

CUYAMACA COLLEGE – COURSE SYLLABUS
Department of Business and Professional Studies

RE 192, Section 5790 – REAL ESTATE FINANCE

Online Class via the Internet
3 units

Spring 2021
16 Week Semester
Feb 1 – June 5, 2021

Instructor:

Gregory Daunoras, M.A., GRI
Real Estate Broker & Realtor®

Campus Mailbox and Voice Mail:

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619-644-7454, Ext 3049

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Office Hours:

Via email anytime

Required Textbook:

Real Estate Finance, 8th Edition, 2017

Authors: Walt Huber and Walt Zozula

Publisher: Educational Textbook Company: Covina, CA

ISBN-13: 978-16-2684-178-9

Course Description:

The analysis of real estate financing including lending practices and problems in financing transactions in residential, investment, commercial and special purpose properties. Methods of financing properties are emphasized.

Course Objectives:

- 1) Acquire the broad theoretical knowledge necessary to successfully carry out the many real estate financial transactions one is likely to encounter.
- 2) Obtain the essential practical knowledge necessary to complement the theoretical background.
- 3) Understand many complexities of the field and thus be in a position to better serve others as well as themselves.
- 4) Learn the necessary real estate finance material to successfully complete the finance section of California's Real Estate sales or broker's examination.

Student Learning Outcomes:

- 1) Identify and describe sources and type of funds used in real estate transactions and evaluate which source is most appropriate for mortgage lending.
- 2) Solve real estate financing problems. Use financial terms to explain important loan concepts and complete an FNMA/FHLMC Uniform Residential Application form.
- 3) Identify, compare, and contrast supplements and alternatives to mortgage financing, describe and evaluate the difference between institutional lenders and their source of funds, identify creative or alternative financing options in a given situation, and identify the concerns a lender might raise in qualifying a borrower for a loan.
- 4) Determine the most appropriate course of financing from the point of view of each of the parties to the transaction.

Assignments, Exams, Grades & Policies

Assignments:

In this college online class, you should expect to spend up to 6 hours a week to read the assigned chapters, prep, write and complete the weekly assignments. Each week you will be assigned 5 essay questions that will require several sentences or a paragraph response for each question. You will have the entire week to work on this assignment and each question will be worth 2 points, which is 10 points a week. **However**, for week's four and six you must write a 2-page paper which will be worth 20 points each (instead of the 5 questions). Therefore, there will be a total of **170 points** for all written assignments. **In addition**, attendance & participation in the weekly discussion board is required for 2 points a week or **30 points** for the entire class. Please note: The instructor reserves to the right to remove any online posting that is deemed inappropriate or offensive. All weekly assignments are due by 11:55 p.m. every Sunday evening. The new week will immediately begin at 12:01 a.m. each Monday. The weekly written assignments will be posted in the 'Modules' section of Canvas. Instructions on how to respond will be provided in both the Discussion Board section and the weekly Announcements online. **All five essay questions in the weekly assignment section must be submitted all at one time each week. Between the weekly written assignments and the discussion posts, this will total 200 points.**

Exams:

There will be five (5) scheduled quizzes worth 20 points each and a final exam worth 100 points. Therefore, your grade will be based on a maximum **400 point/ 100 percent ratio**.

Grades: (Points are shown in parentheses based on a 100 percent scale)

97 – 100% = A+, 92 – 96% = A, 89 – 91% = A-, 86 – 88% = B+, 82 – 85% = B
(386 – 400 = A+) (366 – 385 = A) (354 – 365 = A-) (342 – 353 = B+) (326 – 341 = B)

79 – 81% = B-, 75 – 78% = C+, 69 – 74% = C, 56 – 68% = D, 55% or less = F
(314 – 325 = B-) (298 – 313 = C+) (274 – 297 = C) (222 – 273 = D) (0 – 221 = F)

Turning in Late Assignments:

As mentioned earlier, each (weekly) written assignment will be due by the end of the week at 11:55 p.m. on Sunday night. You will have the entire week, beginning each Monday, to complete these weekly assignments. If you have difficulties, late work will be accepted up to 48 hours after the Sunday due date (by the following Tuesday evening at 11:55 p.m.), **however, 50 % of the grade will be reduced if submitted late**. After this 48 hour late period of time has expired, no further late work will be accepted. If you submit late work after the following Tuesday at 11:55 p.m., you will receive a zero (0) for that week's assignment. All quizzes and the final exam must be completed on time. **No late quizzes or exams will be accepted.**

