COURSE NUMBER: RELE 1307
COURSE TITLE: REAL ESTATE INVESTMENT
CREDIT HOURS: 3 LECTURE HOURS: 3
PREREQUISITES: NONE

SUPPLIES:
Note taking material
Calculator (The instructor will teach from a Texas Instruments Business Analyst II)

COURSE DESCRIPTION:
Characteristics of real estate investment. Includes techniques of investment analysis, time-valued money, discounted and non-discounted investment criteria, leverage, tax shelters, depreciation and applications to property tax. 3 credit hours. (W)

COURSE LEARNING OBJECTIVES:
After successful completion of this course, the student should be able to:

1.0 DEMONSTRATE A KNOWLEDGE OF PREPARING FINANCIAL PROJECTIONS.

1.1 Define and explain “cash flow analysis”.
1.2 Define the term “internal rate of return”.
1.3 Illustrate how internal rates of return are used by real estate investors
1.4 Demonstrate how estimates of appraisal are determined.

11/05
2.0 DEMONSTRATE A KNOWLEDGE OF THE PROS AND CONS OF COMMERCIAL AND RESIDENTIAL REAL ESTATE INVESTMENTS,

2.1 Identify and explain 5 pros of real estate investing.

2.2 Identify and explain 5 cons of real estate investing.

2.3 Define what constitutes a good real estate investment.

3.0 DEMONSTRATE A KNOWLEDGE OF THE ADVALOREM TAX METHOD IN ASSESSING PROPERTY TAXES.

1.1 Calculate tax assessments using various tax rates on a property.

1.2 Explain the term “equalized” assessment. Give an example.

3.0 DEMONSTRATE A WORKING KNOWLEDGE OF TECHNOLOGY APPLICABLE TO REAL ESTATE MATTERS.

3.1 Locate information on the Texas Real Estate Commission web site.
3.2 Locate information on the Real Estate Center web site.
3.3 Locate and use various websites giving real estate information to the consumer.
3.4 Locate and use various real estate brokerage companies web sites.

COURSE REQUIREMENTS:

In order to receive a passing grade you must do all of the following:
1. Take final exam and achieve a minimum grade of 420 points.
2. Complete attendance requirements.
3. Achieve a minimum of 600 points.

COURSE FORMAT:    Lecture

METHOD OF EVALUATION:

The grading scale is based on the total points earned.

<table>
<thead>
<tr>
<th>POINTS REQUIRED FOR GRADE</th>
<th>TOTAL POSSIBLE POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>A  =90% = 900-1000</td>
<td>Quizzes 200</td>
</tr>
<tr>
<td>B  =80% = 800-899</td>
<td>Project 200</td>
</tr>
<tr>
<td>C  =70% = 700-799</td>
<td>Final 600</td>
</tr>
<tr>
<td>D  =60% = 600-699</td>
<td>Total 1000</td>
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</tbody>
</table>

1000 points will be used for the base.
QUIZZES & PROJECT:

Two quizzes worth 100 points each. There will be 3 quizzes given, but the lowest score will be dropped. **THERE WILL BE NO MAKEUP QUIZZES.** There will be two class projects worth 100 points each.

FINAL EXAM:

The final exam will be comprehensive in nature. The final exam will be a major factor in the student's grade and will be worth a maximum of 600 points. **The student must receive a minimum of 420 points on the final in order to pass the course, regardless of the total points earned.**

RESEARCH PROJECT:

A written or oral research project may receive up to a maximum of 100 points of extra credit. The project and method of presentation must be approved by the instructor. The project must include at least three sources (printed, interview, video, etc.) for the information presented and must be in addition to the required textbook. These sources must be identified (on a separate page from the report) in such a manner that the instructor can readily locate the source. For example a newspaper source should listed as the paper, section, page and date; an interview should give the person's name, position or occupation, company, address and telephone number; a book should be listed by the title, publisher, date, chapter and page.

