:45 am JSOM 2.801

Professor's Contact Information

Phone	972-883-5910
Office Location	JSOM 14.306 (new building, 4th floor) THE CARRYING OF A CONCEALED HANDGUN IS PROHIBITED IN THIS OFFICE.
Email Address	guttery@utdallas.edu
Office Hours	By appointment and "open door"
Other Information	Please email me at above email – not via eLearning

General Course Information

Pre-requisites	None
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	At the end of the course, students will be able to: • 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 • Calculate income-producing property returns, relative to inherent risk
Required Text	*Texas Real Estate, 12th Edition,* © 2014, by Charles J. Jacobus, Cengage Learning Publishing. ISBN-13 978162 980 001 1
Text Resources	Provided by Instructor
Calculators/ Computers	Recommended: TI BA II Plus calculator. Homework requires a financial calculator. No alpha-numeric calculators are allowed at any time and no calculators can be shared during exams. Laptops will be allowed for class purposes, only.
Class Schedule	Though the class dates are set, the material covered each session remains fluid and may be updated throughout the semester.

Course Policies

Course Grade/ Exam Chapters	The course will be graded as follows: Exams 1-4* 66% Exam 5 30% Homework 4% * Lowest of four exam grades dropped; remaining three count 22% each (cannot drop quiz with a policy violation). Instructor likely will give students alternative dates on which to vote for each intra-term exam; simple majority of attending voters prevails. Exam 1 Chapters: 1-4, 14 Exam 2 Chapters: 13, 6, 23, 20 Exam 3 Chapters: 8-11 (9 and 11 possibly omitted per instructor) Exam 4 Chapters: 7, 21 Exam 5 Ch.: 12, 15, 16, 19, 17, 18 (time permitting) and all prior material Students must provide Dr. Guttery with five SCANTRONS FORM 882-E
Undergraduate Grading	A= 90-100% B=80-89.9% C=70-79.9% D=60-69.9% F=Below 60%
Examination Policy	There will be four intra-term exams beginning promptly at the end of lectures. 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 his or her exam. Each intra-term exam may cover material from the beginning of the semester through the previous lecture. There will be a comprehensive Exam 5 during Finals Week. The material covered in class will be weighted 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 hats, headsets, or smart devices are allowed during exams. The use of cell phones, smart watches/glasses, etc. during an exam will result in a grade of Zero. Smart devices may be held by instructor during exams. **UTD issued IDs are required for all exams.** **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. No make-up exams will be given *for any reason* because you are allowed to drop your lowest intra-term exam grade. Once an exam begins, you may not leave the exam room until you have finished the exam and turned it in to the exam proctor. If you have three final exams

	the same day and want Exam 5 moved, you must receive instructor's approval and give a one week notice in writing. If granted, the exam must be taken before the scheduled exam date and time. 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.
Homework	Homework is due on the date and time stated in class. No late assignments will be accepted. To receive credit for an assignment, the instructor must be able to infer a logical sequence of thought in attempting a solution to the problem or question. All homework should be on 8 1/2 x 11 white paper. Each problem or question should be easily identifiable from other questions or problems on the same page. The homework should contain the following information in the upper portion of the paper: name, course number and section, and homework title.
Participation	Students should read assigned chapter material prior to the class session and are expected to 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 to discuss the reading assignments and to present solutions to assigned questions and problems. Be prepared when you come to class. Any student who is absent will be responsible to obtain lecture notes and handouts from sources other than Dr. Guttery.

UTD Policies

Policies and Procedures for Students

The University of Texas at Dallas provides a number of policies and procedures designed to provide students with a safe and supportive learning environment. Brief summaries of the policies and procedures are provided for you at
http://provost.utdallas.edu/home/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 also seek further information at these websites:

- http://www.utdallas.edu/BusinessAffairs/Travel_Risk_Activities.htm
- http://www.utdallas.edu/judicialaffairs/UTDJudicialAffairs-HOPV.html
- http://www.utsystem.edu/ogc/intellectualproperty/copypol2.htm
- http://www.utdallas.edu/disability/documentation/index.html

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.

DESCRIPTION OF LECTURES

Chapter	Description
1	Introduction to RE
2	Nature and Description of RE
3	Rights and Interests in Land
4	Forms of Ownership
5	Issues in Home Ownership
6	Condos, Townhouses, Cooperatives, PUDs and Timeshares
7	Contract Law
8	Texas RE Sales Contracts
9	Licensing Laws and Professional Affiliation
10	The Principal – Broker Relationship: Employment
11	The Principal – Broker Relationship: Agency
12	Fair Housing, ADA, ECOA and CRA
13	Transferring Title
14	Recordation, Abstracts and Title Insurance
15	Mortgage Theory and Law
16	Lending Practices
17	Sources of Financing
18	Types of Financing
19	The Loan and the Consumer
20	RE Leases
21	RE Appraisal
22	Title Closing and Escrow
23	Land-Use Controls
24	Investing in RE
25	Specialization