



# MGMT 330: Real Estate Principles Syllabus

Fall 2023

## Course Modality

This is an online course, which will be conducted fully online, asynchronously via Canvas. For more information on using Canvas and other supported learning tools, visit the IST Service Desk [Knowledgebase](#).

Since this is an online course, you will have to take responsibility for spending the appropriate amount of time to learn the material. ***You should expect to spend at least 6-9 hours on each module on the course.***

## Instructor Information

Instructor	Email	Office Hours
Professor Michelle Berliner	<a href="mailto:michelle.berliner@njit.edu">michelle.berliner@njit.edu</a>	Office Hours can be scheduled by appointment via email.

I will respond to all emails/Inbox messages within 12 hours. If you do not receive a response within 12 hours, please resend to be sure I received it. Assignments will be graded weekly.

## General Information

### Course Description

The Real Estate Principles course provides an overview of fundamental real estate concepts, terminology, and real estate practices. Specifically, the course will be surveying real estate law, appraisal, marketing, brokerage, management, finance, and investment analysis. As an introductory course, it will provide you with the foundation needed for the other real estate courses that are required for the real estate specialization in the B.S. program.

### Prerequisites/Co-requisites

While there are no prerequisites/co-requisites for this course, it will help if you are familiar with basic Excel functions.

### Course Learning Outcomes

By the end of the course, students will be able to:

1. Identify the foundational concepts of real estate, including its nature, markets, value, and the legal framework governing ownership.
2. Describe the process of real estate purchasing, including the role of brokers and key considerations in transactions.
3. Discuss the fundamental principles of real estate financing, mortgage regulation, and the foreclosure process.
4. Compare and contrast mortgage markets, alternative mortgage types, and factors including borrowing choices.
5. Apply the concept of time value of money and risk analysis to real estate valuation.
6. Perform mortgage calculations for both fixed- and adjustable-rate mortgages.
7. Examine commercial mortgage types and the decision-making process for borrowers and lenders.
8. Assess the opportunity cost and value considerations involved in real estate decision-making.
9. Analyze recent events and trends in real estate markets, financing, regulation, development, and their implications for the industry.

### Required Materials

[Real Estate Principles: A Value Approach](#), 7<sup>th</sup> Edition

By David Ling and Wayne Archer

ISBN10: 1265837864 | ISBN13: 9781265837860

In this course, we will use [McGraw Hill Connect](#). You can obtain [Temporary Access](#) for a 14-day period, option designed to provide interim access if you are waiting for financial aid.

### Weekly Overview

Week	Topic Coverage
1	Chapter 1: The Nature of Real Estate and Real Estate Markets
2	Chapter 2: Legal Foundations to Value
3	Chapter 4: Government Controls and Real Estate Markets
4	Chapter 9: Real Estate Finance: The Laws and Contracts
5	Chapter 12: Real Estate Brokerage and Listing Contracts
6	Chapter 13: Contracts for Sale and Closing
7	<b>Exam #1</b>
8	Chapter 10: Residential Mortgage Types and Borrower Decisions
9	Chapter 15: Mortgage Calculations and Decisions
10	Chapter 16: Commercial Mortgage Types and Decisions
11	Chapter 21: Enhancing Value Through Ongoing Management
12	Chapter 22: Leases and Property Types
13	Chapter 23: Development: The Dynamics of Creating Value
14	Chapter 17: Sources of Commercial Debt and Equity
15	<b>Exam #2</b>

## Grading Policy

[NJIT Grading Legend](#)

### Final Grade Calculation

Final grades for all assignments will be based on the following percentages:

Reflective Essays (3)	20% of your final grade
Week Review (13)	20% of your final grade
Quizzes (13)	20% of your final grade
Exams (2)	25% of your final grade
Participation on Discussion Boards (13)	15% of your final grade
SmartBook Reading Assignments (13)	Complete/Incomplete (Completed Reading Assignments will be used as bonus points to increase your final grade if you are close to the next higher grade)

### Course Work

**Quizzes: (20% of grade)** There will be weekly multiple-choice quizzes throughout the course. They are meant to help you practice course concepts.

**Discussion Forums: (15% of grade)** You are expected to participate in weekly discussion forums in Canvas. When all students participate in a discussion, it creates an active learning environment that will help you better understand the material and be more successful in the class. You will post your initial response to the prompt by Fridays at 11:59pm and respond to two classmates by Mondays at 11:59pm of the week they are listed.

**Week Review Assignments: (20% of grade)** Assignments will be given each module to give you an opportunity to apply course concepts for that week. Similar to quizzes, these activities are designed to help you practice and reinforce the material learned.

**Reflective Essays: (20% of grade)** There will be three (3) Reflective Essays during the semester. Reflective Essays are to provide you an opportunity to reflect on what you have learned and find meaning on how you can use the information learned in your own life and career. Reflective Essays are not a summary of what you learned, rather it is an opportunity to share your insights and thoughts on how the material relates to you.

**Exams: (25% of grade)** There will be two Exams: Midterm Exam (Exam #1) and Final Exam (Exam #2). The project will allow you to demonstrate your knowledge of the material learned throughout the semester by applying it in one final project. You will have guidance and feedback during the semester by submitting work upon achieving

milestones at certain points during the semester. Both Exam #1, which will cover all material learned to that point, and Exam #2, which will cover all material learned after Exam #1, together, will be a culmination of what you have learned in the class and successful completion will exhibit your mastery of the class material.

