

**Rutgers University Camden**  
**Spring 2023**  
**Principals of Real Estate**

Principles of Real Estate (3 credits)  
Spring 2023  
Hybrid (Synchronous Remote and Asynchronous)  
Thursdays: 6:30 – 8:00 PM

Instructor: Mr. Gamble MBA, REALTOR©  
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Cell: 609-832-2992  
Virtual Office Hours: Monday 7:00 – 8:00 PM

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**SECTION 1: Course Information**

**Course Description**

This introductory course focuses on basic Real Estate principles with particular emphasis on private ownership of real estate in New Jersey. It will introduce the student to real estate terminology, law, finance, appraisal, valuation, marketing, sales, development, and redevelopment.

**Required Text and other Materials**

Essentials of New Jersey Real Estate, Lank and Sobeck, Dearborn Publishers

[https://www.amazon.com/Essentials-Jersey-Real-Estate-16th/dp/1078819025/ref=sr\\_1\\_1\\_crid=9E3AQGULL866&keywords=essentials+of+new+jersey+real+estate&qid=1669999717&s=books&sprefix=essentials+of+new+%2Cstripbooks%2C83&sr=1-1](https://www.amazon.com/Essentials-Jersey-Real-Estate-16th/dp/1078819025/ref=sr_1_1_crid=9E3AQGULL866&keywords=essentials+of+new+jersey+real+estate&qid=1669999717&s=books&sprefix=essentials+of+new+%2Cstripbooks%2C83&sr=1-1)

**Course Learning Outcomes**

1. Identify the characteristics of real estate
2. Explain the different types of ownership
3. Describe the issues concerning real estate financing
4. Understand the laws that govern real estate
5. Distinguish between real estate development and redevelopment
6. Understand current issues in real estate

**General Education Outcomes**

Written and Oral Communication: Communication

- \* Students will logically and persuasively support their points of view or findings.
- \* Students will communicate meaningfully with a chosen audience while demonstrating critical thought.
- \* Students will conduct investigative research which demonstrates academic integrity, originality, depth of thought, and mastery of an approved style of source documentation.

Society and Human Behavior: Social Science

- \* Students will demonstrate a general knowledge of political, social and economic concepts and systems and their effects on society.

**Course Delivery**

Course will be delivered utilizing a hybrid combination of asynchronous and synchronous where students will be expected to complete weekly discussion questions and work assigned from the textbook on their own, and then meet weekly with the instructor via live zoom to perform case studies, hear guest lecturers and work through problems for some course subjects.

## **SECTION 2: Course Structure**

### **Criteria for Grade Determination**

Students are expected to complete all assignments on their own and on-time and will be evaluated for progress based on the following breakdown. Unexcused late assignments will result in the loss of one full grade point. Unexcused missed mid-term or final will result in the grade of F on the exam.

Discussion Questions and Case Studies	20%
Mid Term Exam	25%
Final Exam	35%
Paper/Project	10%
<u>Class Participation</u>	<u>10%</u>
Total	100%

### **Assessment Methods**

Discussion questions will be posted on Canvas and are due each week.

There will be one midterm exam worth 25% and will cover approximately 6 chapters from the book. Students should expect a mixed variety of questions and problems including multiple choice, short answer, problem solving and short essay.

There will be one final scheduled for the last day of class. Students will be expected to complete the final exam which will consist of a mixed variety of questions and problems on the final exam including multiple choice, short answer, problem solving and short essay. The final exam will cover all material covered over the course of the semester.

There will be one term paper/project due the final week of the semester. Students will be asked to create a hypothetical development project and include ideas from type RE of project, to potential financing, marketing and other subject material covered in the course.

