REGISTER ONLINE NOW!

CLASSES START WEEK OF JANUARY 8, 2018
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

Brian Brillman, Director
Deloris E. Jordan, Program Coordinator
Carolyn Dailey, Administrative Specialist

Real Estate Institute Faculty

Michael Batley ........ Realtor/Property Manager
Janis Benstock ........ Realtor/Broker
Leah Erickson, EdD .... Realtor/Appraiser/GAA/CEI
Jules W. Falcone ....... Home and Building Inspector/Consultant, ASHI
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
Harvey M. Levin ........ MAI/Appraiser/Consultant
Robert Luciani .......... Broker/Assessor/Appraiser/ASA
Barry S. Ludwig ........ Realtor/CCIM/MAI/CPM/CRE
Joseph J. McGettigan ... Realtor/Broker/Appraiser/CRS/CRB/GRI/RE Commissioner
Matt Mittman ............ Realtor
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
Patricia Staub ............ Director, 1999-2004
Barbara Korns ............ Director Emeritus/Faculty, 2005-2016

FOR MORE INFORMATION, VISIT: noncredit.temple.edu/rei
# Real Estate Courses-At-A-Glance • Spring 2018

<table>
<thead>
<tr>
<th>COURSE TITLE</th>
<th>SECTION</th>
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<tr>
<td>Real Estate Fundamentals and Real Estate Practice</td>
<td>253</td>
<td>T/TH</td>
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<td>248</td>
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<td>Real Estate Fundamentals and Real Estate Practice</td>
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<td><strong>REAL ESTATE BROKER AND ELECTIVE COURSES</strong></td>
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<tr>
<td><strong>TEMPLE UNIVERSITY CENTER CITY CAMPUS</strong></td>
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<tr>
<td>Residential Construction</td>
<td>Mon.</td>
<td>1/8/18</td>
<td>5:30 PM – 8:30 PM</td>
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<tr>
<td>Funding Strategies in Residential Real Estate</td>
<td>Tues.</td>
<td>1/9/18</td>
<td>5:30 PM – 7:30 PM</td>
<td>7</td>
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<tr>
<td>Real Estate Law</td>
<td>Tues.</td>
<td>1/9/18</td>
<td>5:30 PM – 8:30 PM</td>
<td>6</td>
</tr>
<tr>
<td>Real Estate Development</td>
<td>Weds.</td>
<td>1/10/18</td>
<td>5:30 PM – 7:30 PM</td>
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<tr>
<td>Basic Appraisal Principles</td>
<td>Thurs.</td>
<td>1/11/18</td>
<td>5:30 PM – 7:30 PM</td>
<td>5</td>
</tr>
<tr>
<td>Real Estate Investment</td>
<td>Thurs.</td>
<td>1/11/18</td>
<td>5:30 PM – 7:30 PM</td>
<td>8</td>
</tr>
<tr>
<td>Residential Property Management</td>
<td>Thurs.</td>
<td>1/11/18</td>
<td>7:30 PM – 9:30 PM</td>
<td>8</td>
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<tr>
<td><strong>TEMPLE UNIVERSITY AMBLER CAMPUS</strong></td>
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<tr>
<td>Real Estate Brokerage</td>
<td>Tues.</td>
<td>1/16/18</td>
<td>9:00 AM – 2:00 PM</td>
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</tr>
<tr>
<td>Real Estate Investment</td>
<td>Fri.</td>
<td>1/19/18</td>
<td>9:00 AM – 2:00 PM</td>
<td>8</td>
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<tr>
<td>Residential Property Management</td>
<td>Fri.</td>
<td>1/19/18</td>
<td>3:00 PM – 8:00 PM</td>
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</tbody>
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**REAL ESTATE INSTITUTE AT TEMPLE UNIVERSITY CENTER CITY**

**REGISTER NOW!**

Learn from the Experts
Registration available for LIVE courses.
Simply go to [noncredit.temple.edu/rei](http://noncredit.temple.edu/rei)
REAL ESTATE FUNDAMENTALS AND REAL ESTATE PRACTICE

**DAYTIME** • Classes are held **twice** a week.

T/Th  Real Estate Fundamentals and Real Estate Practice  
(8 Tuesdays and 7 Thursdays) January 9-February 27  
9:00 AM-1:00 PM  
Janis Benstock  
OR

M/W  Real Estate Fundamentals and Real Estate Practice  
(8 Mondays and 7 Wednesdays) January 22-March 12  
9:00 AM-1:00 PM  
Matt Mittman  
OR

