

## **REI 330 – REAL ESTATE PRINCIPLES (SPRING 2010)**

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Office Hours: Monday and Wednesday 12-2 or by appointment

### **Course Description**

This course provides an introduction to the field of real estate covering the principles of law, valuation, management, financing, and brokerage of real estate.

### **Course Objective**

Students will understand the legal and regulatory environment of real estate, real estate brokerage, and the elements of residential mortgage financing.

### **Text**

The core material covered in this class will come from the required text: *Real Estate Principles*, C.J. Jacobus, 11<sup>th</sup> Edition. In addition, academic and professional journal articles, handouts, and selected chapters and/or sections from other textbooks may be assigned periodically throughout the semester.

### **Exams**

There will be two exams during the regular semester and a final. Tentative in-class exam dates are Monday, February 22 and Monday, March 29. The final exam is scheduled for Wednesday, May 12 from 10:45-1:15 in accordance with the university exam schedule.

### **Grades**

Exams will be equal-weighted and will each account for 30% of the final grade. A special comprehensive final exam will be available for anyone who misses a regularly scheduled exam. The weight of the comprehensive exam will be based upon the number of regular exams missed by the student.

Homework assignments will account for the remaining 10% of the final grade. Homework must be completed and returned to me at the beginning of class on the due date. No late assignments will be accepted.

Final Grades are assigned using the following scale: A: 90-100, B: 80-89, C: 70-79, D: 60-69 and F: 0-59.

Note: final (adj.) – allowing no further doubt or dispute. There will be no grade changes or extra credit after a final grade has been assigned. There will be no opportunities for extra credit. Just work extra hard on the work I assign you and decide today what grade you need and what you need to do to reach that goal. I will be more than happy to help you along the way, but I can't help you after the fact.

### **The ADA Statement**

If a student has a disability that qualifies under the Americans with Disabilities Act (ADA) and requires accommodations, he/she should contact the Office for Disability Accommodations (ODA) for information on appropriate policies and procedures. Disabilities covered by ADA may include learning, psychiatric, physical disabilities, or chronic health disorders. Students can

contact ODA if they are not certain whether a medical condition/disability qualifies. Address: The University of Southern Mississippi, Office for Disability Accommodations, 118 College Dr. #8586, Hattiesburg, MS 3940-0001; Voice Telephone: (601)266-5024 or (228)214-3232; Fax: (601)266-6035; Individuals with hearing impairments can contact ODA using the Mississippi Relay Service at 1-800-582-2233 (TTY); or email Suzy Hebert at Suzanne.Hebert@usm.edu.

Please read the remaining COB policy statements on the COB website at the following address:

[http://www.usm.edu/business/students/syllabus\\_statements.php](http://www.usm.edu/business/students/syllabus_statements.php)

You are responsible for knowing the content of the statements – ignorance of the policies is not a valid excuse.

## **TOPIC OUTLINE/READING ASSIGNMENTS**

<b><u>Chapter</u></b>	<b><u>Topic</u></b>
2	Nature and Description of Real Estate
3	Rights and Interests in Land
4	Forms of Ownership
5	Transferring Title
6	Recordation, Abstracts, and Title Insurance
8	Real Estate Sales Contracts
9	Mortgage and Note
10	Deed of Trust
11	Lending Practices
12	The Loan and the Consumer
16	Title Closing and Escrow
19	Licensing Laws and Professional Affiliation
20	The Principal-Broker Relationship: Employment
21	The Principal-Broker Relationship: Agency
	Green Real Estate