Course Number and Title: MKTG 3805 & RELE 3705 - 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: George Petkovich

Office Hours: Not located on-site. Arrangements will be made 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; Final Exam will be in person.

Email: I will respond to emails via Course Den within 24 hours. If it is urgent you can email me at george@pbwatlanta.com or call or text me on my cell phone, (404) 317-8881.

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:


Recommended: Jacobus & Gillett, & Kyle, GEORGIA REAL ESTATE, 8th Ed. (On Course Learning, 2014).

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 online midterm exam, and an in-class final exam. The final exam will be COMPREHENSIVE and in person. Date, time and place for the final will be provided later in the Semester.

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
 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.

**Attendance Policy:** All students registered for the course are expected to attend the Final Exam. (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](http://www.albion.com/netiquette/corerules.html)

**ONLINE EXAMS:** The Final Exam will be administered at the UWG Carrollton campus free of charge. Alternatively, students can choose to take the exam 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 and a minimum of two weeks prior notice to coordinate. Please see this link for additional Information: [http://uwgonline.westga.edu/exams.php#student](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 February 28, 2020.

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**Tentative Course Outline:**

<table>
<thead>
<tr>
<th>Chapters</th>
<th>Quiz Date</th>
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<tbody>
<tr>
<td>Introduction to Real Estate &amp; Syllabus Quiz</td>
<td>1</td>
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<tr>
<td>Property Rights &amp; Jobs Discussion</td>
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<tr>
<td>Private Restrictions</td>
<td>3</td>
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<tr>
<td>Public Restrictions</td>
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<tr>
<td>Deeds &amp; Title</td>
<td>5</td>
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<tr>
<td>Real Estate Contracts &amp; Closings</td>
<td>6</td>
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<tr>
<td>Real Estate Leases</td>
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<td>Real Estate Brokerage</td>
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<tr>
<td>Georgia Real Estate License Law</td>
<td>PowerPoint</td>
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<td>Real Estate Appraisal &amp; Appraisal Math</td>
<td>9</td>
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<tr>
<td>Midterm Exam Online, Wednesday, 4:00 pm</td>
<td>1-9</td>
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<tr>
<td>Last Day to Withdraw with a W</td>
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<tr>
<td>Property Management</td>
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<tr>
<td>Residential Land Uses</td>
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<td>Commercial &amp; Industrial Uses</td>
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<td>Market Analysis</td>
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<td>Home Purchase</td>
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<td>Property Financing</td>
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<tr>
<td>Basic Valuation &amp; Compound Interest</td>
<td>17</td>
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<tr>
<td>Mortgage Mechanics</td>
<td>18</td>
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</table>

**FINAL EXAM to be Announced.**