Welcome to the Real Estate Institute at Temple University Center City

Located in the heart of Center City, the Real Estate Institute (REI) at Temple University is the largest program for professional real estate education in the tri-state region. A leading resource for professional development, REI is known and respected for its wide-ranging course selection, which includes classes for professional real estate salespeople, brokers, appraisers and property managers, as well as for people simply interested in expanding their knowledge about the real estate market. Whether it’s buying or selling a home, learning more about property management, investment, law, development or finance, REI offers something for everyone.

Our faculty members are experts in the real estate industry, and they are eager to share their extensive professional knowledge. Not only do they understand current trends and what’s happening in the marketplace, they are skilled instructors who know how to convey information and generate lively discussion.

With more than 30 years of real estate experience, the Real Estate Institute at Temple University is a proven resource that is continually creating new initiatives to meet your educational needs.

Real Estate Institute Staff
Nicole W. Westrick, Associate Vice Provost, University College
Deloris E. Jordan, Program Coordinator

Real Estate Institute Faculty
Michael Batley ........... Realtor/Property Manager
Leah Erickson, EdD ...... Realtor/Appraiser/GAA/CEI
Jules W. Falcone .......... Home and Building Inspector/Consultant, ASHI
John Featherman ......... Realtor
John W. Fisher ............ Broker/GRI/CIPS
Michael M. Frolove ....... Broker/Appraiser
Joseph J. Glennon ........ Broker/Asset Manager/CPM/CCIM
Mark Herrmann .......... Real Estate Developer
Steve Hunn ............... Home and Building Inspector/Consultant, ASHI
Barry S. Ludwig .......... Realtor/CCIM/MAI/CPM/CRE
Joseph J. McGettigan ... Realtor/Broker/Appraiser/CRS/CRB/GRI/RE Commissioner
Jonathan M. Orens ...... Realtor/Broker/GRI/ABR/SRES/CNE
Alex Pearl, Esq. ........... Real Estate Attorney
Stephen B. Ratner ....... Certified Public Accountant
Gary Robinson .......... Realtor/Sales Trainer
Flora Rubin ............. Realtor/Broker/GRI/ABR
James Sherman ........... Real Estate Builder/Developer
Michael Silverman ...... Broker/Appraiser/MAI
Theresa Stigale .......... Realtor/Broker/Developer/CNE/Green
Karen F. Thorp .......... Broker/CPM/RPA
Sherman Toppin, Esq. .. Real Estate Attorney/Broker
Brett M. Warren .......... Mortgage Banker
Gregory J. West .......... Commercial Realtor
Jay Lamont ............... Founding Director Emeritus/Faculty Chair, 1974-1998
Barbara Korns ........... Director Emeritus/Faculty, 1998-2016

FOR MORE INFORMATION, VISIT: www.temple.edu/rei
REAL ESTATE INSTITUTE
REGISTER NOW. PHONE: 215-204-1539 | FAX: 215-204-5682

REAL ESTATE INSTITUTE Course Overview | Fall 2016

REAL ESTATE FUNDAMENTALS AND REAL ESTATE PRACTICE

DAYTIME | Classes are held twice a week.
T/Th Real Estate Fundamentals and Real Estate Practice 9:00 AM-1:00 PM Flora Rubin
(8 Tuesdays and 7 Thursdays) September 13-November 1
OR
M/W Real Estate Fundamentals and Real Estate Practice 9:00 AM-1:00 PM Barbara Korns
(8 Mondays and 7 Wednesdays) September 26-November 14
OR

EVENING | Classes are held once a week.
M Real Estate Fundamentals and Real Estate Practice 5:30 PM-9:30 PM Gary Robinson
(14 Mondays) September 12-December 12
OR
W Real Estate Fundamentals and Real Estate Practice 5:30 PM-9:30 PM Gary Robinson
(14 Wednesdays) September 14-December 14
OR
Th Real Estate Fundamentals and Real Estate Practice 5:30 PM-9:30 PM Jonathan Orens
(14 Thursdays) September 15-December 15
OR