Attendance:

Weekly attendance is taken by the amount of time you log into the class (your attendance also includes graded participation in the weekly Discussion postings). You may access this online class 24 hours a day, 7 days a week (except if Canvas is taken down for routine maintenance by the college systems administrator). If you do not log into the class for more than an entire week, it will be considered excessive absence. No show students during the first week of class will be dropped by the instructor. In addition, if you fail to submit required weekly assignments for any 3 week period of time, consecutive or non-consecutive, you will be dropped from the class. Please see “Attendance Requirements” on page 31 of the current 2020 – 2021 college catalog.

Withdrawing from Class:

If it becomes necessary to withdraw from this or any other class, it is your responsibility to drop the class prior to the established deadline. Failure to officially drop will result in receiving an “F” for the course. You must access **WebAdvisor** from the college website or contact the college Admissions and Records Office for assistance. For detailed information, please see page 2 in the current ‘Spring 2021 Class Schedule’ as well as page 31 in the 2020 – 2021 college catalog.

Academic Honesty:

Cuyamaca College is a community of scholars and learners committed to the principles of honesty, fairness and respect for the learning process. As members of this community, students are expected to adhere to these fundamental values at all times by refraining from plagiarism, copying & pasting from the World Wide Web, submitting the work of others as your own (even if the author is not disclosed) or permitting anyone else to do the same. Violations will result in receiving a zero (0) for the assignment, exam or quiz.

This course adheres to the policies outlined in the Cuyamaca College Catalog. For further information, please see “Academic Policies” on pages 30 – 41 in the current college catalog.

Academic accommodations are available for students with disabilities. Please identify yourself to the Disabled Student Programs and Services staff (DSPS) for these services.

Class Schedule

Week:	Dates:	Chapters:	Due Date:
1	Feb 1 – 7, 2021	Start with Chap. 1 & Discussion Post	Feb 7, 11:55 p.m. Weekly Assignment
2	Feb 8 – 14	Chap. 2 & Discussions	Feb 14, 11:55 p.m. Weekly Assignment
3	Feb 15– 21	Ch. 3 & Discussions QUIZ 1	Feb 21, 11:55 p.m. Weekly Assignment
4	Feb 22 – 28	Chap. 4 & Discussions	Feb 28, 11:55 p.m. Weekly Assignment
5	Mar 1 – 7	Chap. 5 & Discussions	Mar 7, 11:55 p.m. Weekly Assignment
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Week:	Dates:	Chapters:	Due Date:
6	Mar 8 – 14	Ch. 6 & Discussions QUIZ 2	Mar 14, 11:55 p.m. Weekly Assignment
7	Mar 15 – 21	Chap. 7 & Discussions	Mar 21, 11:55 p.m. Weekly Assignment
8	Mar 22 – 28	Chap. 8 & Discussions	Mar 28, 11:55 p.m. Weekly Assignment
9	Apr 5 – 11	Ch. 9 & Discussions QUIZ 3	Apr 11, 11:55 p.m. Weekly Assignment
10	Apr 12 – 18	Chap. 10 & Discussions	Apr 18, 11:55 p.m. Weekly Assignment
11	Apr 19 – 25	Chap. 11 & Discussions	Apr 25, 11:55 p.m. Weekly Assignment
12	Apr 26 – May 2	12 & Discussions QUIZ 4	May 2, 11:55 p.m. Weekly Assignment
13	May 3 – 9	Chap. 13 & Discussions	May 9, 11:55 p.m. Weekly Assignment
14	May 10 – 16	Chap.14 & Discussions	May 16, 11:55 p.m. Weekly Assignment
15	May 17 – 23	Finance Math & Discussions QUIZ 5	May 23, 11:55 p.m. Weekly Assignment
16	May 24– 30	Chapter 15	May 30, 11:55 p.m. Weekly Assignment
FINAL EXAM	May 31 – June 5	FINAL EXAM	Congratulations