

Course Number and Title: MKTG 3805 - **Real Estate Principles**

Prerequisite: Enrollment requires compliance with the College of Business Upper Division Admission Policy (p. 403) and completion of listed prerequisites or consent of department chairman.

Instructor: Dr. Jim Burton Office: BUS 2308; Telephone 678/839-5023; **Cell 678/378-0384.**
Office Hours: Tuesdays 4 pm to 5:30 pm; others by appointment.

Objective and Scope: This is an introductory course in real estate designed to expose the student to real estate law, mortgage financing, brokerage, investment analysis, valuation, development, land economics, and property management. Satisfactory completion of this course is partial fulfillment of the requirements for taking the Georgia real estate salesman's and broker's examinations.

Class Type: This is an Online class. Approximately 95% will be online; Midterm and Final Exams will be in person.

Email: Please use D2L mail for all course correspondence, and I will respond within 24 hours. My UWG and home emails should be used in emergencies only. I will NOT respond to course related questions sent to my UWG or home emails. Call me on my cell phone if needed, 678.378.0384.

Class Goals:

- a. To learn more about the **principles of real estate** from the text & quizzes (BBA 1, 2, 3 & RE).
- b. To learn more about **real estate math problems** (BBA 2 & RE).
- c. To learn more about **job opportunities** in real estate (BBA 5, 6 & RE).

Methods of Instruction:

The course is designed as independent study and Internet format with opportunities for Web discussions. The student is assigned specific readings from the textbook and collateral materials with regular Web quizzes on the material.

Text and Equipment:

Required: Floyd & Allen, *Real Estate Principles*, 11th edition (Dearborn, 2014).

Recommended: Jacobus, Gillett & Kyle, GEORGIA REAL ESTATE, 8th Ed. (OnCourse Learning)

Calculator: A financial calculator is **required**. The HP10BII (\$30. +/-) will be used by the Instructor. Students are responsible for learning to operate their own financial calculator.

Examinations: There will be online quizzes for each chapter, an in-class midterm exam, and an in-class final exam. The final exam will be COMPREHENSIVE, in person, and given on **Monday, May 4 at 5:30 P.M. in Miller Hall 2213.**

Grading: Each student is evaluated on chapter quizzes (30%), midterm exam (30%) and a comprehensive final examination (40%). Telephone inquiries concerning grades will not be accepted, and grades are posted on Banweb. **Cheating in any form will result in failure and**

other consequences. Students are required to take quizzes and exams at the time the quiz or exam is given. Anyone who fails to complete a quiz or attend an exam on time will be given a ZERO for that exam or quiz unless the student is excused and arrangements are made to make up the exam in advance of the announced date of the quiz and/or exam. Please complete the **Syllabus Quiz** online by **Wednesday, January 8, at 11:30 pm.**

Attendance Policy: All students registered for the course are expected to **attend the Midterm & Final Exams** in Miller Hall 2213. (See Online Exams below)

Make-up Exams: No make-up exams are permitted.

CHEATING: Academic dishonesty on any exam or assignment will result in a zero grade, an F for the course, a note recording the incident on the student's permanent record, and the student reported to the Vice-President of Student Services for appropriate disciplinary action by the University. Students not familiar with what constitutes academic dishonesty or those unfamiliar with the appeals procedures regarding academic dishonesty should refer to the [Uncatalog Appendix A](#) and [Appendix J](#), respectively.

DISRUPTIVE BEHAVIOR: Respectful behavior is expected online at all times. Please review the CORE RULES FOR NETIQUETTE: <http://www.albion.com/netiquette/corerules.html>

ONLINE EXAMS: The Midterm and Final Exams will be administered at the UWG Carrollton campus free of charge. Alternatively, students can choose to take the proctored exam via ProctorU or at an approved off-campus testing site (for a fee paid to that site, fees may vary anywhere from \$10 to \$50 or higher). All off-campus testing requires both approval by the Professor and uwgonline with a **minimum of two weeks prior notice** to coordinate. Please see this link for additional information: <http://uwgonline.westga.edu/exams.php#student>.

Disclaimer: The course plan and the course outline are a general plan for the course; deviations may be necessary. Please **CHECK YOUR CLASS EMAIL AND ANNOUNCEMENTS DAILY.** **The last day to withdraw with a W (if passing) is Friday, February 28.**

Tentative Course Outline:

	<u>Chapters</u>	<u>Date</u>
Introduction to Real Estate & <i>Syllabus Quiz</i>	1	1/4
Property Rights & Jobs Discussion	2	1/13
Private Restrictions	3	1/20
Public Restrictions	4	1/20
Deeds & Title	5	1/27
Real Estate Contracts & Closings	6	2/3
Real Estate Leases	7	2/10
Real Estate Brokerage	8	2/17
Georgia Real Estate License Law	PowerPoint	2/17
Real Estate Appraisal & Appraisal Math	9	2/24
Last day to withdraw		2/28
Midterm Exam In-class, Monday, 5:30 pm	1-9 Miller Hall	3/2
Property Management	10	3/3
Residential Land Uses	11	3/9
Spring Break		3/16
Commercial & Industrial Uses	12	3/23
Market Analysis	13	3/30
Home Purchase	15	4/6
Property Financing	16	4/13
Basic Valuation & Compound Interest	17	4/20
Mortgage Mechanics	18	4/27
Optional Review Final Exam, Friday, 5:30 pm,	Miller Hall 2213	5/1
FINAL EXAM on Monday, May 4 at 5:30 P.M.	Miller Hall 2213	