

REVISED REAL ESTATE PRINCIPLES SYLLABUS

March 30 to end of 2020 Spring Semester



**Course/
Sections** **Real Estate Principles**
REAL/FIN 3305 001
REAL/FIN 3305.501

Professor Julie Lynch - Associate Professor
Associate Director Real Estate Programs
Associate Director Weitzman Real Estate
Institute

Term Spring 2020 (Last day of classes are April 30, 2020)

Professor's Contact Information

Phone 972-786-3235 (mobile) available 7 days a week 8 a.m. to 9 p.m.

Email Address Julie.Lynch@UTDallas.edu – Professor Lynch

Office Hours Email me through above email address (not via eLearning) to schedule an appointment.

Course Time REAL/FIN 3305.001 Monday 4:00 p.m. – 6:45 p.m.
REAL/FIN 3305.501 Wednesday 4:00 p.m. – 6:45 p.m.

I will be teaching class on Microsoft Teams during our regularly scheduled class throughout the semester.

**Plan of
Action** Students are to read the textbook chapters, work through the end of chapter practice quizzes, textbook supplemental notes and the PowerPoint slides at your own pace in eLearning and email me for clarification.

<p>Course Grade/ Exam Chapters</p>	<p>Exams 4, 5 and 6 will be administered via eLearning during Final Exam week. Each exam will need to be completed during the specific time provided. There will be eight multiple choice questions for each Chapter.</p> <p>The course will be graded as follows:</p> <table> <tr> <td>Exams 1 to 6</td><td>90% *</td></tr> <tr> <td>Effort and disruption</td><td>10% **</td></tr> <tr> <td>Homework</td><td>NONE</td></tr> <tr> <td>Cumulative Final Exam</td><td>NONE</td></tr> </table> <p>* The lowest of the six exam grades will be dropped. The remaining five exam grades will be worth 18% each.</p> <p>**You will automatically receive 10% of your course grade for this disruption.</p> <p><u>THERE WILL BE NO GRADED ASSIGNMENTS OR EXAMS UNTIL FINAL EXAM WEEK.</u></p> <p>Exam 1 – Completed and graded prior to March 13, 2020.</p> <ul style="list-style-type: none"> Classes 1 to 3 discussion materials Chapters 1: Course Textbook & Supplemental Reading Chapters 2 & 3: Course Textbook <p>Exam 2 – Completed and graded prior to March 13, 2020.</p> <ul style="list-style-type: none"> Class discussion materials Chapters 9 – 11 Chapter 9 – Licensing Laws and Professional Affiliation Chapter 10 – The Principal Broker Relationship: Employment Chapter 11 – The Principal Broker Relationship: Agency <p>Exam 3 – Completed and graded prior to March 13, 2020.</p> <ul style="list-style-type: none"> Class discussion materials Chapters 17 - 19 Chapter 17 – Sources of Financing Chapter 18 – Types of Financing Chapter 19 – The Loan and the Consumer <p>Exam 4</p> <ul style="list-style-type: none"> Chapter 4 – Forms of Ownership Chapter 5 – Issues in Home Ownership Chapter 6 – Condominiums, Cooperatives, PUDs and Timeshares Chapter 12 – Fair Housing, ADA, Equal Credit and Community Reinvestment <p>Exam 5</p> <ul style="list-style-type: none"> Chapter 7 – Contract Law Chapter 8 – Texas Real Estate Sales Contracts Chapter 20 – Real Estate Leases <p>Exam 6</p> <ul style="list-style-type: none"> Chapter 16 – Lending Practices Chapter 21 – Real Estate Appraisal Chapter 22 – Title Closing and Escrow 	Exams 1 to 6	90% *	Effort and disruption	10% **	Homework	NONE	Cumulative Final Exam	NONE
Exams 1 to 6	90% *								
Effort and disruption	10% **								
Homework	NONE								
Cumulative Final Exam	NONE								

