COURSE SYLLABUS
FINANCE 351
Introduction to Real Estate
Fall 2006 (11:00-12:15 PM)
Rm. CP120
RE Broker Phil Bystry

Prerequisite: Finance 320

Office Hours / Telephone Office hours will be held Tues. (30 min.) Before class, or call and make an appointment 714 931-1088 Cell **best number**, Direct Line 714 278-7159 Email: bustree@sbcglobal.net best bet home email

Office: CP900-46 Take the Hallway all the way to the end—northeast corner.

Course Objective: To familiarize students with the tools and techniques used to analyze real property and make intelligent decisions that will affect the outcome of real property transactions. Specifically, when to buy, sell, or lease real property. Included would be economic forces that help determine the value, appreciation, or depreciation of real property into the future. This framework and analytical process will be valuable in making investment decisions and can assist in problem solving concerning real property. The course will also serve as a means of exploring career options in relation to positions in the real estate field. The course is organized around five principal components: Mortgage Finance (Key) Investment, Valuation-Appraisal, Market-Economic, and Legal. These perspectives are used by professionals in their decision making process.

Methods: will include lecture, discussion, case management, cooperative learning, problem solving, quizzes, research, and (presentations-make–up home. wk).

Course Text, Materials:

Text: Floyd & Allen, Real Estate Principles 8th Edition
Optional: Warner and Serkes, How to Buy a House 10th Edition

Other: A calculator to do RE calculations and sets of practice problems from lecture notes. Presentations will be from articles in the: LA times, OC Register, Business Week, Fortune, real estate offices, financial institutions, etc. or from other sources. It will also be helpful to view the economic indicators that affect real property.

Grading: Grades will based on point accumulations and weighted as follows:

<table>
<thead>
<tr>
<th>Component</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Quizzes</td>
<td>25%</td>
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<tr>
<td>Research Paper</td>
<td>15%</td>
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<tr>
<td>Applied Hm. Wk.</td>
<td>10%</td>
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<tr>
<td>Mid Term</td>
<td>25%</td>
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<tr>
<td>Final</td>
<td>25%</td>
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<tr>
<td>Total</td>
<td>100%</td>
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Point scores are recorded for each element of your grade.
Your grades will be based on a standard percentage:
- A: 90%--100%
- B: 80%--89%
- C: 70%--79%
- D: 60%--69%
- D & F: 59% or lower

Note it is the Policy of the Finance Department to use plus/minus grading. For more information, please see pages 22-24 in the Fall 2006 Class Schedule.

No make-up examinations or quizzes will be permitted without a written medical excuse or documentation of extraordinary circumstances. An effort should be made to notify me if you are unable to make the quiz or exam (Hence, you must take all assigned exams and quizzes at the time they are assigned-this includes in class analysis papers). Failure to follow this protocol may result in a grade of zero.

Class Work and Attendance are stressed:
If students miss several classes they may be dropped.
Exams will cover material from the book, lectures, case study, and information from material presented in class.

The final exam will be cumulative; however, its focus will be on major concepts that were previously covered. There will be a review session covering these major concepts.

Large Scantron is used for the first exam to register***if you do not use the right one points will be subtracted as a penalty, and your scantron will be rejected by the computer.

Content of exams will include multiple-choice, short-answers, true/false, definitions, property buying process, and problem solving-calculations. (Scantron F288) There will also be an essay type exam where on will write about a solution to a real estate problem—that is related to the homework.

Class Papers:
These papers will be graded as follows:
- Excellent: 19-20 Pts., Good: 17-18 Pts.,
- Average: 15-16 Pts., Below Average: 12-14,
- Poor: 9-11 Pts., None 0

Excellent papers will include sources of reference as well as interviewing people in the profession. This would also include some statistics, graphs, etc. and they will be due the week of Halloween.

If students have extenuating work schedules they should see me about an alternative project.

Academic honesty is stressed (don't plagiarize).

Research Paper Topics (Home buying process)
1) Advantages and disadvantages of renting vs. owning—
2) Assessing your financial situation—“How much house can you afford”—
3) Economics how they affect interest rates—
4) Credit reports—
5) Different types of loans—
6) Neighborhood research—
7) Finding an agent—
8) Finding a home—determining your offering price—
9) Closing and Escrow—
10) Other topics not included on this list—see me

Reading schedule August:
Week of:

8/22 Developing Perspective: Real Property—Supply and Demand
    Reading Floyd & Allen, Ch. 1, #3, #4

8/24 Property Rights, Ownership Interests, and Legal Descriptions
    Reading: F & A, Ch. 2, #2,3,4,5,6,7, and 8

8/29 Private and Public Restrictions: Liens, CC&’Rs, Eminent Domain, etc
    Reading: F&A, Ch.3, # 1-10

9/5 Public Restrictions, Ch. 4 cont. # 1,4, 5, 8, 11, and 16

9/7 Deeds and Leases, Ch. 5. #3,6, and 7

(Quiz)

9/11 Cont Ch. 5