REAL 310  
Principles of Real Estate  
Summer 2017

Professor: Chris Cain, J.D., Ph.D, CFA  
Office: J.C. Long 308  
Office Hours: MW 1:00-3:00 PM, T 1:00-3:00 PM  
Phone: 843-953-1063  
Email: caincl@cofc.edu (preferred contact method)

Course Description:

The College of Charleston Undergraduate Course Catalog describes this course in the following manner. A basic course designed to cover the legal, financial, economic and marketing concepts related to real estate. Topics include property rights (contracts, deeds, mortgages, leases, liens); property ownership (titles, closing of settlement, insurance, taxes); financing (interest rates and mortgage types); brokerage; and property evaluation.

Essentially, this course serves as an introduction to the field of real estate, and provides an overview of many concepts within that field. For students who wish to learn more, many of the concepts covered have entire elective courses devoted to them.

Course Learning Objectives:

At the conclusion of the semester, students will be able to describe the field of real estate and many of the career opportunities available in this field. They will understand the legal and regulatory framework that surrounds the practice of real estate. Students will understand the terminology and processes involved in the sale or rental of real estate, and the ethical obligations of those involved.

Relationship to School of Business and Economics Learning Goals:

Global And Civic Responsibility – This course requires that students learn the legal and ethical obligations associated with real estate transactions. Most real estate transactions have long term implications for the use of scarce resources, and those implications require an understanding of the ethical obligations involved.

Synthesis – Real Estate involves combining knowledge of several fields, among them law, finance, and marketing. Students must be able to synthesize knowledge for all of these fields together.
Course Prerequisites:

According to the College of Charleston Undergraduate Course Catalog, the prerequisites for this course are junior standing.

Text:

*Real Estate Principles: A Value Approach by David Ling and Wayne Archer, 4th Edition. We are using an abridged version made specifically for this course that is entitled Real Estate Principles: REAL 310. CARTER REAL ESTATE CENTER.*

To purchase an [e-copy of the book for $96.04](https://create.mheducation.com/shop) please go to https://create.mheducation.com/shop and search by the isbn 9781308281148. *You can purchase with a credit card.*

You can purchase a [hard copy of the book from the bookstore or](#)

You can also buy or rent a complete version of the book at Amazon or some of the other booksellers. You will have time to check all of your options and allow for a reasonable shipping time. I encourage you to make the best financial decision possible for you. As I discuss in more detail below, the book is more of a supplement to the lectures for this class than an integral component.

Calculator:

This class will involve the use of a financial calculator. In the class materials, I use the Texas Instruments BA II Plus Financial Analyst to work problems. You may use any financial calculator you wish, but I will support the TI BA II Plus in class. There is a high probability that your future finance and real estate classes will require the use of a financial calculator.

Letter grades, with associated ′+′s or ′−′s, will be assigned according to the following scale.

<table>
<thead>
<tr>
<th>% Average</th>
<th>Letter Grade</th>
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<tbody>
<tr>
<td>90-100</td>
<td>A</td>
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<tr>
<td>88-89.99</td>
<td>A-</td>
</tr>
<tr>
<td>86-87.99</td>
<td>B+</td>
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<td>83-85.99</td>
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<td>60-61.99</td>
<td>D-</td>
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<tr>
<td>59.99 and below</td>
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</tbody>
</table>
Online Course Expectations/Requirements

You should know how to use Oaks to navigate this class. This class assumes you already know how to use Oaks, and will not teach you to use it. If you have any questions regarding how to use Oaks, or any of the other necessary technology for this course, please contact the Student Support Desk at studentcomputingsupport@cofc.edu or 843-953-8000.

You will need a computer with:
- Broadband Access
- An up to date internet browser
- Java
- Adobe Flash Player
- Quicktime Video Player

You will need to log on at least 3 times per week to complete all of the assignments for this class. Some assignments will involve posting or responding to chatboard posts (discussed below).

Community Statement

This online class seeks to create a community of learners, much as a traditional classroom does. Much of the learning will come from questions and comments as engaged students seek to make the material their own. Just as in a classroom, many students will benefit from the questions of others. As a learning community, we can all benefit by open discussion and probing of ideas and concepts. Try not to insult or demean, even by accident. I believe in freedom of speech, but I also believe in trying to maintain a civil environment. Let’s all try to balance those interests. There is an old adage, we can disagree without being disagreeable. I think that is a good motto for a learning environment.

