

COURSES

SPRING 2012



REAL ESTATE INSTITUTE

REAL
ESTATE
INSTITUTE

CLASSES START WEEK OF JANUARY 16, 2012



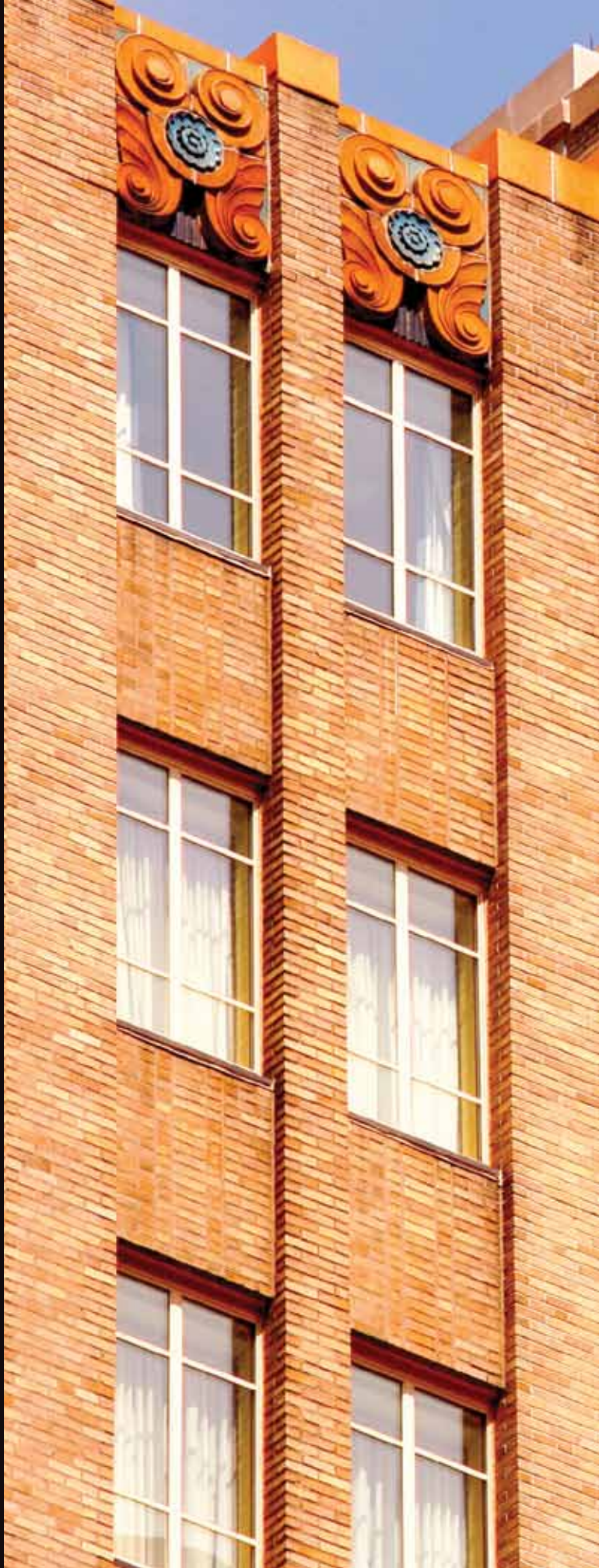
TEMPLE
UNIVERSITY®

| Center City

REAL ESTATE INSTITUTE SPRING COURSES 2012

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CLASSES START
WEEK OF
JANUARY 16, 2012



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

Barbara Kornis, Director
Katie Douglas, Registrar

Real Estate Institute Faculty

- Bernard W. Camins Realtor/Appraiser/MAI/SREA/ASA/CRE
- 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 Property Manager/CPM/CCIM
- Alan J. Heavens Real Estate Columnist
- Mark Herrmann Real Estate Developer
- Harry H. Higgins III Realtor/Broker/Appraiser/Developer
- Steve Hunn Home and Building Inspector/Consultant, ASHI
- David Lebor, Esq Real Estate Attorney
- Harvey M. Levin MAI/Appraiser/Consultant
- 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
- Gaetano Piccirilli, Esq. Real Estate Attorney/RE Commissioner
- Stephen B. Ratner CPA
- Gary Robinson Realtor/Sales Trainer
- Flora Rubin Realtor/Broker/GRI/ABR
- James Sherman Real Estate Builder/Developer
- Michael Silverman Broker/Appraiser/MAI
- 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