**SmartBook Reading Assignments: (Complete/Incomplete)** You are expected to read the chapter assigned for each week and complete the SmartBook Reading Assignment (you will need to have rented/purchased the Textbook through McGraw-Hill Connect in order to complete the SmartBook Assignments).

### Feedback

There will be feedback on each assignment using the comments feature in Canvas for each written assignment. In cases where there is an identified need to correct or add additional information on an assignment, you will be offered the opportunity to complete the additional work to improve your grade.

### Letter to Number Grade Conversions

A	B+	B	C+	C	D	F
90%	87%	80%	77%	70%	60%	<60%

### Policy for Late Work

As responsible adults/students, it is your responsibility to meet all assignment due dates. When life gets in the way resulting in a need for additional time, it is your responsibility to communicate with the instructor at least 24 hours prior to the due date. Communication should be through the [Canvas Inbox](#) or direct email. Together, you can work out a solution to help you complete the assignments. If you miss a deadline under exceptional circumstances without reaching out to your instructor, you will need to contact the [Dean of Students and Campus Life](#) with official and verifiable documentation to be considered for extended deadlines.

### Academic Integrity

Learning is both an individual and cooperative experience. Asking for and giving help freely in appropriate settings helps you learn. You should, however, present only your work as your own. University rules and standards define and prohibit “academic misconduct” by all members of the academic community, including students. You are asked and expected to be familiar with and abide by the standards below:

*“Academic Integrity is the cornerstone of higher education and is central to the ideals of this course and the university. Cheating is strictly prohibited and devalues the degree that you are working on. As a member of the NJIT community, it is your responsibility to protect your educational investment by knowing and following the [NJIT academic code of integrity policy](#).*

*Please note that it is my professional obligation and responsibility to report any academic misconduct to the Dean of Students Office. Any student found in violation of the code by cheating, plagiarizing or using any online software inappropriately will result*

*in disciplinary action. This may include a failing grade of F, and/or suspension or dismissal from the university. If you have any questions about the code of Academic Integrity, please contact the Dean of Students Office at [dos@njit.edu](mailto:dos@njit.edu)”*

### **Netiquette**

Throughout this course, you are expected to be courteous and respectful to classmates by being polite, active participants. You should respond to discussion forum assignments in a timely manner so that your classmates have adequate time to respond to your posts. Please respect opinions, even those that differ from your own, and avoid using profanity or offensive language.

### **Weekly Expectations**

This course is organized by weekly modules. Each week, students must watch a lecture video or other video, when provided, complete a reading assignment, and participate in a class discussion forum by Friday at 11:59pm. Additionally, each student must complete the Quiz and Week Review Assignment, and when assigned, the Reflective Essays and Exams.

### **Course Schedule**

**The topics are tentative. Updates will be provided as necessary.**

#	Week of:	Course Topics	Due
1	Sept 5	The Nature of Real Estate and Real Estate Markets	Introduction SmartBook Reading Quiz Discussion Board Week Review
2	Sept 11	Legal Foundations to Value	SmartBook Reading Discussion Board Quiz Week Review
3	Sept 18	Government Controls and Real Estate Markets	SmartBook Reading Discussion Board Quiz Week Review
4	Sept 25	Real Estate Finance: The Laws and Contracts	SmartBook Reading Discussion Board Quiz Week Review
5	Oct 2	Real Estate Brokerage and Listing Contracts	SmartBook Reading Discussion Board Quiz Week Review

6	Oct 9	Contracts for Sale and Closing	SmartBook Reading Discussion Board Quiz Week Review
7	Oct 16	<b>Exam #1</b>	Practice Exam Exam #1 Reflective Essay #1
8	Oct 23	Residential Mortgage Types and Borrower Decisions	SmartBook Reading Discussion Board Quiz Week Review
9	Oct 30	Mortgage Calculations and Decisions	SmartBook Reading Discussion Board Quiz Week Review
10	Nov 6	Commercial Mortgage Types and Decisions	SmartBook Reading Discussion Board Quiz Week Review
11	Nov 13	Enhancing Value Through Ongoing Management	SmartBook Reading Discussion Board Quiz Week Review Reflective Essay #2
12	Nov 20	Leases and Property Types	SmartBook Reading Discussion Board Quiz Week Review
13	Nov 27	Development: The Dynamics of Creating Value	SmartBook Reading Discussion Board Quiz Week Review
14	Dec 4	Sources of Commercial Debt and Equity Capital	SmartBook Reading Discussion Board Quiz Week Review Reflective Essay #3
15	Dec 11	<b>Exam #2</b>	Practice Exam Exam #2

## Additional Information and Resources

### **Accessibility:**

This course is offered through an accessible learning management system. For more information, please refer to Canvas's [Accessibility Statement](#).

### **Requesting Accommodations:**

The Office of Accessibility Resources and Services works in partnership with administrators, faculty, and staff to provide reasonable accommodations and support services for students with disabilities who have provided their office with medical documentation to receive services.

If you are in need of accommodations due to a disability, please contact the [Office of Accessibility Resources and Services](#) to discuss your specific needs.

### **Resources for NJIT Online Students**

NJIT is committed to student excellence. To ensure your success in this course and your program, the university offers a range of academic support centers and services. To learn more, please review these [Resources for NJIT Online Students](#), which include information related to technical support.