

Real Estate Principles

MKTG-3805

Fall 2020 Section N01 3 Credits 08/12/2020 to 12/05/2020 Modified 08/09/2020

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.

This is an Online class. Quizzes and exams will be monitored using LockDown Browser & Respondus Monitor that require a computer with camera; please call me promptly if you do not have a computer with a camera to use.

Description

Emphasis on principles and fundamental concepts. Course provides basic information for the student preparing for a career in real estate, also helps the consumer learn how to select, finance, and maintain real property either for a home or for investment purposes.

Requisites

Prerequisites:

(ACCT 2101 or ACC 201) and Richards Col Upper Division RCUD

Corequisites:

Contact Information

Instructor: Dr. Jim Burton Cell 678/378-0384.

Office Hours: online by appointment only.

Email Professor within CourseDen only.

Meeting Times

This is an online class; however, we may have online class meetings using Collaborate Ultra when needed. The in-class Final Exam will be comprehensive on Friday, December 4 at 5:30 P.M.

Materials

Text and Equipment:

Required: Floyd & Allen, *Real Estate Principles*, 11th edition (Dearborn, 2015).

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.

Outcomes

Class Goals:

To learn more about the principles of real estate from the text & quizzes (BBA 1, 2, 3 & RE).

To learn more about real estate math problems (BBA 2 & RE).

To learn more about job opportunities in real estate (BBA 5, 6 & RE).

✓ Evaluation

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, August 12, at 11:30 pm**; you will need to download LockDown Browser or launch it to take the Syllabus Quiz.

Breakdown

Criteria

Type	Weight	Topic	Notes
Chapter Quizzes	30%	All Chapters	
Midterm Exam	30%	Chapters 1-9	
Final Exam	40%	All Chapters and Assignments	

☰ Assignments

Online Discussion: Real Estate Jobs Discussion

Many students believe that real estate is limited to selling homes; however, real estate has many additional employment opportunities. Some real estate jobs include commercial sales and leasing, property management, appraising, mortgage banking, property development, site acquisition for retailers (like McDonald's), and many local, state, and federal jobs involving real estate. Search the Internet for real estate jobs and income potential. Post at least **three** descriptions of **jobs**, their respective **incomes**, and **sources** on the Discussion board before 11:30 pm on Tuesday, August 18. And **comment** on at least one other real estate jobs post by another student. This is a gradable discussion.

📅 Schedule

Tentative Course outline:

	<u>Chapters</u>	<u>Date</u>
Syllabus Quiz		8/13
Introduction to Real Estate	1	8/14
Property Rights & Jobs Discussion	2	8/17
Private Restrictions	3	8/24
Public Restrictions	4	8/24

Deeds & Title	5	8/31
Real Estate Contracts & Closings	6	9/7
Real Estate Leases	7	9/14
Real Estate Brokerage	8	9/21
Georgia Real Estate License Law	PowerPoint	9/21
Real Estate Appraisal & Appraisal Math	9	9/28
Midterm Exam online, Saturday, 5:30 pm	1-9	10/3
Property Management	10	10/5
Residential Land Uses	11	10/12
Commercial & Industrial Uses	12	10/12
Market Analysis	13	10/19
Home Purchase	15	10/26
Property Financing	16	11/2
Basic Valuation & Compound Interest	17	11/9
Mortgage Mechanics	18	11/16
Optional Online Review for Final Exam Monday 5:30 pm		11/23

FINAL EXAM in-class Friday, December 4, 5:30 pm

* Course Policies and Resources

Cheating & Respectful Behavior

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 always expected online. Please review the CORE RULES FOR NETIQUETTE: <http://www.albion.com/netiquette/corerules.html>

@ College/School Policies

Wolf Pact

Having read the Honor Code for the University of West Georgia, I understand and accept my responsibility to uphold the values described therein and to conduct myself in a manner that will reflect the values of UWG and the Richards College of Business so as to respect the rights of all UWG community members. As a UWG student, I will represent myself truthfully and complete all academic assignments honestly and within the parameters set by my instructor.

I understand and accept that if I am found guilty of violations (through processes due me as a UWG student and outlined in the UWG Student Handbook), penalties will be imposed.

