

SYLLABUS – PRINCIPLES OF REAL ESTATE (REAL 3000)

INSTRUCTOR: CURTIS SEARS

OFFICE: KOBL 486

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OFFICE HOURS: T/Th 11AM – 1PM or by appointment

TEXTBOOK: *REAL ESTATE PRINCIPLES, A Value Approach (Ling/Archer, 4th Edition, McGraw-Hill).* You may use a new, used or rented copy. There is also an [e-version](#) available. Students may share the textbook. A reference copy is on reserve in the Leeds library.

CALCULATOR: HP 10BII or equivalent (all course materials utilize the HP 10BII)

- A. **CLASS OVERVIEW.** The course provides an introduction to real estate as (1) an asset with associated property rights and obligations, (2) an industry and profession, and (3) an investment. The course covers a broad spectrum of real estate principles and terms including legal concepts, regulation and land use, valuation, brokerage, contracting and closing, financing methods and sources, and investment analysis. This course is an excellent elective for all students by providing practical and important material relevant to the students' personal and professional lives and also provides the foundation for other real estate courses at Leeds. Specific content of the course is more fully described in the course Schedule.
- B. **PREREQUISITES.** BCOR 2200 (Introductory Finance) is required. Restricted to Business majors with a minimum 52 units completed. These requirements cannot be waived.
- C. **GRADING.** Grading will be as follows:
1. All grading will conform to the Leeds grading policy. As a 3000 level course, the maximum average grade for the class will be 3.0.ⁱ
 2. There will be four (4) non-cumulative multiple choice and true/false exams. Each question is worth one (1) point and all grading is cumulative over all exams. The exams and grading are weighted by chapter, not exam, so that each chapter (not exam) will have approximately the same number of questions.
 3. The Instructor may assign additional reading, projects, etc. and will assign points at that time.
 4. All grading is cumulative over all exams and other assignments for the semester with the final letter grade based upon the final cumulative numerical score. Grades are based solely upon numerical scores as outlined above and there is no possibility for "extra credit" or any other means to improve a grade.
 5. The Instructor utilizes a curved grading method as follows: The highest 10% will receive an A, the next 15% an A-, the next 15% a B+, the next 20% a B, the next 15% a B-, the next 15% a C+, and the next 10% a C. Any student in the lowest 10% may receive a grade below a C including a C-, D or F if the student, in the Instructor's sole determination based upon the student's attendance, participation and cumulative exam score, has not performed satisfactorily and such lower grade is warranted.
 6. If a mistake is made in the application of the grading outlined above and the mistake is brought to the Instructor's attention within one (1) week of release of the information wherein the mistake is evident, it will be corrected.
 7. The Instructor reserves the right to alter the grading outlined above upon notice to the students.
- D. **ATTENDANCE; PREPARATION/READING.** Attendance is at the discretion of the student. There is no need to inform the Instructor when you cannot attend. However, exams will include concepts and information covered during class which may not be contained or fully explained in the text, PowerPoint materials, etc. The failure to regularly attend and engage in class will materially and detrimentally impact the student's performance on exams and success in the course. Reading the text materials in advance of class will greatly improve the student's learning and performance. The pace of the class is brisk...regular attendance and keeping up with reading and reviewing materials covered to-date is essential to success in the class.

- E. **D2L.** The Instructor utilizes D2L extensively for class assignments, announcements, etc. Students are expected to setup their D2L accounts so that all announcements posted on D2L will forward to their email and also check D2L daily as all communication outside of the classroom will be via D2L.
- F. **CLASS SCHEDULE & CANCELLATIONS.** The Instructor will keep a current class schedule posted on D2L and will do his best not to cancel any scheduled classes. The Instructor commutes from Greeley and there is the possibility a class may be cancelled due to weather, mechanical issues, etc. The Instructor will use D2L to notify students of cancellations and students are responsible for checking D2L daily.
- G. **CLASS CONDUCT.** Students and faculty each have responsibility for maintaining an appropriate learning environment. Those who fail to adhere to such behavioral standards may be subject to discipline. Professional courtesy and sensitivity are especially important with respect to individuals and topics dealing with differences of race, color, culture, religion, creed, politics, veteran's status, sexual orientation, gender, gender identity and gender expression, age, disability, and nationalities. Class rosters are provided to the instructor with the student's legal name. I will gladly honor your request to address you by an alternate name or gender pronoun. Please advise me of this preference early in the semester so that I may make appropriate changes to my records. For more information, see the [policies on classroom behavior](#) and [the student code](#).
- H. **HONOR CODE.** All students of the University of Colorado at Boulder are responsible for knowing and adhering to [the academic integrity policy](#) of this institution. Violations of this policy may include: cheating, plagiarism, aid of academic dishonesty, fabrication, lying, bribery, and threatening behavior. All incidents of academic misconduct shall be reported to the Honor Code Council (honor@colorado.edu; 303-735-2273). Students who are found to be in violation of the academic integrity policy will be subject to both academic sanctions from the faculty member and non-academic sanctions (including but not limited to university probation, suspension, or expulsion). Additional information regarding the [Honor Code policy can be found online](#) and at the [Honor Code Office](#).
- I. **DISABILITY; INJURY.** If you qualify for accommodations because of a disability, please submit to the Instructor a letter from Disability Services in a timely manner (for exam accommodations provide your letter at least one week prior to the exam) so that your needs can be addressed. Disability Services determines accommodations based on documented disabilities. Contact Disability Services at 303-492-8671 or by e-mail at dsinfo@colorado.edu. If you have a temporary medical condition or injury, see [Temporary Injuries guidelines](#) under the Quick Links at the [Disability Services website](#) and discuss your needs with the Instructor.
- J. **RELIGIOUS OBSERVANCES.** The Instructor will make every effort to deal reasonably and fairly with all students who, because of religious obligations, have conflicts with scheduled exams, assignments or required attendance. See [campus policy regarding religious observances](#) for full details.

¹ The average is based upon the following 4-point system: A 4.0 points; A- 3.7 points; B+ 3.3 points; B 3.0 points; B- 2.7 points; C+ 2.3 points; C 2.0 points; C- 1.7 points; D+ 1.3 points; D 1.0 points; D- 0.7 points; F 0.0 points