DAYTIME | Classes are held once a week.
Sat Real Estate Fundamentals and Real Estate Practice 9:00 AM-1:00 PM Michael Frolove
(14 Saturdays) September 17-December 17

REAL ESTATE BROKER AND ELECTIVE COURSES

EVENING
M Tax Aspects of All Real Estate Transactions 5:30 PM-8:30 PM Stephen Ratner
M Construction Management 5:30 PM-7:30 PM James Sherman
T Funding Strategies In Residential Real Estate 5:30 PM-7:30 PM Brett Warren
W Commercial Real Estate 5:30 PM-7:30 PM Greg West
W Real Estate Development 5:30 PM-7:30 PM Mark Herrmann
W Real Estate Brokerage 7:30 PM-9:30 PM Greg West
Th Real Estate Investment 5:30 PM-7:30 PM Joseph Glennon
Th Residential Property Management 7:30 PM-9:30 PM Joseph Glennon/

*Courses will not be held on Thanksgiving, Thursday, November 24, 2016
REAL ESTATE FUNDAMENTALS AND REAL ESTATE PRACTICE

Both courses are REQUIRED to take the state real estate licensing exam.

REI 001/002/4 credits/60 hours  Total Fee: $620 for both courses
Taught by: Michael Frolove, Barbara Korns, Jonathan Orens, Gary Robinson and Flora Rubin.

Required textbook for both courses: Modern Real Estate Practice in Pennsylvania, 13th Edition.

First Half of the Semester

REAL ESTATE FUNDAMENTALS

REI 001/2 credits/30 hours
This introductory course takes a fundamental approach in assisting the beginning real estate student with lectures on agency law; listing contracts; deeds; estates and property interests; agreements of sale; mortgage financing, FHA, VA and conventional; title insurance and settlements. All basic real estate terminology and techniques are introduced and explained. Designed for prospective real estate salespersons and individuals seeking practical real estate knowledge.

Second Half of the Semester

REAL ESTATE PRACTICE

REI 002/2 credits/30 hours
This second part of a two-course sequence prepares the prospective real estate professional with background for the Pennsylvania State Licensing Examination. Includes appraisal, listing real estate, qualifying buyers, showing properties, presenting offers, real estate mathematics, property management, investment, and a discussion of the rules and regulations of the Pennsylvania Real Estate Commission and the Licensing Act.

Licensing Information

For questions related to the Pennsylvania salesperson or broker licensure examinations, please contact:

PSI EXAMINATION SERVICES
3210 E. Tropicana, Las Vegas, NV 89121
Tel.: 800-733-9267 Fax: 702-932-2666 www.psiexams.com

PENNSYLVANIA REAL ESTATE COMMISSION
P.O. Box 2649, Harrisburg, PA 17105-2649
Tel.: 717-783-3658 Fax: 717-787-0250 www.dos.state.pa.us/estate

Need a flexible schedule? Take the Fundamentals and Practice classes ONLINE at your own pace. Start today!

To register for online classes, visit our web site: www.temple.edu/rei.
Broker and Elective Courses | Fall 2016

All broker and elective courses may be used to meet the Pennsylvania state educational broker requirements. They also count as the full 14 hours of PA continuing education for the 2018 license renewal.

REAL ESTATE INVESTMENT

REI 005/2 credits/30 hours/Fee: $325
14 Thursdays*
5:30 PM-7:30 PM
September 15-December 15
Taught by Joseph Glennon

Learn how to invest your money in real estate wisely! This is a practical course for the real estate investing beginner, or the intermediate investor who has just begun to buy investment properties. You will gain a thorough understanding of the marketplace and investment risk. You will be guided through creating an investment profile, then matching it to, identifying and comparing properties. Other topics include budgeting income and expenses, basic financing and financial concepts, cash flow analysis, acquisitions, disposition analysis, and primary concepts of the federal tax law as basis and cost recovery. You will analyze actual investment properties using various investment forms, which can be used for your own future investment purposes.