I also recognize that my responsibility includes a willingness to confront members of the UWG community if I feel there has been a violation of the Honor Code.

Ultimately, I will conduct myself in a manner that promotes UWG as the best place to work, learn, and succeed for my generation, and those to come!

About the Richards College of Business

Vision

To become a globally recognized college of business preparing forward-thinking, responsible leaders.

Mission

We are in the business of transforming lives through education, engagement, and experiences.

Strategic Goals and Values

Student Success

Admit quality students and provide them with an education that is rich in experiences and engagement opportunities to prepare them to be effective and ethical professionals.

Academic Success

Recruit, retain and develop faculty and staff by providing sufficient resources to support dynamic and up-to-date bachelor and master-level curricula, to conduct research and other professional activities, and to support engagement with all stakeholders.

Operational Success

Recruit, retain and develop administrative management and staff personnel to manage, develop and support infrastructure and those activities that build internal and external partnerships while working in an ever-changing environment.

Ethical Values

The Richards College of Business community (administrators, faculty, staff, students, and business partners) share a commitment to the principles of honesty and integrity in interactions and undertakings, accountability for personal behavior, and respect for the rights, differences, and dignity of others. In addition, we strive to continuously improve our abilities to recognize unethical behavior and to make ethical and moral decisions.

Institutional Policies

Academic Support

Accessibility Services: Students with a documented disability may work with UWG Accessibility Services to receive essential services specific to their disability. All entitlements to accommodations are based on documentation and USG Board of Regents standards. If a student needs course adaptations or accommodations because of a disability or chronic illness, or if he/she needs to make special arrangements in case the building must be evacuated, the student should notify his/her instructor in writing and provide a copy of his/her Student Accommodations Report (SAR), which is available only from Accessibility Services. Faculty cannot offer accommodations without timely receipt of the SAR; further, no retroactive accommodations will be given. For more information, please contact [Accessibility Services \(https://www.westga.edu/student-services/counseling/accessibility-services.php\)](https://www.westga.edu/student-services/counseling/accessibility-services.php).

Center for Academic Success: The [Center for Academic Success \(http://www.westga.edu/cas/\)](http://www.westga.edu/cas/) provides services, programs, and opportunities to help all undergraduate students succeed academically. For more information, contact them: 678-839-6280 or cas@westga.edu.

University Writing Center: The [University Writing Center \(https://www.westga.edu/writing/\)](https://www.westga.edu/writing/) assists students with all areas of the writing process. For more information, contact them: 678-839-6513 or writing@westga.edu.

Online Courses

UWG takes students' privacy concerns seriously: technology-enhanced and partially and fully online courses use sites and entities beyond UWG and students have the right to know the privacy policies of these entities. For more information on privacy and accessibility for the most commonly used sites, as well as technology requirements visit the [UWG Online \(https://uwgonline.westga.edu/\)](https://uwgonline.westga.edu/) site.

Students enrolled in online courses can find answers to many of their questions in the [Online/Off-Campus Student Guide \(http://uwgonline.westga.edu/online-student-guide.php\)](http://uwgonline.westga.edu/online-student-guide.php).

If a student is experiencing distress and needs help, please see the resources available at the [UWG Cares \(http://www.westga.edu/UWGCares/\)](http://www.westga.edu/UWGCares/) site. [Online counseling \(https://www.westga.edu/student-services/counseling/index.php\)](https://www.westga.edu/student-services/counseling/index.php) is also available for online students.

Honor Code

At the University of West Georgia, we believe that academic and personal integrity are based upon honesty, trust, fairness, respect, and responsibility. Students at West Georgia assume responsibility for upholding the honor code. West Georgia students pledge to refrain from engaging in acts that do not maintain academic and personal integrity. These include, but are not limited to, plagiarism, cheating, fabrication, aid of academic dishonesty, lying, bribery or threats, and stealing.