A written project must be typed, double spaced, and be no less than 3 full pages of substantive material exclusive of title pages, bibliography, indexes, etc. An oral project should be a presentation between ten to twenty minutes in length and must include a written, one-page outline of the material and a list of the material and a list of the sources as set forth above. The same project may not be used for more than one class. This is to be your original work; plagiarism / copying is not acceptable. Failure to adhere to these requirements will result in less full credit or no credit for the project.

ATTENDANCE POLICY:

A maximum of two class sessions (cumulative maximum of 8 hours) may be missed. Arriving late or leaving early will be counted against the allowable 8 hours. If you have missed more than 2 class sessions or 8 hours total you will receive a failing grade for the course.

You are responsible for finding out the materials missed and you must select a classmate to advise you of the materials you missed, any changes in schedule and to collect materials for you for the days that you are late or absent.

Please see the schedule of classes for the last day to withdraw.

**Religious Holidays:** Please refer to the current Collin Student Handbook
ADA STATEMENT:

It is the policy of Collin county Community College to provide reasonable accommodations for qualified individuals who are students with disabilities. This College will adhere to all applicable federal, State and local laws, regulations and guidelines with respect to providing reasonable accommodations as required to afford equal educational opportunity. It is the student’s responsibility to contact the ACCESS office, SCC-G200 or 972.881.5898 (V/TTD:972.881.5950) in a timely manner to arrange for appropriate accommodations.

ACADEMIC ETHICS:

The College District may initiate disciplinary proceedings against a student accused of scholastic dishonesty. Scholastic dishonesty includes, but is not limited to, statements, acts, or omissions related to applications for enrollment or the award of a degree, and/or the submission as one’s own work material that is not one’s own. Scholastic dishonesty may involve, but is not limited to, one or more of the following acts: cheating, plagiarism, collusion, use of annotated texts or teacher’s editions, and/or falsifying academic records.

**Plagiarism** is the use of an author’s words or ideas as if they were one’s own without giving credit to the source, including, but not limited to, failure to acknowledge a direct quotation.

**Cheating** is the willful giving or receiving of information in an unauthorized manner during an examination, illicitly obtaining examination questions in advance, copying computer or Internet files, using someone else’s work for assignments as if it were one’s own, or any other dishonest means of attempting to fulfill the requirements of a course.

**Collusion** is intentionally aiding or attempting to aid another in an act of scholastic dishonesty, including but not limited to, providing a paper or project to another student; providing an inappropriate level of assistance; communicating answers to a classmate during an examination; removing tests or answer sheets from a test site, and allowing a classmate to copy answers.
### REAL ESTATE INVESTMENTS
### THREE WEEKEND COURSE

#### TENTATIVE OUTLINE, SCHEDULE & QUIZZES

<table>
<thead>
<tr>
<th>SESSION</th>
<th>CHAPTER</th>
<th>SUBJECT</th>
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</table>
| Fri     | 1       | Introduction to Course  
Syllabus Review  
Licensure Requirements  
1 Introduction to Real Estate Investment |
| Sat     | 2       | Ownership Interests in Real Property  
3 Feasibility Studies of Real Estate Investments  
4 Financial Analysis of Real Estate Investments |
| Sun     | 3       | QUIZ 1  
5 Financing for Real Estate Investments  
7 Investing in land |
| Fri     | 4       | QUIZ 2  
8 Investing in Residential Properties |
| Sat     | 5       | 8 Investing in Residential Properties |
| Sun     | 6       | EXERCISE 1  
9 Investing in Office Buildings  
10 Investing in Strip Stores and Shopping Centers |
| Fri     | 7       | 11 Investing in Industrial Properties  
QUIZ 3  
(Papers/Outlines Due) |
| Sat     | 8       | EXERCISE 2  
12 Special Real Estate Investments  
Review  
Open - Topics as per class needs |
| Sun     | 9       | COMPREHENSIVE FINAL EXAM |

The quizzes cover the assigned chapters, lecture material and class handouts.

This schedule denotes the sequence in which materials will be presented and the approximate sessions in which they will be presented. The instructor may modify this schedule to meet class needs. You must select a classmate to keep you advised of any changes and to collect materials for you from the days you are late or absent from class.