Original Course Syllabus thru March 13, 2020



Course **Real Estate Principles**
REAL/FIN 3305 .001

Professor Julie Lynch - Associate Professor
Associate Director Real Estate Programs
Associate Director Weitzman Real Estate Institute

Term Spring 2020

Meetings Monday 4:00 p.m. – 6:45 p.m.
JSOM 2.112 until March 13, 2020

- Spring semester begins Monday - January 13, 2020
- MLK Day no class – Monday – January 20, 2020
- Spring break is March 16th to March 29, 2020
- Last day of class for this course is Monday – April 27, 2020
- Final Exams to be announced

Professor's Contact Information

Phone 972-786-3235 (mobile)

Office Location JSOM 14.032 (new building, 4th floor)
THE CARRYING OF A CONCEALED HANDGUN IS PROHIBITED IN THIS OFFICE.

Email Address Julie.Lynch@utdallas.edu – Professor Lynch

Office Hours By Appointment (on campus most Monday. Tuesday and Wednesday afternoons & evenings)

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: <ul style="list-style-type: none">• Identify and name different real estate asset class types• Understand the life cycle of an asset and the team members associated with the investment process• Articulate possible career opportunities, required education and required licensing• Articulate real estate acumen associated with the various types of investments• Evaluate advantages and disadvantages of various real estate investments

	<ul style="list-style-type: none"> • Articulate and evaluate the various sources of financing for real estate and how to calculate payments and loan balances • Calculate income-producing property returns, relative to inherent risk
Required Text	<i>Texas Real Estate, 12th Edition</i> , © 2014, by Charles J. Jacobus, Cengage Learning Publishing. ISBN-13 978162 980 001 1
Supplemental Resources	Provided by Instructor
Calculators/Computers	<ul style="list-style-type: none"> • HP12C is official calculator of class. • Other time value of money calculators like TI BA II Plus can be used but student is responsible for knowing how to operate. • Some homework and exams may require a financial calculator. • No alpha-numeric calculators are allowed at any time. • No cell phone calculators and/or apps can be used during exams. • No calculators can be shared during exams. Laptops will be prohibited if used for non-class reasons.
Class Schedule	Each class agendas with homework assignments are located on the first few slides of the PowerPoint deck. Though the class dates are set, the material covered each session remains fluid and syllabus will be updated throughout the semester. It is the student's responsibility to get the most current syllabus from eLearning and follow it. <i>The revised date is in the footer located on each page.</i> On the "Descriptions of Lectures" page (last page) a "Notes" column has been provided to students to record homework assignments and exam dates given during class.

COURSE POLICIES

Course Grade/ Exam Chapters	<p>The course will be graded as follows:</p> <table> <tr> <td>Exams 1 to 6</td><td>90% *</td></tr> <tr> <td>Homework</td><td>10%</td></tr> </table> <p>Exam 1</p> <ul style="list-style-type: none"> ▪ Classes 1 to 3 discussion materials ▪ Chapters 1: Course Textbook & Supplemental Reading ▪ Chapters 2 & 3: Course Textbook <p>Exam 2</p> <ul style="list-style-type: none"> ▪ Class discussion materials Chapters 9 – 11 ▪ Chapter 9 – Licensing Laws and Professional Affiliation ▪ Chapter 10 – The Principal Broker Relationship: Employment 	Exams 1 to 6	90% *	Homework	10%
Exams 1 to 6	90% *				
Homework	10%				