REAL ESTATE FUNDAMENTALS AND REAL ESTATE PRACTICE

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

T/Th Real Estate Fundamentals 9:00 AM-1:00 PM John Fisher
and Real Estate Practice
(8 Tuesdays and 7 Thursdays) **January 17-March 6**

OR

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

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

OR

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

OR

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

OR

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

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

REAL ESTATE BROKER AND ELECTIVE COURSES

EVENING

M	Residential Construction	5:30 PM-7:30 PM	Jules Falcone, Steve Hunn
M	Real Estate Law	5:30 PM-8:30 PM	Gaetano Piccirilli, Esq.
W	Commercial Real Estate	5:30 PM-7:30 PM	Greg West
W	Funding Strategies	5:30 PM-7:30 PM	Brett Warren
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	Basic Appraisal Principles	5:30 PM-7:30 PM	Michael Silverman
Th	Residential Property Management	7:30 PM-9:30 PM	Joseph Glennon

Real Estate Licensing Courses | Spring 2012

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 Fee: \$620 for both courses

Taught by: John Fisher, Michael Frolove, Jonathan Orens and Gary Robinson.

Required textbook for both courses: *Modern Real Estate Practice in Pennsylvania, 12th 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!

ONLINE

To register for online classes, visit our web site: www.temple.edu/rei.

Broker and Elective Courses | Spring 2012

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 2010-2012 license renewal period.

BASIC APPRAISAL PRINCIPLES

REI 039/2 credits/30 hours/Fee: \$325

14 Thursdays

5:30 PM-7:30 PM

January 19-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*

COMMERCIAL REAL ESTATE

REI 011/2 credits/30 hours/Fee: \$325

14 Wednesdays

5:30 PM-7:30 PM

January 18-April 18

Taught by Greg West

Prerequisite: REI 001

For those interested in owning, leasing or managing commercial property. Acquaints students with the commercial real estate market, and the practices and techniques used in leasing and managing office space and commercial retail stores.

FUNDING STRATEGIES IN RESIDENTIAL REAL ESTATE

REI 053/1 credit/15 hours/Fee: \$220

8 Wednesdays

5:30 PM-7:30 PM

January 18-March 7

Taught by Brett Warren

Discover the facts...are lenders actually lending, do you qualify for that loan or understand the new regulations regarding settlements like the new GFE, HUD-1 sheet and affidavits used in a closing? Recognize possible errors that may cost your clients money - avoid potential problems that may arise at settlement! Examine new trends in financing and learn financing strategies for all types of properties.

REAL ESTATE BROKERAGE

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

14 Wednesdays

7:30 PM-9:30 PM

January 18-April 18

Taught by Greg West

Prerequisite: REI 001

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*

REAL ESTATE DEVELOPMENT

REI 014/2 credits/30 hours/Fee: \$325

14 Wednesdays

5:30 PM-7:30 PM

January 18-April 18

Taught by Mark Herrmann

Prerequisite: REI 001

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.

Broker and Elective Courses | Spring 2012

REAL ESTATE INVESTMENT

REI 005/2 credits/30 hours/Fee: \$325
14 Thursdays
5:30 PM-7:30 PM
January 19-April 19
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 LAW

REI 008/3 credits/45 hours/Fee: \$420
14 Mondays
5:30 PM-8:30 PM
January 16-April 16
Taught by Gaetano Piccirilli, Esq.

Prerequisite: REI 001

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, 7th Edition*

RESIDENTIAL CONSTRUCTION

REI 004/2 credits/30 hours/Fee: \$325
14 Mondays
5:30 PM-7:30 PM
January 16-April 16
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.

