

**INSTRUCTOR**                      **Viren “Vince” M. Kapadia, MAI, MRED**

**DEPARTMENT MISSION:**

Our mission is to equip students with the academic knowledge, problem solving, analytical and professional skills in the areas of business law, business ethics, and real estate necessary to achieve their personal and professional goals.

**Pre-Requisite:**

Passing score on the Upper Division Writing Proficiency Exam (UDWPE) score of 8 or higher. BUS 302 and BUS 302/L are prerequisites for Business majors.

**Catalog Course Description:**

Analysis of the various determinants of real estate value and the methods used in practice to estimate such value. Economic factors affecting real estate value are emphasized, and traditional valuation techniques are critically examined.

**About this Course:**

This course is an overview of Real Estate Concepts and Terms, Legal Description of Real Estate, Investment in Real Estate, and Application of Real Estate Transaction. The purpose of this course is to give students a brief synopsis and overview of real estate: what is real estate? How real estate is transferred, the documents used in transferring it, the rules and laws by which real estate agents will perform, the meaning of representation and how and why properties are appraised. The course will begin with the basic concepts of real estate. It will further on cover real property ownership and land use. Also discussed within this course are contracts, purchase and sale agreements, the laws of agency, real estate financing, how title to property is transferred, title closing, basic real estate math, the specialty area of leasing and property management, the principles of investment and control of land use. The course will cover broad topics ranging from titles and records to property management. Also discussed in this course will be deeds, liens, taxes and foreclosures. We will cover time value of money in addition analyzing income property and mortgage mechanics.

**Required Text:**

The Student Handbook to Real Estate Principles 11th, by Charles F. Floyd and Marcus T. Allen / ISBN 978-1-4754-2173-6. Financial calculators are required for later sections of this course when we discuss time value of money.

**Semi-Weekly login to Canvas is required <http://canvas.csun.edu>**

## OFFICE HOURS:

I will be available from **5:00 to 6:45 PM on Thursday Evenings Only – BB3240**. I am also available by appointment, but please contact me via email to schedule an appointment.

## Contact:

[viren.kapadia@csun.edu](mailto:viren.kapadia@csun.edu) / [vince.kapadia@gmail.com](mailto:vince.kapadia@gmail.com)

I am usually able to answer emails within 24 hours.

## University Policy on Academic Dishonesty:

The maintenance of academic integrity and quality education is the responsibility of each student within this university and the California State University system. Cheating or plagiarism in connection with an academic program at a campus is listed in Section 41301, Title V, California Code of Regulations, as an offense for which a student may be expelled, suspended, or given a less severe disciplinary sanction. Academic dishonesty is an especially serious offense and diminishes the quality of scholarship and defrauds those who depend upon the integrity of the campus programs. Such dishonesty includes:

- Cheating
- Fabrication
- Facilitating Academic Dishonesty
- Plagiarism

## Please review the entire policy for a full description.

<http://www.csun.edu/catalog/policies/academic-dishonesty/>

I am a product of CSUN and frown upon actions that cast doubt on the quality of the education and the people that graduate from our university. Do your part to ensure that all your colleagues, and you, have earned the degree that you will be receiving. They represent you as much as you represent me.

## University Attendance Policy:

**You are expected to attend all class meetings. If you are absent from the first two meetings of a class that meets more than once a week, or from the first meeting of a class that meets once a week, you lose the right to remain on the class roll and must formally withdraw from the class, following University procedures and deadlines. Failure to formally withdraw from a class will result in the instructor assigning a grade of “WU” (Unauthorized Withdrawal), which, in computing your GPA, counts as a grade of “F.” Finally, Attendance will be tracked using ARKAIVE. Please download this app to your mobile device – smartphone.**

<http://www.csun.edu/catalog/policies/attendance-class-attendance/>

This course will require you to login to Canvas. Some course sessions may be conducted online; therefore, it is imperative to attend class sessions that meet in person.

### Disability Resources and Educational Services:

If you have a disability and need accommodations, please register with the Disability Resources and Educational Services (DRES) office or the National Center on Deafness (NCOD). The DRES office is located in Bayramian Hall, room 110 and can be reached at (818) 677-2684. NCOD is located on Bertrand Street in Jeanne Chisholm Hall and can be reached at (818) 677-2611. <http://www.csun.edu/dres/index.php>

### Grading Scale:

Grading is based on points earned. Remember that I am here to help you succeed in your learning experience. I am available during class and office hours. Please seek assistance if you need it and even if you do not.