### Section 3: Course Schedule or Calendar

<b>Week #</b>	<b>Topics</b>	<b>Readings</b>
	<b>Module One</b>	
Week 1 and 2	<b>Introduction to Real Estate</b> What is real estate, what is personal property, what are fixtures and why do they matter in real estate transactions.	Unit 5
Week 3 and 4	<b>Real Estate Ownership</b> How is real estate owned and how is ownership transferred? Private vs Public Ownership, Joint Tenancy, land use.	Unit 7
	<b>Module Two</b>	
Week 5	<b>Real Estate Law</b> What federal and state laws govern the ownership, transfer, and usage of real estate	Unit 19
	<b>Module Three</b>	
Week 6	<b>Real Estate Finance</b> Understanding the different funding methods to acquire real estate. Mortgages, bridge loans, the project funding.	Unit 13
Week 7	<b>Real Estate Appraisal and Valuation</b> Introduction to real estate appraisals and property valuations (income capitalization, sales comparison, and cost approach)	Unit 16
Week 8	<b>Midterm Exam</b> Students will complete the midterm this week	
	<b>Module Four</b>	
Week 9	<b>Real Estate Development – Part I</b> Introduction to the real estate development process. Students will explore the highest and best use of property, property acquisition.	Unit 18
Week 10	<b>Real Estate Development – Part II</b> A continuation of the Real Estate Development process, students will pick up at the property acquisition process and begin to look at project construction and management.	Unit 18



## **Academic Integrity**

The Academic Integrity policy can be found at <http://studentconduct.rutgers.edu/student-conduct-processes/academic-integrity/>

**Students are responsible for understanding the principles of academic integrity and abiding by them in all aspects of their work at the University.** Students are also encouraged to help educate fellow students about academic integrity and to bring all alleged violations of academic integrity they encounter to the attention of the appropriate authorities.

Academic Integrity means that you (the student) must:

- properly acknowledge and cite all use of the ideas, results, or words of others,
- properly acknowledge all contributors to a given piece of work,
- make sure that all work submitted as your own in a course activity is your own and not from someone else
- obtain all data or results by ethical means and report them accurately
- treat all other students fairly with no encouragement of academic dishonesty

Adherence to these principles is necessary in order to ensure that:

- everyone is given proper credit for his or her ideas, words, results, and other scholarly accomplishments
- all student work is fairly evaluated and no student has an inappropriate advantage over others
- the academic and ethical development of all students is fostered
- the reputation of the University for integrity is maintained and enhanced.

Failure to uphold these principles of academic integrity threatens both the reputation of the University and the value of the degrees awarded to its students. Every member of the University community therefore bears a responsibility for ensuring that the highest standards of academic integrity are upheld. Violations are taken seriously and will be handled according to University policy.

## **Code of Student Conduct**

Rutgers University-Camden seeks a community that is free from violence, threats, and intimidation; is respectful of the rights, opportunities, and welfare of students, faculty, staff, and guests of the University; and does not threaten the physical or mental health or safety of members of the University community, including in classroom space.

As a student at the University you are expected adhere to the Code of Student Conduct.

To review the code, go to the Office of Community Standards:

<https://deanofstudents.camden.rutgers.edu/student-conduct>

Note that the conduct code specifically addresses disruptive classroom conduct, which means *"engaging in behavior that substantially or repeatedly interrupts either the instructor's ability to teach or student learning. The classroom extends to any setting where a student is engaged in work toward academic credit or satisfaction of program-based requirements or related activities."*

## **EXPECTATIONS OF CLASSROOM CIVILITY (online or in-person)**

(source: the Assoc of College and University Educators)

The following protocols on the codes of behavior reflect professional business norms on manners, courtesy, and respect. ***(In general, you should treat others as you would like others to treat yourself. Be mindful that what is acceptable in a text or chatroom with friends may not be appropriate in a classroom or in an online conversation with an instructor.)***

This could also include a statement regarding what your students can expect from you (example: *I will be prepared and on time for class; I will respect you and your opinions*).

- Classroom attendance is a necessary part of this course; therefore, (include specific requirements and any impact on grades).

- You are expected to do your own work. Cheating, plagiarism, and any other form of academic dishonesty will not be tolerated and will result in (include consequences).
- Meaningful and constructive dialogue is encouraged in this class and requires a willingness to listen, tolerance for different points of view, and mutual respect from all participants. All course members will be expected to show respect for individual differences and viewpoints at all times.
- The use of electronic devices can be disruptive to those around you. As a result, the use of such devices should be limited to class-related tasks.

**This syllabus is subject to change at the instructor's discretion.**