RESIDENTIAL PROPERTY MANAGEMENT

REI 007/2 credits/30 hours/Fee: \$325
14 Thursdays
7:30 PM-9:30 PM
January 19-April 19
Taught by Joseph Glennon

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.

Text: *Practical Apartment Management, 6th Edition*



Friday, February, 10, 2012

Creating and Sponsoring Real Estate Investment Groups

This one-day workshop is designed for investors frustrated with the stock market and looking for asset strategies they can believe in. While the single-family investment game is over, the group investment business presents new opportunities in a new economy.
 (approved for 7 CE credit hours)

1.800.621.7027 x3100 / www.ccim.com

Were You Licensed AFTER December 1, 2009?

The Real Estate Commission requires that if a sales licensee is “new” (licensed between December 1, 2009 and November 30, 2011), then these licensees MUST complete a total of 14 hours of specific Mandatory Continuing Education for license renewal in 2012. In order for these new licensees to complete this CE requirement:

<p>ALL new licensees must complete the:</p> <p>7-hr. GENERAL Module</p>	<p>Then one may choose EITHER:</p> <p>7-hr. RESIDENTIAL Module OR 7-hr. COMMERCIAL Module</p>
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GENERAL MODULE – 7 hours, \$70

Taught by John Fisher

Select one date

- Wednesday, February 15, 9:00 AM – 4:30 PM
- Thursday, March 8, 9:00 AM – 4:30 PM
- Wednesday, April 4, 9:00 AM – 4:30 PM
- Wednesday, May 2, 9:00 AM – 4:30 PM

AND

– Commercial Module/Residential Module –
Select the one that is most relevant to your discipline

RESIDENTIAL MODULE – 7 hours, \$70

Taught by Michael Frolove

Select one date

- Thursday, February 23, 9:00 AM – 4:30 PM
- Thursday, March 22, 9:00 AM – 4:30 PM
- Monday, April 30, 9:00 AM – 4:30 PM
- Wednesday, May 23, 9:00 AM – 4:30 PM

OR

COMMERCIAL MODULE – 7 hours, \$70

Taught by Greg West

Select one date

- Tuesday, February 28, 9:00 AM – 4:30 PM
- Thursday, March 15, 9:00 AM – 4:30 PM
- Tuesday, April 17, 9:00 AM – 4:30 PM
- Thursday, May 17, 9:00 AM – 4:30 PM

General Information

REGISTRATION OPTIONS

- By phone: 215.204.1539
- By fax: 215.204.5682
- 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.templecenter.bkstore.com.

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, and Market Street-EL, and PATCO. Evening parking discount rates are available at nearby garages with Temple validation. Information about parking may be obtained on our web site: www.temple.edu/rei.

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 less a \$25 processing fee. 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 advance notice and option of refund are provided.

CHECK POLICY

\$25 fee may be assessed for checks issued to the University and not paid upon presentation to the bank.

Why wait until the last minute? Complete your 14 hours of PA continuing ed ONLINE now for the 2010-2012 license renewal period.

ONLINE

To register for online classes, visit our web site: www.temple.edu/rei.



A SNEAK PEEK AT SOME OF THE UPCOMING 2012 CONTINUING ED COURSES IN APRIL/MAY

**Diversification of Center City's
Economy: Real Estate Development**

**Capital Market Conditions and Its Impact on
Commercial Real Estate**

**Commercial Real Estate – Build to Suit
Development**

Understanding Settlement and the HUD-1

**Greening Your Real Estate Deals: Opportunities
and Risks in Sustainable Development**

**Listing, Selling, or Renting Pet-Friendly
Real Estate**

Different Perspectives in Adaptive Reuse

**Short Sales – Representing Buyers or
Upside Down Homeowners**

Tax Credit Financing in Real Estate Development

Thinking of a career
in real estate?

information session

Wednesday,
January 11, 2012
5:00 pm – 6:30 pm
1515 Market Street



TEMPLE
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Center City

The Real Estate Institute
1515 Market Street, Suite 215
Philadelphia, PA 19102

(entrance on plaza facing City Hall)

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