As the instructor, my role will often be to get the discussion going. I may do this through an assignment, which will require you to discuss on the discussion boards (covered later). I may do this my opening a discussion forum myself.

Course Organization:

As an online class, this course may be different than those you have experienced in a face to face format. Different does not mean easier, as this course will maintain at least the same level of rigor as an in person counterpart. Most, if not all, of the course interaction will take place online, in OAKS. However, the course is not self-paced.

Assignments will generally follow the same pattern. New portions of the class, called modules will become available to you on Thursdays. Each module will consist of readings and assignments you must complete. Generally, each assignment will be due before the following
Thursday. However, you should have plenty of time to view the lectures needed to complete the assignment before the assignment is due. These dates must be met.

You will have 3 exams and a final during the semester as well. The exams will also be on Thursday, the same day as your other assignments are due. Unlike other assignments, the exams will only be available on Thursday, you must take the exams then, they cannot be completed early. These dates must be met.

**Grading:**

<table>
<thead>
<tr>
<th>Module Assignments:</th>
<th>20%</th>
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<tbody>
<tr>
<td>Test 1</td>
<td>20%</td>
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<tr>
<td>Test 2</td>
<td>20%</td>
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<td>Test 3</td>
<td>20%</td>
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<tr>
<td>Test 4</td>
<td>20%</td>
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</tbody>
</table>

The dates of the exams are tentatively as follows:

- Midterm 1: 6/8
- Midterm 2: 6/15
- Midterm 3: 6/22
- Final Exam: 6/29

**Communication:**

Most of the communication for this class will take place via chatboard or email. If you have a personal question, such as a grade or other personal matter, you can email me directly. I will usually respond to emails within 24 hours, except for weekends. Any emails sent after 4PM on Fridays may not be answered until Monday morning. How soon Monday morning depends on how many emails I get!

For class related questions or comments, I encourage you to use the chatboards in Oaks. I will be monitoring these chatboards, and will occasionally comment to direct the discussion. I also may answer questions on the chatboards. I say may, because I also may wait to let the class actually form a discussion and attempt to answer the question themselves. Regardless of
whether the class answers the question or I answer it myself, having the answers available to everyone on the chatboard makes the class better for everyone.

If you are unsure how to use the chatboards, you can use the following link to find a tutorial: http://blogs.cofc.edu/scs/2014/05/15/oaks-tutorials/

This link will take you to a series of video tutorials for Oaks. If you just need to know how to work the chatboards, click the horizontal lines in the upper left of the video frame. You should see a menu of the different Oaks tutorials, and the chatboards are the 3rd tutorial.

The Chatboards are our classroom. NO YELLING! Unless I guess you are trying to make a point about yelling. For those who don’t know, all caps is considered yelling on the internet. Also, be careful when using humor. I’ve already tried to use it at least twice in this syllabus, including the yelling comment above. But it often doesn’t come across as humor without the subtle audio and visual cues we get in face to face communication. Think before you post.

**Make-Up Policy:**
Exam times are noted in the syllabus, so time conflicts should not occur. If extenuating circumstances cause you to miss an exam, then you must contact the professor or the Department of Economics and Finance secretarial staff (843-953-8100) by 4:30 p.m. the day following the exam, including weekends. If no contact is made, then your exam grade is a zero and cannot be made up. If you make contact, and the extenuating circumstances you describe are deemed valid, then you will be allowed to take a comprehensive make-up during the regularly scheduled final exam time that will count as both the missed exam and the final exam. **This exam is in addition to your final exam**, and you must arrangements with the instructor prior to the exam to take it. If you miss the final, and make contact as required above, then you will be allowed to take a comprehensive make-up at a time to be determined, assuming a valid excuse is present.

The **Academic Honor Code Applies to this course, and all online courses, exactly as it does to any other College of Charleston course.**

**Academic Honor Code Statement:**
Lying, cheating, attempted cheating, and plagiarism are violations of our Honor Code that, when identified, are investigated. Each incident will be examined to determine the degree of deception involved.

Incidents where the professor determines the student’s actions are clearly related more to a misunderstanding will be handled by the professor. A written explanation designed to help prevent the student from repeating the error in the future will be given to the student by his or her professor. The explanation, submitted by form and signed by both the professor and the student will be forwarded to the Dean of Students and placed in the student’s file.

Cases of suspected academic dishonesty will be reported directly by the professor and/or others having knowledge of the incident to the Dean of Students. A student found responsible by the
Honor Board for academic dishonesty will receive a XF in the course, indicating failure of the course due to academic dishonesty. This grade will appear on the student’s transcript for two years, after which the student may petition for the X to be expunged. The student may also be placed on disciplinary probation, suspended (temporary removal), or expelled (permanent removal) from the College by the Honor Board.

