## Course Information

<table>
<thead>
<tr>
<th>Course Information</th>
<th>Instructor Information</th>
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<tbody>
<tr>
<td>Real Estate Finance</td>
<td>Peter Geisler/Dr. Steven jBrown</td>
</tr>
<tr>
<td>Fall 2015</td>
<td><a href="mailto:lnk.well@sbcglobal.net">lnk.well@sbcglobal.net</a></td>
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<tr>
<td>1319-31250</td>
<td>214-770-3925</td>
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<tr>
<td>Sat 9:00am-4:00pm</td>
<td>One hour before class in B-112</td>
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## Course Description

This class is a prerequisite to sitting for the TREC real estate salesperson license. It includes an introduction to the US financial system and markets, particularly as they apply to real estate lending. The student will also learn how to compute loan payments and simple computations which answer the question every real estate seller and buyer want to know; either “How much will I make” or “What’s my monthly payment and what’s my down payment”.

The class also discusses the classic types of home loans...FHA Insured, VA Guaranteed and conventional loans. Various other loan products are also discussed, including the relatively new “QM” loan and Rural Development loans.

## Required Materials Including Textbooks

**Note:** A minimum of 9 hours per week should be devoted to course material outside of class time

**Required Text:** Essentials of Real Estate Finance, 14th Edition

**Authors:** David Sirota and Doris Barrell

**Publisher:** Dearborn Real Estate Education

**ISBN:** 978-1-4754-2839-1/1-4754-2839-1

## Course Prerequisites

None, however a knowledge of real estate terminology is useful.

## Disclaimer

The instructor reserves the right to amend this syllabus as necessary.

### Texas Core Objectives for Student Learning

The College defines essential knowledge and skills that students need to develop during their college experience. These general education competencies parallel the Texas Core Objectives for Student Learning. In this course, the following skills are in focus.

1. **Critical Thinking Skills** - to include creative thinking, innovation, inquiry, and analysis, evaluation and synthesis of information
2. **Communication Skills** - to include effective development, interpretation and expression of ideas through written, oral and visual communication
3. **Empirical and Quantitative Skills** - to include the manipulation and analysis of numerical data or observable facts resulting in informed conclusions

4. **Personal Responsibility** - to include the ability to connect choices, actions and consequences to ethical decision-making

**Student Learning Outcomes**

You will learn the functions of the Primary and Secondary lending markets, the types of loan products available and skills necessary to both advise and protect your clients and customers from predatory lending practices.

**CVC Learning Signature**

CVC’s Learning Signature is *One College Transforming Lives*. Cedar Valley College establishes clear **expectations** for students through engagement and empowerment leading to excellence.

**CVC Faculty and Staff expect students to:**
- take responsibility for their own learning
- commit to achieving high academic performance
- be meaningfully engaged in the campus community

**CVC Faculty and Staff expect to:**
- provide students a clear pathway of instruction
- establish clear learning outcomes
- serve as role models and mentors for students

**Course Outline**

For maximum success in this course you should spend a **minimum** of 9 hours per week working on course material.

<table>
<thead>
<tr>
<th>Week</th>
<th>Activity</th>
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<tbody>
<tr>
<td>Week 1</td>
<td>Read through Chapter 3 and pass Quiz F-A</td>
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<tr>
<td>Week 2</td>
<td>Pass Quiz F-Mkts after Ch 4 and Quiz F-Lend after Ch 5</td>
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<tr>
<td>Week 3</td>
<td>Pass Quiz F-B Loans after reading Ch 7&amp;8</td>
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<tr>
<td>Week 4</td>
<td>Pass Quiz F-C after reading CH 6 &amp; 10</td>
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<tr>
<td>Week 5</td>
<td>Pass Sustainability and Quiz F-Proc after reading Ch 9</td>
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<tr>
<td>Week 6</td>
<td>Complete the case analysis</td>
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**Evaluation Procedures**

At the beginning of the course, the instructor provides a schedule of examinations and assignments that contribute to the final grade in the course for each student.
Exams and Assignments

The final grade for the course reflects evaluation of the student’s work on the following assignments that are calculated as follows:

Quiz F-A: 22 multiple choice questions @ 10 points each: 220 pts
Quiz F-MKTS: 6 multiple choice @ 10 pts each: 60 points
Quiz F-LEND: 8 multiple choice @10 pts each: 80 points
Quiz F B Loans: 15 multiple choice @ 10 points: 150 points
Quiz F-C: 12 multiple choice @ 10 points each : 120 points
Quiz P-Sustain: 5 multiple choice for up to 50 points
Quiz F-PROC: 12 multiple choice @ 10 points: 120 points
CASE ANALYSIS: Final exam Loan qualifying scenario 200 pts
CLASS ATTENDANCE: 50 points per class period
A: 950 points or more
B: 850-949 points
C: 750-849 points
D: 650-749 points
F: less than 650 points

Honors Credit Availability

You can earn Honors Credit in this course that will show the completion of an Honors Course on your transcript. Honors credit is important in transfer evaluation for graduation with both Associates and Bachelor degrees with honors.

To qualify for Honors credit, you must sign an Honors Contract at the beginning of the semester. Meet with me to design your program and complete the contract form. You must earn an A or B in the course in order to receive Honors Credit.

Service Learning

The College offers a Service Learning Program that allows students to earn recognition for hours worked in a volunteer program with a local organization. See the Cedar Valley College web site for additional information.

http://www.cedarvalleycollege.edu/CommunityMembers/Lists/WebPages/DispForm2.aspx?List=4910a51c%2D65b2%2D4293%2D9ecd%2D5f5aa383b44d&ID=17

Stop Before you Drop

Under a Texas law (TEC Section 51.907), if you drop too many classes without having an acceptable reason, your GPA could be affected. Be sure you understand how this law may affect you before you drop a class.