**EVENING** • Classes are held **once** a week.

M  Real Estate Fundamentals and Real Estate Practice  
(15 Mondays) January 8-April 16  
5:30 PM-9:30 PM  
Gary Robinson  
OR

W  Real Estate Fundamentals and Real Estate Practice  
(15 Wednesdays) January 10-April 18  
5:30 PM-9:30 PM  
Gary Robinson  
OR

Th  Real Estate Fundamentals and Real Estate Practice  
(15 Thursdays) January 11-April 19  
5:30 PM-9:30 PM  
Jonathan Orens  
OR

**DAYTIME** • Classes are held **once** a week.

Sat  Real Estate Fundamentals and Real Estate Practice  
(15 Saturdays) January 13-April 21  
9:00 AM-1:00 PM  
Michael Frolove

REAL ESTATE BROKER AND ELECTIVE COURSES

**DAYTIME AT TEMPLE UNIVERSITY AMBLER CAMPUS**

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<thead>
<tr>
<th>Day</th>
<th>Course</th>
<th>Time</th>
<th>Instructor(s)</th>
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<tbody>
<tr>
<td>T</td>
<td>Real Estate Brokerage</td>
<td>9:00 AM-2:00 PM</td>
<td>Greg West</td>
</tr>
<tr>
<td>F</td>
<td>Real Estate Investment</td>
<td>9:00 AM-2:00 PM</td>
<td>Joseph Glennon</td>
</tr>
<tr>
<td>F</td>
<td>Residential Property Management</td>
<td>3:00 PM-8:00 PM</td>
<td>Joseph Glennon/ Michael Batley</td>
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**EVENING AT TEMPLE UNIVERSITY CENTER CITY CAMPUS**

<table>
<thead>
<tr>
<th>Day</th>
<th>Course</th>
<th>Time</th>
<th>Instructor(s)</th>
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<tbody>
<tr>
<td>M</td>
<td>Residential Construction</td>
<td>5:30 PM-8:30 PM</td>
<td>Jules W. Falcone/ Steve Hunn</td>
</tr>
<tr>
<td>T</td>
<td>Funding Strategies In Residential Real Estate</td>
<td>5:30 PM-7:30 PM</td>
<td>Brett Warren</td>
</tr>
<tr>
<td>T</td>
<td>Real Estate Law</td>
<td>5:30 PM-8:30 PM</td>
<td>Sherman Topin</td>
</tr>
<tr>
<td>W</td>
<td>Real Estate Development</td>
<td>5:30 PM-7:30 PM</td>
<td>Mark Herrmann</td>
</tr>
<tr>
<td>Th</td>
<td>Real Estate Investment</td>
<td>5:30 PM-7:30 PM</td>
<td>Joseph Glennon</td>
</tr>
<tr>
<td>Th</td>
<td>Basic Appraisal Principles</td>
<td>5:30 PM-7:30 PM</td>
<td>Michael Silverman</td>
</tr>
<tr>
<td>Th</td>
<td>Residential Property Management</td>
<td>7:30 PM-9:30 PM</td>
<td>Joseph Glennon/ Michael Batley</td>
</tr>
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</table>
Real Estate Licensing Courses • Spring 2018

REAL ESTATE FUNDAMENTALS AND REAL ESTATE PRACTICE
Both courses are REQUIRED to take the state real estate licensing exam and include classroom and take-home assignments.

REI 001/002/4 credits/60 hours Total Fee: $620 for both courses
Taught by: Janis Benstock, Michael Frolove, Matt Mittman, Jonathan Orens and Gary Robinson.
Required textbook for both courses: Modern Real Estate Practice in Pennsylvania, 13th Edition.

First Half of 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: noncredit.temple.edu/rei.
Broker and Elective Courses • Spring 2018

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

**BASIC APPRAISAL PRINCIPLES**
REI 039/2 credits/30 hours/Fee: $325
15 Thursdays
5:30 PM-7:30 PM
January 11-April 19
Taught by Michael Silverman

This course is recommended for individuals seeking appraisal or broker licensure. You will gain an understanding of the entire valuation process. Appraisal theory and real-world applications are introduced, as well as a solid foundation on which to continually build professional competency, and to prepare for a career as a valuation professional.

Text: *Mastering Real Estate Appraisal*

**REAL ESTATE DEVELOPMENT**
REI 014/2 credits/30 hours/Fee: $325
15 Wednesdays
5:30 PM-7:30 PM
January 10-April 18
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.