Required: calculator, model HP-10B II

FUNDING STRATEGIES IN RESIDENTIAL REAL ESTATE

REI 053/1 credit/15 hours/Fee: $220
8 Tuesdays
5:30 PM-7:30 PM
September 13-November 1
Taught by Brett Warren

• Do you understand the new TRID regulations?
• Do you know how to recognize the errors that can cost you and your clients time and money and create problems at settlement?
• Do you know about special financing that can help first-time home buyers and millennials purchase a home?
• Learn how to choose the best financing provider for the job

Learn the funding strategies that give you the competitive edge. This class provides valuable information to compete more effectively AND help you close transactions that otherwise might not close, plus we’ll examine new trends in Investment property and Rehab financing. Don’t miss this opportunity to learn how to close almost any transaction!

REAL ESTATE BROKERAGE

REI 054/2 credits/30 hours/Fee: $325
14 Wednesdays
7:30 PM-9:30 PM
September 14-December 14
Taught by Greg West

Master techniques and develop ideas for operating a successful brokerage company. Determine leadership, planning, organization, and communication strategies. Understand best practices of record-keeping, financial systems, policies and procedures. Learn methods of recruiting, retaining, training and retraining, motivation and termination of employees. Acquire knowledge of mergers and acquisitions. Analyze the market and business climates to provide business techniques to successfully market and advertise. This is a broker course required by the Pennsylvania Real Estate Commission.

Text: Real Estate Brokerage

*Courses will not be held on Thanksgiving, Thursday, November 24, 2016
REAL ESTATE DEVELOPMENT

REI 014/2 credits/30 hours/Fee: $325
14 Wednesdays
5:30 PM-7:30 PM
September 14-December 14
Taught by Mark Herrmann

The return of economic conditions conducive for development is now foreseeable. Learn the process and tools for successful real estate development. The course will introduce students to: the development process and creating value, identifying and managing risk, assembling the development team, land assessment and site selection, acquiring/controlling property, approvals and permitting, deal structuring, financing to include building financial proformas, capitalization, design management, and contracts for professional construction. Exposure to current, ongoing development projects will supplement classroom instruction as opportunities permit.

RESIDENTIAL PROPERTY MANAGEMENT

REI 007/2 credits/30 hours/Fee: $325
14 Thursdays*
7:30 PM-9:30 PM
September 15-December 15
Taught by Joseph Glennon and Michael Batley

Whether you're new to managing real estate or have a few years experience, the key to being a successful property manager is knowing what to do and when to do it. Learn the essential principles and practices of residential, commercial and retail management; practical maintenance and repair policies; advertising, marketing and leasing rental units; tenant selection and tenant relations; leasing practices and procedures; and overall rental market surveys.

COMMERCIAL REAL ESTATE

REI 011/2 credits/30 hours/Fee: $325
14 Wednesdays
5:30 PM-7:30 PM
September 14-December 14
Taught by Greg West

Are you interested in owning, leasing or managing commercial property? Learn about the commercial real estate market. Find out about practices and techniques used in leasing and managing office space and commercial retail stores.

*Courses will not be held on Thanksgiving, Thursday, November 24, 2016
CONSTRUCTION MANAGEMENT
(FALL SEMESTER ONLY)

REI 044/2 credits/30 hours/Fee: $325
14 Mondays
5:30 PM-7:30 PM
September 12-December 12
Taught by James Sherman

This course provides perspectives from the individuals involved in construction or renovation: the owner/developer, the architect and the construction manager/general contractor. Also included will be preparation and methods of construction estimates, preparation and implementation of progress schedules, guidelines and precedents in construction law, methods for conducting project meetings and recording minutes, preparation and implementation of punch lists, construction financing and financial monitoring, construction accounting, and use of AIA billing forms.

