Course Syllabus
FIR 3310-001 – Real Estate Principles
Fall Semester, 2020
3.0 Credit Hours
(Last updated: 8/10/2020)

Instructor: Aaron R. Petree, CCIM
Phone: (901) 866-1127
E-mail: aaronp@LPIMemphis.com
E-mail2: apetree@memphis.edu
Office: 5264 Poplar Ave., Memphis, TN 38119
LinkedIn: Aaron R. Petree

Office Hours: Because I am a part-time adjunct professor (i.e., my “real job” is something other than teaching), I do not have an office at the University of Memphis, therefore I do not have office hours. You can, however, easily reach me via email at aaronp@LPIMemphis.com or apetree@memphis.edu and I will promptly respond to any questions that you may have.

COVID DISCLAIMER
For now all class meetings will be held via ZOOM. However, this is subject to change, pending the fluidity necessary for navigating the current pandemic. Class could return to meeting in-person if University of Memphis policy allows. If you are uncomfortable with the possibility of returning to in-person class meetings at some point this fall semester, FIR 3310 will be offered as an online-only course during the Spring 2021 semester and you could choose to sign up for that class as an alternative to taking the course this semester. If you have questions or concerns you may contact Dr. Mark Sunderman at msndrman@memphis.edu.

Course Overview
Students will learn the basics of real estate and real estate markets, the essentials of interests and ownership, the aspects of investing and title transfer, and the fundamentals of real estate business.

Pre-Requisites/Co-Requisites
Consult with your advisor.
Required Text

Real Estate Principles, 11th Edition by Charles F. Floyd & Marcus T. Allen

Recommended/Helpful Text


Location of Course Materials

All course material will be provided in class or via email

Course Objectives

By successfully completing this course, students will:

- Understand the basic principles of real estate including terminology.
- Understand the basics of market analysis, real estate law, instruments, legal descriptions, appraisal, investment, finance, and brokerage.
- Establish a greater professional capability and recognition in business, investment, and homeownership.

Fogelman College: Learning Outcomes for Your Degree

This is the core course for real estate majors, but is also designed for non-real estate majors. It will give you tools that will apply to your personal and professional life regardless of your degree or career path.

Course Methodology

The course will consist of lectures, discussion, assigned readings, homework assignments, quizzes, and traditional examinations.

Professor’s Expectations of Students

In general, you should assist in creating a positive, supportive environment for learning by staying engaged in the course and actively participating in all discussions.

Student’s Expectations of the Professor

In my role as your instructor, there are certain things you can expect from me including: a well-organized and engaging learning experience, real life applications of topics, responsiveness to emails, and feedback on all work submitted.

Grading and Evaluation Criteria

There will be a mid-term and a final exam each being worth 32.5% of the final grade. Exams will be comprised of mostly multiple-choice questions, with perhaps some short answer or
essay questions. You will be held responsible for ALL MATERIAL covered or assigned in class whether or not you are present. In addition to the examinations, there will be a Market Analysis Project worth 15%, and homework assignments / quizzes worth a combined 20% of your grade. There will be NO CURVE on any assignment or exam grades.

The point weighting for each aspect of the grading will be:

<table>
<thead>
<tr>
<th></th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mid-Term</td>
<td>325</td>
</tr>
<tr>
<td>Final Exam</td>
<td>325</td>
</tr>
<tr>
<td>Market Analysis Project</td>
<td>150</td>
</tr>
<tr>
<td>Homework / Quiz</td>
<td>200</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>1,000</strong></td>
</tr>
</tbody>
</table>

Point cut-offs for final grades will be as follows:

- 900 Points: A
- 800 Points: B
- 700 Points: C
- 600 Points: D
- Below 600 Points: F

Note: The +/- system will NOT be utilized

**Course Topics**

The following is the sequence of topics and related chapters for the course. The listed chapters are from the text, *Real Estate Principles* 11th edition by Floyd and Allen. Your professor reserves the right to alter this calendar as circumstances may dictate. All changes will be announced in class. Students not attending class are responsible for obtaining this information.
TENTATIVE Schedule:

<table>
<thead>
<tr>
<th>Date</th>
<th>Lecture Topic</th>
<th>Related Chapters</th>
</tr>
</thead>
<tbody>
<tr>
<td>19-Aug</td>
<td>Introduction to Real Estate</td>
<td>1, 11</td>
</tr>
<tr>
<td>26-Aug</td>
<td>Real Property</td>
<td>1, 2, 15</td>
</tr>
<tr>
<td>2-Sep</td>
<td>Interests in Real Estate / Tax Assessor's website</td>
<td>2, 3, 4</td>
</tr>
<tr>
<td>9-Sep</td>
<td>Forms of Ownership</td>
<td>2</td>
</tr>
<tr>
<td>16-Sep</td>
<td>Land Use Controls</td>
<td>3, 4</td>
</tr>
<tr>
<td>23-Sep</td>
<td>Leases / Legal Land Descriptions</td>
<td>2, 7</td>
</tr>
<tr>
<td>30-Sep</td>
<td>MID-TERM EXAM</td>
<td>All chapters listed above</td>
</tr>
<tr>
<td>7-Oct</td>
<td>Real Estate Finance- part 1</td>
<td>16, 18</td>
</tr>
<tr>
<td>14-Oct</td>
<td>Real Estate Finance- part 2</td>
<td></td>
</tr>
<tr>
<td>21-Oct</td>
<td>Transfer of Title</td>
<td>5</td>
</tr>
<tr>
<td>28-Oct</td>
<td>Contracts &amp; Closing</td>
<td>6</td>
</tr>
<tr>
<td>4-Nov</td>
<td>Brokerage / Agency</td>
<td>8</td>
</tr>
<tr>
<td>11-Nov</td>
<td>Appraisal / Investment Analysis</td>
<td>9, 12, 19</td>
</tr>
<tr>
<td>18-Nov</td>
<td>FINAL EXAM</td>
<td>Comprehensive-ish</td>
</tr>
</tbody>
</table>

Course Policies

E-MAIL

All students are required to maintain and access their University of Memphis (@memphis.edu) email account. You will receive all official course correspondence at this email account. Any inability to receive incoming mail in a timely fashion (e.g., not regularly checking your email, having a “full mailbox” condition, etc.) is the student’s responsibility.

Attendance

Individual homework may be assigned or a pop quiz may be given during any class meeting. These homework assignments or quizzes are expected to be completed on time. If you are absent, it is YOUR responsibility to obtain the information regarding the homework assignment in order to complete it on time. You will not be able to turn in homework assignments after the date they are due and quizzes cannot be made up. Also, exam questions will come from lecture material, and often times, lecture material will not be found in the textbook. If you are not present in class to obtain lecture notes, you will not have the information necessary to successfully complete the exams. You must be present in class to take your own lecture notes.

Adding / Dropping

If you have questions about adding or dropping classes, please refer to this page on the Registrar’s website (opens in new window).

Academic Integrity

The University of Memphis has clear codes regarding cheating and classroom misconduct. If interested, you may refer to the Student Handbook section on academic misconduct for a discussion of these codes. Note that using a “Solutions Manual” is considered cheating. Should your professor have evidence that using a “Solutions Manual” has occurred, he/she may take
steps as described on the campus’ Office of Student Conduct Website. If you have any questions about academic integrity or plagiarism, you are strongly encouraged to review the Fogelman College’s Website on Academic Integrity (opens in new window).

Inclement Weather

In the event that inclement weather requires the cancellation of classes at The University of Memphis, local radio and television media will be immediately notified. Additionally, The University of Memphis has established an Inclement Weather Hotline at 678-0888 as well as TigerText (opens in new window), an emergency alert text messaging service to students, faculty and staff. This optional service is used in the event of an on-campus emergency, an unscheduled university closing, or a delay or cancellation of classes due to, for instance, inclement weather. Additional information on TigerText (opens in new window).

Syllabus Changes

The instructor reserves the right to make changes as necessary to this syllabus. If changes are necessitated during the term of the course, the instructor notify students of such changes either by email communication or by announcing in class.

Student Services

Please access the FCBE Student Services (opens in new window) page for information about:

- Students with Disabilities
- Tutoring and other Academic Assistance
- Advising Services for Fogelman Students
- Technical Assistance