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Classrooms, Conference Rooms, Computer Labs
Meeting and Training Space at
Temple University Center City

The next time your organization needs meeting or training space, consider Temple University Center City. We can accommodate meetings for up to 100 guests and are near restaurants, shopping and entertainment.

Options include:
- A wide range of room capacities and a variety of configurations, all equipped with spacious whiteboards and ceiling-mounted LCD projectors.
- A broad selection of media equipment to enhance your event.
- Large windows that provide lots of natural light and beautiful city views.

Convenient location and affordable rates make space rentals at Temple University Center City an attractive option for many non-profit organizations and government agencies, and you are free to choose your own caterer. Rooms can be rented for half or full days.

Contact us. 215-204-4357 (phone)
confctr@temple.edu (Email)
www.temple.edu/tucc

FOR MORE INFORMATION, VISIT: noncredit.temple.edu/rei
Broker and Elective Courses • Spring 2018

RESIDENTIAL CONSTRUCTION
REI 004/2 credits/30 hours/Fee: $325
10 Mondays
5:30 PM–8:30 PM
January 8–March 12
Taught by Jules W. Falcone and Steve Hunn

This is an exciting course that covers all the systems of residential construction. Did you ever wonder what a home inspector is searching for? Learn what makes a house tick from plumbing, structure, electrical systems, roofing, maintenance and design problems. This popular course is a must for real estate professionals and all others who want to know about their homes.

REAL ESTATE LAW
REI 008/3 credits/45 hours/Fee: $420
15 Tuesdays
5:30 PM–8:30 PM
January 9–April 17
Taught by Sherman Toppin

This required broker course concentrates on all the vital legal aspects for students planning a real estate career. Focuses on all basic real estate documents, including agreements of sale, deeds and mortgages; real estate planning from legal and income tax points of view; and the special rules and regulations that govern the conduct of licensed brokers and salespersons.

Text: Real Estate Law, 8th Edition

REAL ESTATE EXAM PREP COURSE
for the PA Real Estate Broker and Salesperson Exam

Prepare for Success!

• Reduce test-taking anxiety
• Increase your test-taking skills by learning a variety of strategies and techniques
• Practice reading and answering sample test questions

A 3-hour ONE NIGHT course
Hours: 5:30 PM • 8:30 PM
Offered several times throughout the year

For more information call: 215- 204-1539
FUNDING STRATEGIES IN RESIDENTIAL REAL ESTATE
REI 053/1 credit/15 hours/Fee: $220
8 Tuesdays
5:30 PM-7:30 PM
January 9-February 27
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!

FACULTY PROFILE
Gary Robinson

Nearly 30 years ago, Gary Robinson joined the Temple University Real Estate Institute faculty.

As an instructor, Gary has a strong commitment to providing future real estate professionals with the knowledge needed to thrive in the real estate marketplace. With more than 40 years of both sales and specialization in residential property management in Bucks, Montgomery and Philadelphia counties, Gary brings the lived experience into the REI classroom. Gary has advanced degrees from LaSalle University and Penn State University. His years of service and passion for educating tomorrow’s real estate professionals make him a very popular teacher. Students routinely comment on the impact of Gary’s courses. A book could be filled with the praise from both students and fellow faculty on Gary. A recent student commented, “I just completed my class last night and am more excited than ever to begin my career in Real Estate. I feel extremely prepared for the state exam, too. Gary was by far one of the best teachers I’ve ever had. No question was too small for him to answer and he took material that can be less than exciting and made it interesting and fun with his personal stories about his days in the business.”

FOR MORE INFORMATION, VISIT: noncredit.temple.edu/rei
The **Real Estate Institute** is now offering select broker courses at Temple University's Ambler Campus.

Daytime and evening broker classes are available and can be completed in as little as 6 weeks.

**Temple University - Ambler**

580 Meetinghouse Road
Ambler, PA 19002

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Credits</th>
<th>Hours</th>
<th>Fee</th>
<th>Campus</th>
<th>Dates</th>
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<td>15 Thursdays • January 11-April 19</td>
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<td>AMBLER CAMPUS ONLY</td>
<td>6 Tuesdays • January 16-February 20</td>
<td>9:00 AM-2:00 PM</td>
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### REAL ESTATE INVESTMENT

REI 005/2 credits/30 hours/Fee: $325

**CENTER CITY CAMPUS**
15 Thursdays • January 11-April 19
5:30 PM-7:30 PM

**AMBLER CAMPUS**
6 Fridays • January 19-February 23
9:00 AM-2:00 PM

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. Other topics include budgeting income and expenses, basic financing, cash flow analysis, acquisitions, disposition analysis, and primary concepts of 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

### REAL ESTATE BROKERAGE

REI 054/2 credits/30 hours/Fee: $325

**AMBLER CAMPUS ONLY**
6 Tuesdays • January 16-February 20
9:00 AM-2:00 PM

Taught by Greg West

This required broker course is a step-by-step introduction designed to assist real estate professionals in developing ideas and techniques for operating a successful brokerage company. The course includes leadership, planning, organizing and communication; retention, recruiting and training; record-keeping; policies and procedures; marketing and advertising; analyzing the market and business climates.