TAX ASPECTS OF ALL REAL ESTATE TRANSACTIONS
(FALL SEMESTER ONLY)

REI 017/2 credits/30 hours/Fee $325
10 Mondays
5:30 PM-8:30 PM
September 12-November 14
Taught by Stephen Ratner

This course examines the latest tax consequences of owning, operating and disposing of real estate, and is designed as a practical working tool for realtors, investors and others in the field. Among the topics discussed are the acquisition of real estate; ownership and operation of real estate, including depreciation deductions; passive activity loss rules; real estate-related tax credits; dispositions of real estate, such as 1031 tax-deferred exchanges, involuntary conversions and installment sales; and federal tax considerations affecting the personal residence and vacation home. This course also examines the choice of entity for real estate ownership. In addition, the many changes in the real estate arena made by new federal tax laws will be discussed throughout the semester.
General Information

REGISTRATION OPTIONS
Online at:  www.temple.edu/rei
By phone:  215.204.1539
In person:  1515 Market Street, Suite 215
By mail: Real Estate Institute Temple University Center City 1515 Market Street, Suite 215 Philadelphia, PA 19102

PAYMENT OPTIONS
Credit/debit card; money order or check payable to Temple University. CASH WILL NOT BE ACCEPTED.

VETERANS’ EDUCATION BENEFITS
For information regarding veterans’ education benefits for classes at the Real Estate Institute, please call 215.204.7358.

TEXTBOOKS
A textbook may be required for your selected courses. Textbooks for these programs must be purchased by the participant and are available in the Temple University bookstore on the Center City campus. For more information, contact the bookstore at 215.204.1527 or go to www.temple.edu/bookstore.

TRANSCRIPTS
Transcripts are granted for successful completion of the programs outlined in this catalog.

TRANSPORTATION AND PARKING
Temple Real Estate Institute, located close to Suburban Station, is convenient to SEPTA train and bus service, the Broad Street Subway, Market Street-EL, and PATCO. Evening parking discount rates are available at nearby garages with Temple validation. Information about parking may be obtained at: www.temple.edu/tucc/about/parking.asp.

REFUND POLICY
A student may withdraw from class any time prior to the start of the second class meeting and receive a full tuition refund. Student requests to withdraw must be in writing and submitted to the registrar at the Temple University Real Estate Institute.

No refunds will be issued for cancellations made after the start of the second class meeting.

CANCELLATION OF COURSES
In the event that insufficient enrollment necessitates canceling a course, all tuition will be refunded. The University reserves the right to change instructors, programs or pricing, in which case advance notice and option of refund are provided.

RETURNED CHECKS
$25 fee may be assessed for checks issued to the university and not paid upon presentation to the bank.

REGISTER ONLINE NOW!
Registration available for LIVE and ONLINE courses. Simply go to www.temple.edu/rei

FOR MORE INFORMATION, VISIT:  www.temple.edu/rei
## REGISTRATION FORM | Fall 2016

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Please check desired course(s):

**FUNDAMENTALS AND PRACTICE**
- Monday and Wednesday Mornings
- Tuesday and Thursday Mornings
- Saturday Mornings

**BROKER AND ELECTIVE COURSES**
- Commercial Real Estate
- Construction Management
- Funding Strategies In Residential Real Estate
- Real Estate Brokerage
- Real Estate Development
- Real Estate Investment
- Residential Property Management
- Tax Aspects of All Real Estate Transactions

## TUITION TOTAL: ____________________________

PAYMENT MUST ACCOMPANY REGISTRATION.
Mail-in registrations with this form must be paid by check or money order.

Mail completed form to:
Temple University Real Estate Institute
1515 Market Street, Ste. 215
Philadelphia, PA 19102

We regret that we cannot take credit card information by mail. If you wish to pay with a credit card, please register online at temple.edu/rei or call 215-204-1539. "Online registration is strongly recommended"
FALL 2016
REGISTER ONLINE NOW!
www.temple.edu/rei