	<ul style="list-style-type: none"> Chapter 11 – The Principal Broker Relationship: Agency <p>Exam 3</p> <ul style="list-style-type: none"> Class discussion materials Chapters 17 - 19 Chapter 17 – Sources of Financing Chapter 18 – Types of Financing Chapter 19 – The Loan and the Consumer <p>Exam 4</p> <ul style="list-style-type: none"> Class discussion materials Chapters 4 – 6 and 12 Chapter 4 – Forms of Ownership Chapter 5 – Issues in Home Ownership Chapter 6 – Condominiums, Cooperatives, PUDs and Timeshares Chapter 12 – Fair Housing, ADA, Equal Credit and Community Reinvestment <p>Exam 5</p> <ul style="list-style-type: none"> Class discussion materials Chapters 7, 8 & 20 Chapter 7 – Contract Law Chapter 8 – Texas Real Estate Sales Contracts Chapter 20 – Real Estate Leases <p>Exam 6</p> <ul style="list-style-type: none"> Chapter 16 – Lending Practices Chapter 21 – Real Estate Appraisal Chapter 22 – Title Closing and Escrow <ul style="list-style-type: none"> The lowest of the six exam grades will be dropped. The remaining five exam grades will be worth 18% each. <p>(Students must provide Professor Lynch with six SCANTRONS FORM 882-E)</p>
Undergraduate Grading	<p>A= 90-100%; B=80-89.9%; C=70-79.9%; D=60-69.9%; F=Below 60%</p> <p>Mid-term grades are provided as a guidance, only, to indicate a student’s progress. As these grades are based on early coursework, the student’s overall “Course Grade” may change.</p>
Examination Policy	<ul style="list-style-type: none"> <u>UTD issued IDs are required for all exams.</u> No make-up exams will be given except under extraordinary circumstances. Vacationing, booking an early flight at semester’s end or attending a wedding does not meet this condition. 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 exam may cover material from the beginning of the semester through the previous lecture. The exam may include all the material in the textbook (even if not covered in class), PowerPoints, lectures and/or handout sheets. No questions by the Professor will be answered during the exam. Write any questions or comments on page 1 of the exam. When turning back the exam point it out to the Professor. Once an exam has started, no student may leave the examination room or desk until he or she has finished the exam and turned it in to the exam

	<p>proctor.</p> <ul style="list-style-type: none"> • 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. • If you have three exams the same day and want Exam 6 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. <p>Cheating: DON'T! Includes but is not limited to the use or attempted use of unauthorized materials, information, or study aids in any academic exercise; looking at a classmates exam and/or answer sheet; 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.</p> <p>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 returned to the class, stating why your answer was correct. You must be able to support your argument with specific citations from the text or other material.</p>
Homework	<ul style="list-style-type: none"> • Homework assignments are announced during each class. It is the student's responsibilities to obtain the assignments from classmates if you did not hear it or were not in class. All assignments are due on the date and time announced in class. • Must reflect college level work: write in complete sentences, use correct formatting, grammar and punctuation. For math problems show all work to develop the final answer. Place a rectangle around the final answer. • Must be printed out on 8 ½" x 11" white paper, first and last name printed legibly, stapled and handed in. • No late assignments or missed one-on-one meeting will be accepted – AT ALL. • 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. • Each problem or question should be easily identifiable from other questions or problems on the same page. • The final answer should be highlighted or a rectangle boxed around the answer. • The homework should contain the following information in the upper portion of the paper: first and last name, course number and section, and homework title.

Participation	<ul style="list-style-type: none"> • No headphones, earbuds, etc. allowed during class. • Students should read assigned chapter material in its entirety <u>prior</u> to the class session and come to class prepared. • Students are expected to participate in class. • Each class students are required to bring their name tent and display it on the desk in front of them. It is the student's responsibility to replace their lost name tent. • Participation in the classroom exercises and discussions is required. • Class participation and the displaying of the name tent may determine the student's grade in borderline cases. • Individuals will be called upon throughout the semester to discuss the reading assignments and to present solutions to assigned questions and problems. • Any student who is absent will be responsible to obtain lecture notes and handouts from sources other than Professor Lynch. • It is highly recommended to take notes during the class lecture.