Text: *Real Estate Brokerage*

### RESIDENTIAL PROPERTY MANAGEMENT

REI 007/2 credits/30 hours/Fee: $325

**CENTER CITY CAMPUS**
15 Thursdays • January 11-April 19
7:30 PM-9:30 PM

**AMBLER CAMPUS**
6 Fridays • January 19-February 23
3:00 PM-8:00 PM

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.
REAL ESTATE INSTITUTE AT TEMPLE UNIVERSITY CENTER CITY
The Business of Architecture Certificate Program

Whether you are looking to move up in your firm, start a new practice or just become more knowledgeable about the business of architecture, this program is for you. Designed to fit your busy schedule, it is focused on business and management skills that are specifically tailored for design and construction practices. Held on Saturdays at Temple Center City Campus with fall and spring sessions, the Business of Architecture Certificate Program offers a clear path to take in advancing your career.

5 COURSE SERIES AVAILABLE IN THE FALL OR SPRING
Spring 2018 schedule: Jan. 27, Feb. 3, 10, 17, 24, 2018
Saturdays, 9:30 AM – 12:30 PM
Tuition: $150 per course or $495 for 5 courses.

PROJECT MANAGEMENT FOR ARCHITECTS
Discover valuable tools and techniques for executing, monitoring and controlling projects, to better control quality, manage risks, and close the project.

COLLABORATIVE COMMUNICATION AND LEADERSHIP
Enhance your ability to respond to and influence others, encourage collaboration, and get results by flexing your communication style.

MANAGING THE FIRM
Build management competencies to aid you in leading your team through tough circumstances, complex interpersonal work relationships and difficult client issues.

ACCOUNTING FOR ARCHITECTS
Increase your ability to engage the “language of business” to better understand accounts and accounting principles.

INTELLECTUAL PROPERTY AND DIGITAL DESIGN
Understand the issues of intellectual property that impact digital design and project delivery.

For more details and registration information visit us at noncredit.temple.edu/architecture or call 215-204-1539.
General Information

REGISTRATION OPTIONS
1. Online: noncredit.temple.edu/rei
2. By phone: 215.204.1539
3. In person: 1515 Market Street, Suite 215
4. 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. For Center City campus call 215.204.1527; for Ambler Campus call 267-468-8460 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.

Take PA CE courses for 2018 license RENEWAL NOW!

To register for online CE classes, visit our web site: noncredit.temple.edu/rei.
REAL ESTATE INSTITUTE
AT TEMPLE UNIVERSITY CENTER CITY
REGISTER ONLINE NOW!

Registration available for **LIVE** and **ONLINE** courses. Simply go to
noncredit.temple.edu/rei
REGISTRATION FORM • Spring 2018

REGISTER ONLINE: noncredit.temple.edu/rei

PHONE: 215-204-1539
MAIL COMPLETED FORM TO:
Temple University
Real Estate Institute
1515 Market Street, Ste. 215
Philadelphia, PA 19102

To register and pay for non-credit courses by credit card, please visit us online at noncredit.temple.edu/rei or call 215-204-1539. To register and pay for a non-credit course using a check or money order, please complete the information below and mail to the address above. We regret that we cannot take credit card payments by mail. “Online registration is strongly recommended.”

First Name  Middle Initial  Last Name

Home Address

City  State  ZIP Code

Office Phone Number  Cell Phone Number

E-mail Address

Date of Birth  Gender

Please check desired course(s):

FUNDAMENTALS AND PRACTICE
☐ Monday and Wednesday Mornings  ☐ Monday Evenings
☐ Tuesday and Thursday Mornings  ☐ Wednesday Evenings
☐ Saturday Mornings  ☐ Thursday Evenings

BROKER AND ELECTIVE COURSES
☐ Basic Appraisal Principles  ☐ Real Estate Development
☐ Commercial Real Estate  ☐ Real Estate Investment
☐ Funding Strategies In Residential Real Estate  ☐ Real Estate Law
☐ Real Estate Brokerage  ☐ Residential Construction
☐ Residential Property Management

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