

Instructor Information

Name: Alper Gormus
Email: gormus_a@utpb.edu
Phone: 4325522186
Office Location: MB 2256
Office Hours: Via appointment through MS Teams

Course Information

Lectures and Assignments – The course will be conducted using video lectures I record for each topic with discussions and questions encouraged. Some out-of-class assignments might be given (not for extra credit). Powerpoints for each lecture will also be available in Canvas.

- Exams – 3 midterms and 1 **comprehensive final** (4 exams total)
- Project

Course Description

Topics discussed include how to value purchase finance and sell residential as well as commercial real estate. Other concepts include tax implications and purchases from foreclosure and tax estates.

Student Learning Outcomes

1. Use Real Estate as a tool to diversify your investment portfolio and learn how it can be used as a hedge against risk
2. Identify the role and the legal landscape related to Real Estate
3. Identify and calculate the tax implications as well as tax shelters
4. Construct different type of real estate purchase/sale contracts and utilize them in different investment situations
5. Identify negotiation techniques for property purchase and sales
7. Calculate and identify the best financing options given different lenders and circumstances
6. Identify different type of contracts/agreements between the principle and agent in Real Estate Purchase and Sales
8. Identify and calculate different valuation approaches for a variety of properties
9. Identify investment opportunities in Real Estate

Required Materials

Title: Real Estate Principles
ISBN: 978-1475421736
Authors: Floyd and Allen
Publisher: Dearborn
Edition: 11th

Calculator and Technical Skills Policy

CALCULATOR: This class requires a financial calculator. **We will use a Texas Instruments BAII Plus** and will be referencing that calculator while solving problems. For exam purposes, you CANNOT use any other calculator (including scientific, graphic or any phone apps). Do not make the assumption that it will be feasible to solve all problems using formulas. While this might be true, it will be very time consuming compared to the calculator and the exam will be time-constrained. This financial calculator will be advantageous to have not only when you take other business classes, but also when making personal financial decisions throughout your lifetime. Also, most professional finance-related exam you take will not allow for any other calculator than this one.

Computer Skills, Technical and Software Requirements: To be successful in this class, you are expected to have intermediate competency with using Microsoft Office Products (Word, Excel, Powerpoints). You are also expected to know how to navigate Canvas software.

Course Schedule

| Date | Assignments/Activities/Topics | Due Date |
|--------------------------------------|-------------------------------|----------|
| | Midterm Exam 1 | |
| | Midterm Exam 2 | |
| | Midterm Exam 3 | |
| | Project | |
| | Final Exam | |
| *All times are Central Standard Time | | |

Important Academic Dates

UTPB [Academic Calendar](#)

Email Policy

I will send an email to announce a lecture or an exam when they are ready. PLEASE CHECK YOUR UTPB EMAIL AT LEAST ONCE A DAY!!

You are 100% responsible for any and every announcement I make via email. I expect you to be aware of all announcements within 24 hours of the time I send an email.

Graded Material

| Course Activity (Graduate) | Points | Percentage of Total Grade |
|--|--------|---------------------------|
| Highest Midterm Exam | 100 | 30.00% |
| Second Highest Midterm Exam | 100 | 30.00% |
| Comprehensive Final Exam | 100 | 30.00% |
| Required Project | | 10% |
| Extra Credit for Live Session Attendance (up to) | | 3% |

Grading Scale

Grading:

There are three mid-term exams and one final exam. I will drop your lowest midterm exam. You cannot drop the final. The final exam is comprehensive. After I drop the lowest midterm, remaining exams will be equally weighted. The grade distribution for this class is as follows:

90 - 100% = A

80 - 89% = B

70 - 79% = C

60 - 69% = D

Below 60% = F

Above cut-offs are non-negotiable. Please at no time request to be "bumped up" a letter grade because you are "so close." For example an 89 is a B. Whatever I do for one I do the same for the entire class. No special consideration is given to graduating students, etc. All is equal in my classes. Please see below for extra credit.

Extra Credit: I will conduct live review sessions for the exams. I will give 1 extra point added to your semester grade average for every review session you attend (3 points maximum).

Make-up Exam Policy

Make-up exams: This class does not offer any make-up exams. If you miss a mid-terms exam for whatever reason, that will be the exam grade that gets dropped. The final exam cannot be dropped.

Course Policies

This is an 7-Week class where we cover full-semester's worth of material. It WILL go by very fast and you will receive a lot of material to keep up with in a short period of time. Time management and timely studying will be absolutely crucial to pass this class. . **For example, you have your first exam during the second week of class and you will be hit with multiple lectures before then.**

WE DO COVER additional material which are not in your book. Your in-class notes are very important and you ARE responsible for any material covered in class. You CANNOT pass this class by just reading the book (or powerpoints). You MUST watch the recorded lectures multiple times!!!!!!