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://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 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

NOTES	CLASS	DESCRIPTION
HW – Read Chapters 1: Supplemental: Chapter 1 – “Real Estate Principles” Ling & Archer	1 1.13.20	<ul style="list-style-type: none"> • Introductions • Review Syllabus • Chapter 1 – The Nature of Real Estate and Markets • Real Estate Asset Class Type Classroom Exercise
HW – Read Chapters 1: Course Text – “Texas Real Estate” Charles Jacobus.	2 1.27.20	<ul style="list-style-type: none"> • Life Cycle of a Real Estate Asset • Case Study: Valley View Mall • Careers in Commercial Real Estate • Chapter 1 – Introduction to Real Estate
	3 2.3.20	<ul style="list-style-type: none"> • Chapter 2 – Nature & Description of Real Estate • Chapter 3 – Property Rights • Aaron Davis – SBM Real Estate Services
	4 2.10.20	<ul style="list-style-type: none"> • Exam 1: <ul style="list-style-type: none"> ▪ Classes 1 to 3 discussion materials ▪ Chapters 1: Course Textbook & Supplemental Reading ▪ Chapters 2 & 3: Course Textbook
	5 2.17.20	<ul style="list-style-type: none"> • Chapter 9 – Licensing Laws and Professional Affiliation • Chapter 10 – The Principal Broker Relationship: Employment • Chapter 11 – The Principal Broker Relationship: Agency • Nikki Matthews – HealthCap Partners LLC
	6 2.23.20	<ul style="list-style-type: none"> • Exam 2: <ul style="list-style-type: none"> ▪ Class discussion materials Chapters 9 – 11 ▪ Chapter 9 – Licensing Laws and Professional Affiliation ▪ Chapter 10 – The Principal Broker Relationship: Employment ▪ Chapter 11 – The Principal Broker Relationship: Agency • Chapter 17 – Sources of Financing • Chapter 18 – Types of Financing • Chapter 19 – The Loan and the Consumer
	7	<ul style="list-style-type: none"> • Exam 3: <ul style="list-style-type: none"> ▪ Class discussion materials Chapters 17 - 19 ▪ Chapter 17 – Sources of Financing ▪ Chapter 18 – Types of Financing ▪ Chapter 19 – The Loan and the Consumer
	8	<ul style="list-style-type: none"> • Chapter 4 – Forms of Ownership • Chapter 5 – Issues in Home Ownership
	9	<ul style="list-style-type: none"> • Chapter 6 – Condominiums, Cooperatives, PUDs and Timeshares • Chapter 12 – Fair Housing, ADA, Equal Credit and Community Reinvestment

	10	<ul style="list-style-type: none"> • Exam 4 <ul style="list-style-type: none"> ▪ Class discussion materials Chapters 4 – 6 and 12 ▪ Chapter 4 – Forms of Ownership ▪ Chapter 5 – Issues in Home Ownership ▪ Chapter 6 – Condominiums, Cooperatives, PUDs and Timeshares ▪ Chapter 12 – Fair Housing, ADA, Equal Credit and Community Reinvestment
	11	<ul style="list-style-type: none"> • Chapter 7 – Contract Law • Chapter 8 – Texas Real Estate Sales Contracts
	12	<ul style="list-style-type: none"> • Chapter 20 – Real Estate Leases
	13	<ul style="list-style-type: none"> • Exam 5 <ul style="list-style-type: none"> ▪ Class discussion materials Chapters 7, 8 & 20 ▪ Chapter 7 – Contract Law ▪ Chapter 8 – Texas Real Estate Sales Contracts ▪ Chapter 20 – Real Estate Leases • Chapter 16 – Lending Practices • Chapter 21 – Real Estate Appraisal
	14	<ul style="list-style-type: none"> • Chapter 22 – Title Closing and Escrow
	15	<ul style="list-style-type: none"> • Exam 6 <ul style="list-style-type: none"> ▪ Chapter 16 – Lending Practices ▪ Chapter 21 – Real Estate Appraisal ▪ Chapter 22 – Title Closing and Escrow