

1-2003

## FIN 321.01: Real Estate Fundamentals

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SYLLABUS FOR  
FINANCE 321: REAL ESTATE FUNDAMENTALS  
SPRING SEMESTER 2003

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REQUIRED TEXT:

REAL ESTATE PRINCIPLES, 9<sup>TH</sup> EDITION, by Charles Jacobus

This course is designed to provide you with an understanding of the basic principles and business fundamentals of real estate. The various stages in a basic real estate transaction, from the listing to the buy-sell to the title insurance policy to the financing to the closing to the recording of the deed will be presented. The underlying emphasis during the first half of the semester will be the legal foundation of real property and real estate finance, with a Montana emphasis. During the latter half of the semester, text material and outside assignments will include the tools necessary to understand and analyze real estate markets and the investment alternatives available to both debt and equity investors.

While there are a lot of new concepts and tools to be introduced, this course strives to include material that is used in everyday practice. During the course of the semester we will be able to apply new material to a residential subdivision currently winding its way through the local regulatory authorities.

Most classes will include a short quiz over the assigned material. Make-up quizzes are not offered. The quizzes result in higher level discussions of new concepts and serves as an indicator of attendance.

Grading will be based on:

Quizzes	25%
Exams	50%
(Midterm on Thursday Mar. 20, and Final Exam on Wed. May 14)	
Assignments	15%
Class Participation	10%