A	940	-	1000
A-	900	-	939
B+	870	-	899
B	830	-	869
B-	800	-	829
C+	770	-	799
C	730	-	769
C-	700	-	729
D+	670	-	699
D	630	-	669
D-	600	-	629
F	0	-	599

### Grade Determination:

200	Midterm Exam
300	Final Exam
150	Three Homework Assignments
200	Ten Quizzes (20 Points Each)
100	Class Attendance
50	Class Participation
<b>1000</b>	<b>Total Possible Points</b>

### Exams:

While some people may not like exams, they are a necessary part of learning assessment. The mid-term and final exams will help you to ensure that you are learning what you need in order to succeed in the profession and they ensure that you are obtaining the education that you are paying for. These consist of either multiple-choice, true/false, open-ended, calculation, and/or short answer questions. Notes and textbooks are not allowed during the exam. You will need a financial calculator for the FINAL EXAM. You may also need a Scantron Form 882 for each exam.

### **Out Of Class/In-Class Quizzes:**

Out-of-class reading provide the basis of theory in the course. Reading prior to class should provide you with the “what” of the course. Class time will be used to emphasize major topics and explore concepts in detail. This time will be used to provide you with the “how” and “why.” Online quizzes are to be completed prior to the class in which the topic will be discussed. You are responsible for reviewing all require reading prior to class.

### **Participation:**

Speaking in public and being able to communicate effectively in the language of “real estate” is essential to academic and professional success, therefore class participation grades are based upon constructive participation in class. In order to become a better public speaker, you must practice. Use the opportunities in class to refine your public speaking abilities and your ability to converse in “real estate speaks.” Simply attending class does not increase your participation grade.

As the professional world evolves, the use of teams in the workplace has become more common. Dealing with the challenges of relying on others and being responsible to others is critical to functioning effectively and excelling professionally. These challenges and rewards will be replicated in the course.

The real estate market is always in flux. Staying abreast of changes is an integral part of being successful. Learning how to properly synthesize information and respond to opinions of others requires constant observation of changing trends and news. Responses should be thoughtful and provide references. Differing opinions are encouraged, but you must be sure to provide support for your opinion and be respectful of each other.

### **Course Schedule:**

The schedule on the following page will be observed as closely as possible. Advance notice will be provided if modification of the schedule is necessary.

WK	Date	Topic	Pages	Due Date	Pages
1	21-Jan	My Background - Introduction Introduction to the Course / RE Principles CHAPTER 1 - Why Study Real Estate	13		13
2	28-Jan	<b>Quiz #1</b> CHAPTER 2 - Property Rights and Legal Descriptions CHAPTER 3 - Private Restrictions on Ownership	30 20	<b>28-Jan</b>	50
3	4-Feb	<b>Quiz #2</b> CHAPTER 4 - Public Restrictions on Ownership CHAPTER 5 - Deeds and Title Examination	26 15	<b>4-Feb</b>	41
		<b>Homework Assignment #1 Due</b>		<b>4-Feb</b>	
4	11-Feb	<b>Quiz #3</b> CHAPTER 6 - Contracts and Title Closings CHAPTER 7 - Real Estates Leases	23 15	<b>11-Feb</b>	
5	18-Feb	<b>Quiz #4</b> CHAPTER 8 - Real Estate Brokerage CHAPTER 9 - Real Estate Appraisal	18 24	<b>18-Feb</b>	42
6	25-Feb	CHAPTER 10 - Property and Asset Management MID-TERM REVIEW	10		10
		<b>Homework Assignment #2 Due</b>		<b>25-Feb</b>	
<b>7</b>	<b>3-Mar</b>	<b>MID-TERM - CHAPTERS 1 - 10</b>			
8	10-Mar	<b>Quiz #5</b> MID-TERM RESULTS CHAPTER 11 - Residential Land Uses	18	<b>10-Mar</b>	18
9	17-Mar	<b>NO - CLASS SPRING BREAK!</b>			
10	24-Mar	<b>Quiz #6</b> CHAPTER 12 - Commercial and Industrial Land Uses CHAPTER 13 - Understanding Real Estate Market Dynamics	17 16	<b>24-Mar</b>	33
11	31-Mar	<b>Quiz #7</b> CHAPTER 14 - Urban and Regional Economics CHAPTER 15 - Home Purchase Decisions	21 17	<b>31-Mar</b>	38
12	7-Apr	<b>Quiz #8</b> CHAPTER 16 - Residential and Commercial Property Financing "TOO BIG TO FAIL" - THE GREAT RECESSION	30	<b>7-Apr</b> 7-Apr	
13	14-Apr	<b>Quiz #9</b> CHAPTER 17 - Risk, Return, and the Time Value of Money	16	<b>14-Apr</b>	16
14	21-Apr	<b>Quiz #10</b> CHAPTER 18 - Mortgage Mechanics	19	<b>21-Apr</b>	
15	28-Apr	CHAPTER 19 - Analyzing Income-Producing Properties	17		36
		<b>Homework Assignment #3 Due</b>		<b>28-Apr</b>	
<b>16</b>	<b>5-May</b>	<b>FINAL REVIEW</b>			
<b>17</b>	<b>12-May</b>	<b>FINAL EXAM (CUMULATIVE) 8pm - 10pm</b>			<b>297</b>