Video Lectures: I will record a review session for each topic for each week. More often than not, there will be multiple topics/videos covered for each week. I will let you know when those recordings are available. Most of the time the video lectures will be available by Monday of each week. **It is EXTREMELY important that you review the assigned lectures in the week they were assigned, otherwise you WILL be overwhelmed.**

Exam structures: The exams in this class are fully proctored (you will be recorded the entire time), closed book, and you will NOT be allowed to use your notes, the internet, any software (i.e. Excel) or scratch paper. I will provide a formula sheet for you inside the exam for select questions (I will discuss the contents of the formula sheet during the exam reviews). I will also provide designated places inside the exam for you to use as scratch paper. **The only material outside the computer screen you can use is your calculator (Texas Instruments BAII Plus). If, at any point, you have your phone with you or any other material during the exam, this will be considered academic dishonesty and the corresponding university policies will be fully enforced. Absolutely no exceptions.**

Communication, Grading, Feedback and Time Management: This class is not easy. It requires significant time commitment. You should be spending at least four hours per week to review the material and ten hours to study for each exam (assuming you have already reviewed all lectures beforehand).

Please don't wait until the end of the semester to ask for help. I'm willing to help/tutor you if you need it. If your exam performance is not as good as you had hoped and you need tutoring for the next exam, please ask to schedule a time to meet with me. I would be happy to clarify/explain whatever

topic you're having trouble with. Asking for help doesn't mean asking for "individual extra credit" at the end of the semester to pass the class. I do not do anything extra/special for one individual student. I am, however, more than willing to commit my time to help you understand the topics better. You can reach me via email and we can schedule a time to meet one-on-one or over MS Teams. In addition to any one-on-one sessions, we will be holding live exam review sessions. Attendance is not mandatory and the sessions will be recorded. However, that is also a good opportunity for you to ask me any questions you want and/or interact with other students in class.

I will always try to answer your emails within 24 hours. If for some reason I fail to do so, please don't hesitate to send me a follow-up email. The exams should be graded within 1 week after the due date of each exam. I will always give feedback about the questions on exams or assignments for which you didn't receive full credit. If you need any further feedback about your performance or strategy suggestions for studying, please feel free to contact me.

Personal computer problems **do not** excuse the requirement to complete all course work in a timely and satisfactory manner. Each student needs to have a backup method to deal with these inevitable problems. These methods might include the availability of a backup PC at home or work, the temporary use of a computer at a friend's home, the local library, etc. There are absolutely no make-ups or re-do's for any reason. Please use a reliable computer/software for exams. If your computer freezes for some reason, you are allowed to go back to the exam (as long as you do it immediately). However, the time is still ticking as if you were continuing to take the exam. So get back in the exam ASAP.

Academic Dishonesty Additional Notes: All test questions, all sample questions, all assignments, all powerpoints and lecture videos are copyrighted. If you post any of these to any internet site (for example Course Hero, Chegg, etc.) this is considered academic dishonesty and you will be held responsible to the full extent of university enforcement. Nothing in this class is a group project, groups exam, etc. You CANNOT share any exam questions, exam information, question solutions or assignment information with your classmates or anybody outside the university. You CANNOT discuss any exam information with anyone while the exam is still available for other students to take. You cannot take photos of the questions (even after the exam is completed graded. Sharing any of the above-mentioned information with anyone will be considered academic dishonesty. If you want to ask me a question about any of the questions on the exam, please just type the question, or reference the number/topic and I will be happy to address it.

Late Work: Late work WILL NOT BE ACCEPTED for online classes and no excuse are accepted as several days are given for the completion of assignments and/or exams

End of Course Evaluation: Towards the end of the semester, please take a few minutes to fill-out the instructor/course evaluation. Canvas will prompt you to do this evaluation when it is available.

University Policies

Accommodation for Students with Disabilities

Students with Disabilities: The University of Texas Permian Basin in compliance with the Americans with Disabilities Act and Section 504 of the Rehabilitation Act provides “reasonable accommodations” to students with disabilities. Only those students, who an Instructor has received an official Letter of Accommodation (LOA) sent by the Office of ADA for Students, will be provided ADA academic accommodations.

ADA Officer for Students: Mr. Paul Leverington

Address: Mesa Building 4242/4901 E. University, Odessa, Texas 79762

Voice Telephone: 432-552-4696

Email: ada@utpb.edu

For the accessibility and privacy statements of external tools used within courses, go to [Accessibility and Privacy Statements](#).

Sexual Harassment/Sexual Misconduct Policy

The University of Texas Permian Basin (the University) is committed to maintaining a learning and working environment that is free from discrimination based on sex in accordance with Title IX of the Higher Education Amendments of 1972 (Title IX), which prohibits discrimination on the basis of sex in educational programs or activities; Title VII of the Civil Rights Act of 1964 (Title VII), which prohibits sex discrimination in employment; and the Campus Sexual Violence Elimination Act (SaVE Act), Violence Against Women Act (VAWA), and Clery Act. Sexual Misconduct, Retaliation, and other conduct prohibited under this Policy will not be tolerated and will be subject to disciplinary action.