The University of West Georgia maintains and monitors a confidential Academic Dishonesty Tracking System. This database collects and reports patterns of repeated student violations across all the Colleges, the Ingram Library, and the School of Nursing. Each incidence of academic dishonesty is subject to review and consideration by the instructor, and is subject to a range of academic penalties including, but not limited to, failing the assignment and/or failing the course. Student conduct sanctions range from verbal warning to suspension or expulsion depending on the magnitude of the offense and/or number of offenses. The incident becomes part of the student's conduct record at UWG.

Additionally, the student is responsible for safeguarding his/her computer account. The student's account and network connection are for his/her individual use. A computer account is to be used only by the person to whom it has been issued. The student is responsible for all actions originating through his/her account or network connection. Students must not impersonate others or misrepresent or conceal their identities in electronic messages and actions. For more information on the University of West Georgia Honor Code, please see the [Student Handbook \(https://www.westga.edu/administration/vpsa/handbook-code-of-conduct.php\)](https://www.westga.edu/administration/vpsa/handbook-code-of-conduct.php).

UWG Email Policy

University of West Georgia students are provided a MyUWG e-mail account. The University considers this account to be an official means of communication between the University and the student. The purpose of the official use of the student e-mail account is to provide an effective means of communicating important university related information to UWG students in a timely manner. It is the student's responsibility to check his or her email.

Credit Hour Policy

The University of West Georgia grants one semester hour of credit for work equivalent to a minimum of one hour (50 minutes) of in-class or other direct faculty instruction AND two hours of student work outside of class per week for approximately fifteen weeks. For each course, the course syllabus will document the amount of in-class (or other direct faculty instruction) and out-of-class work required to earn the credit hour(s) assigned to the course. Out-of-class work will include all forms of credit-bearing activity, including but not limited to assignments, readings, observations, and musical practice. Where available, the university grants academic credit for students who verify via competency-based testing, that they have accomplished the learning outcomes associated with a course that would normally meet the requirements outlined above (e.g. AP credit, CLEP, and departmental exams).

HB 280 (Campus Carry)

UWG follows University System of Georgia (USG) guidance: [http://www.usg.edu/hb280/additional_information# \(http://www.usg.edu/hb280/additional_information\)](http://www.usg.edu/hb280/additional_information#)

You may also visit our website for help with USG Guidance: [https://www.westga.edu/police/campus-carry.php \(https://www.westga.edu/police/campus-carry.php\)](https://www.westga.edu/police/campus-carry.php)

Mental Health Support

If you or another student find that you are experiencing a mental health issue, free confidential services are available on campus in the [Counseling Center](#). Students who have experienced sexual or domestic violence may receive confidential medical and advocacy services with the Patient Advocates in [Health Services](#). To report a concern anonymously, please go to [UWGCares](#).

ELL Resources

If you are a student having difficulty with English language skills, and / or U.S. culture is not your home culture, specialized resources are available to help you succeed. Please visit the [E.L.L. resource page](#) for more information.

COVID-19

Proctored Exams/Online Instruction: Students should be aware and plan ahead for the possibility of having to complete all courses and/or exams online or in a proctored environment. This means talking with your instructors about what minimum technical requirements (software and hardware) will be required should your class move online or a student's personal needs dictate. This also includes making plans for internet access at whatever location participation may occur.

Virtual or in-person proctored exams, if your instructor should require them, may result in an additional cost to the student. Please discuss these details with your instructor or see the information provided here.

Face Coverings: Effective July 15, 2020, University System of Georgia institutions, including the University of West Georgia, will require all faculty, staff, students, and visitors to wear an appropriate face covering while inside campus facilities/buildings where six feet social distancing may not always be possible. Face covering use will be in addition to and is not a substitute for social distancing.

Face coverings are not required in campus outdoor settings where social distancing requirements are met. Anyone not using a face covering when required will be asked to wear one or must leave the area.

Reasonable accommodations may be made for those who are unable to wear a face covering for documented health reasons.

Student FAQs: For more information about UWG COVID-19 guidance for students visit the [Student FAQ webpage](https://www.westga.edu/student-services/health/coronavirus-info/return-to-campus/students-faq-return-to-campus.php) (<https://www.westga.edu/student-services/health/coronavirus-info/return-to-campus/students-faq-return-to-campus.php>).

Additional Items