The law applies to students who enroll in a Texas public institution of higher education (including the colleges of DCCCD) for the first time in fall 2007 or later. Under this law, you may not drop more than six classes without an acceptable reason during your entire undergraduate career without penalty. For more information, please see our catalog or read Facts About Dropping Classes.
If you drop or withdraw before the official drop/withdrawal deadline, you will receive a grade of W (Withdraw) in each class dropped until the seventh unacceptable drop. You will earn a grade of WF for the seventh unacceptable drop, and each unacceptable drop after that. A grade of WF will be calculated in your GPA as an F.

The deadline for receiving a W is indicated on the academic calendar and the current class schedule. For more information, you may access: http://www.dcccd.edu/Why/Reg/Registration/Pages/DropWithdraw.aspx

The Dallas County Community Colleges will charge additional tuition to students registering the third or subsequent time for a course. This class may not be repeated for the third or subsequent time without paying the additional tuition. Third attempts include courses taken at any of the Dallas County Community Colleges since the fall 2002 semester. More information is available at: http://www.dcccd.edu/PC/Cost/3rdCrseAttmpt/Pages/default.aspx

**Attendance Policy**

In general, daily class attendance enhances student achievement of an A, B or C in the course. Students should advise instructors of illness, work or family situations that may require absence from a class. Students intending to use this course when applying for a State of Texas Real Estate License are reminded that attendance at classes is mandatory.

**Classroom Policies**

Respect your neighbor. Use of cell phones during class is not authorized unless researching a question arising from classroom discussion.

**Tutoring Services**

All tutoring is available on a "drop in" basis; however, if you would like to make an appointment for a specific time, please call 972-860-2974. We encourage you to make an appointment for all written assignments. During each visit to the center, you will use your student ID# to sign in and out on our computer at the front desk. More information is available at: http://www.cedarvalleycollege.edu/FutureStudents/StudentServices/TutoringServices/default.aspx

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It all begins with ME

**Math Empowerment**

a sustainable plan for success in mathematics
QUALITY ENHANCEMENT PLAN
Cedar Valley College's Quality Enhancement Plan is designed to improve student learning in mathematics. Read more about our QEP at: [http://www.cedarvalleycollege.edu/QEP/default.aspx](http://www.cedarvalleycollege.edu/QEP/default.aspx)

INSTITUTIONAL POLICIES

| Academic Advising | Academic Advising is a collaborative educational process whereby students and their advisors are partners in meeting the students' academic, personal, and career goals. This partnership is a process that is built over the student's entire educational career at Cedar Valley College. Emotional planning is available to all students. First time in college students must meet with academic advisors prior to enrolling in classes; however, continuing students may choose to see faculty advisors, faculty counselors, and/or program coordinators after classes begin. All parties have clear responsibilities for ensuring a successful partnership. For more information, you may access: [https://www.cedarvalleycollege.edu/FutureStudents/StudentServices/AcademicAdvising/Pictures/AdvisingSyllabus.pdf](https://www.cedarvalleycollege.edu/FutureStudents/StudentServices/AcademicAdvising/Pictures/AdvisingSyllabus.pdf) |
| Academic Honesty | Academic honesty is expected, and integrity is valued in the Dallas County Community Colleges. Scholastic dishonesty is a violation of the Code of Student Conduct. Scholastic dishonesty includes, but is not limited to, cheating on a test, plagiarism, and collusion. See Also Student Code of Conduct. [https://www1.dcccd.edu/catalog/ss/code.cfm?loc=CVC](https://www1.dcccd.edu/catalog/ss/code.cfm?loc=CVC) |
| ADA Statement | If you are a student with a disability and/or special needs who requires accommodations, please contact the college Disability Services Office at 972-860-8119. |
| Emergency Alert | Sign up for DCCCD Emergency Alerts to receive a text-message, email and/or phone call when there is an unscheduled evacuation or closure of a DCCCD campus or office because of weather closures, utility outages, police or other emergencies. Subscribing is free, but standard text message charges from your cell phone provider will apply. Please refer to: [http://www.dcccd.edu/SS/OnlineSvs/EmergAlerts/Pages/default.aspx](http://www.dcccd.edu/SS/OnlineSvs/EmergAlerts/Pages/default.aspx) |
| Financial Aid | Students who are receiving any form of financial aid should check with the Financial Aid Office prior to withdrawing from classes. Withdrawals may affect your eligibility to receive further aid and could cause you to be in a position of repayment for the current semester. Students who fail to attend or participate after the drop date are also subject to this policy. |
| Health Center Services | Basic first aid for minor cuts, scrapes, insect stings, and heat, etc. |
- Over-the-counter medications for headaches, fever, seasonal allergies, and colds
- Over-the-counter medications for mild allergic reactions
- Emergency sanitary pads
- Blood Pressure check
- Coordination with outside health agencies such as Carter Blood Care; Dallas County Health Dept. (HIV/STD testing--free, twice a semester); UT Southwestern mobile mammography; Immunizations once a month for children <19 y.o. from the DCDHHS; Agape Massage; and Employee Wellness Screening
- Rest area for stress relief, migraine headaches, post seizure activity
- AED (Automatic External Defibrillator) for CPR
- Confidential "talks"
- Assists with health related club activities when asked and time permits

**Religious Holidays**

Absences for observance of a religious holy day are excused. A student whose absence is excused to observe a religious holy day is allowed to take a make-up examination or complete an assignment within a reasonable time after the absence.