Students should be aware that unauthorized collaboration – working together without permission – is a form of cheating. Unless the professor specifies that students can work together on an assignment and/or test, no collaboration is permitted. Other forms of cheating included possessing or using an unauthorized study aid (such as a PDA), copying from others’ exams, fabricating data, and giving unauthorized assistance.

Research conducted and/or papers written for other classes cannot be used in whole or in part for any assignment in this class without obtaining prior permission from the professor.

Students can find the complete Honor Code and all related processes in the Student Handbook at http://www.cofc.edu/studentaffairs/general_info/studenthandbook.html.

**Equal Education Opportunity:**
The College of Charleston abides by Section 504 of the Rehabilitation Act of 1973 and the Americans with Disabilities Act that stipulates no students shall be denied access to an education “solely by reason of a handicap.” Disabilities covered by law include, but are not limited to, learning disabilities and hearing, sight, or mobility impairments. Students should apply at the Center for Disability Services / SNAP, located on the first floor of the Lightsey Center, Suite 104. Students approved for accommodations are responsibility for notifying me as soon as possible and for contacting me one week before accommodation is needed.

The College of Charleston and this professor are committed to equal opportunity in education and do not discriminate on the basis of race, color, religion, national origin, sex, age, or against qualified handicapped persons, disabled veterans, or veterans of the Vietnam era, as identified and defined by law.
Topic Outline and Reading Assignments
These assignments may be modified during the semester.

Subject

Module 1 6/1-6/8

Lecture 1 Introduction
Lecture 2 Traffic Impact on Property Value
Assignment 1: Identify areas of Charleston Due 6/6
Lecture 3 Online Information Sources
Assignment 2: Identify Average Prices in Main Areas of Charleston Due 6/8
Lecture 4 Time Value of Money, Computing payments and budgets
Assignment 3: Compute Payments and Budgets Optional Exercise
Exam 6/8

Module 2 6/9-6/15

Lecture 1 Contract Law Relevant to Listing a House for Sale
Lecture 2 Types of Lots
Lecture 3 What is land, what are the traditional rights in land?
Lecture 4 What comes with the property, fixtures and crops?
Lecture 5 What comes with the property, rights, water, and convention?
Lecture 6 Property Descriptions
Exam 6/15

Module 3 6/15-6/22

Lecture 1 Negotiation Tactics
Lecture 2 Contract Law Relevant to Negotiations
Handout of Sample Contract
Lecture 3 Inspection
Lecture 4 Financing and Credit
Lecture 6 Appraisal and Closing
Assignment 4: Property Information Discovery Due 6/22
Exam 6/22

Module 4 6/22-6/29

Lecture 1 Types of Property Ownership
Lecture 2 Eminent Domain and Police Power
Lecture 3 Lease Types
Lecture 4 Encumberances
Lecture 5 Adverse Possession
Lecture 6 Recording of Property Instruments
Approximate Chapters Matching Lecture Topics: The course is organized around the lectures, not the book chapters. The book chapters should be used as supplements to the lecture, to help complete your understanding. The book chapters are not substitutes for the lectures, as there are significant differences in topic coverage. When in doubt, tests, quizzes, and other assignments are based on the lectures.

<table>
<thead>
<tr>
<th>Topic</th>
<th>Chapter(s)</th>
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<tbody>
<tr>
<td>Careers in Real Estate</td>
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<tr>
<td>Listing and Searching for Real Property</td>
<td>Ch 12, 15</td>
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<tr>
<td>What Comes with the Property?</td>
<td>Ch 2</td>
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<tr>
<td>Negotiation</td>
<td>Ch 12, 13</td>
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<tr>
<td>Getting to Closing</td>
<td>Ch 7, 8, 2, 3</td>
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<tr>
<td>Closing and Immediate Post-Closing</td>
<td>Ch 13</td>
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<tr>
<td>Types of Ownership</td>
<td>Ch 2</td>
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<tr>
<td>Types of Deeds</td>
<td>Ch 3</td>
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<td>Recording of Property Interests</td>
<td>Ch 3</td>
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<td>Limitations on Ownership</td>
<td>Ch 4</td>
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<tr>
<td>Leases</td>
<td>Ch 22</td>
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<tr>
<td>Commercial Applications</td>
<td>Ch 16, 17</td>
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