The University will promptly discipline any individuals or organizations within its control who violate this Policy. The University encourages you to promptly report incidents that could constitute violations of this Policy to the Title IX Coordinator. The complete Sexual Harassment/Sexual Misconduct Policy can be found [here](#).

You may report incidents of sexual misconduct to any University employee. They are obligated to report any incident to the Title IX Coordinator or Deputy Coordinator.

You may also contact:

The UTPB Police Department at 432-552-2786

The Title IX Coordinator at 432-552-2697 or TitleIXCoordinator@UTPB.edu.

The Dean of Students at 432-552-2600

Reports can also be made via the University Complaint Portal: [UTPB Complaint Management](#)

A **confidential reporting option is available**. Please contact UTPB's Counseling Center at 432-552-3365 or 432-552-2367 or stop by MB 1150.

Scholastic Dishonesty

“Scholastic Dishonesty” is any form of cheating or plagiarism that violates the Student Code of Conduct. Scholastic dishonesty or academic dishonesty includes, but is not limited to, cheating, plagiarism, collusion, falsifying academic records, and any act designed to give unfair

advantage to the student (such as, but not limited to, submission of essentially the same written assignment for two [2] courses without the prior permission of the instructor, and providing false or misleading information in an effort to receive a postponement or an extension on a test, quiz, or other assignment), or the attempt to commit such an act. The Student Code of Conduct provides students fair notice of conduct considered unacceptable at The University of Texas Permian Basin and which may be the basis for disciplinary action. This policy provides the procedures to be following when student disciplinary action may need to be implemented and outlines the appeals process. The Student Code of Conduct is available online at: <https://www.utpb.edu/life-at-utpb/student-services/dean-of-students/student-code-of-conduct>

Student Success at UTPB

UT Permian Basin offers numerous services to help you reach your academic goals. Available both in the Success Center on the 2nd Floor of the Mesa Building (<https://www.utpb.edu/academics/advising-and-support/student-success-center/index>), and online, UTPB Student Success offers the following services to all students:

- O.W .L. (Online Writing Lab) - Submit essays that need to be revised by one of our tutors to owl@utpb.edu.
- Tutoring – For both online and in person tutoring, please use EAB to create an appointment. (Utpb.campus.eab.com) Sign in using UTPB credentials.
- SI/PLTL Sessions - If available for your class, will be communicated to you by the mentor assigned to your class section and students can communicate to their SI or PL through Canvas.
- Peer Mentoring - Incoming freshmen can be paired with a peer mentor who will help you navigate your first year on campus.
- SSC Computer Lab - Come take advantage of the state-of-the-art computers available at the Student Success Center.

Please email success@utpb.edu for more information.

Course Modalities

Both the Texas Higher Education Coordinating Board (THECB) and the Southern Association of Schools and Colleges Commission on Colleges (SACSCOC) provide standard definitions for basic course types/modalities that have informed the following adopted course definitions.

Online Courses are those in which more than 85 percent of the planned instruction occurs online/virtually (asynchronously) when students and faculty are not in the same place. A fully online course is one in which mandatory in-person meetings occur no more than 15% of the planned instructional time.

Remote Courses are ones in which students, while not required to physically come to campus to attend in-person classes, are required to “attend” virtually/remotely (synchronously) during scheduled days and times, with students expected to log in and participate in the lecture via video conferences.

Hybrid Courses are courses in which the majority (more than 50% but less than 85%) of the planned instruction occurs when students and instructor(s) are not in the same place. This form of instruction offers a mix of on-campus/in-person and remote/online/electronic learning.

HyFlex Courses are those which, like hybrid courses, offer a mix of on-campus/in-person and remote/online/electronic learning. These courses, however, do not require student authentication since at least 50% of the planned instruction occurs when students and instructor(s) are in the same place.

Face-to-Face/In-Person Courses are those in which more than 85 percent of the planned instruction occurs when students are in the same place with an instructor(s).

Distance Education Policy

Distance Education Courses and Student Identity Authentication Requirements and Policy

SACSCOC defines a distance education course as one in which more than 50 percent of the planned instruction occurs when students and instructor(s) are not in the same physical place. Distance education courses, therefore, include online, remote, and hybrid courses as defined above. Per SACSCOC and University policy, all distance education courses are required to follow our Distance Education Student Authentication Policy procedures (please see below), and these requirements and policies must be stated in the course syllabus. Further, any projected additional student charges associated with verification of student identity must be indicated on the courses schedule and course syllabus.

The Distance Education Student Authentication Policy does not apply to Hyflex Courses--those in which at least 50% of the planned instruction occurs when students and instructor(s) are in the same place--and Face-to-Face/In-Person Courses--those in which more than 85 percent of the planned instruction occurs when students and instructor(s) are in the same place. Student authentication and identity verification in these courses may be accomplished by in-person attendance monitoring as well as through in-class instructor proctored examinations and other assessments. These same "in-class" authentication procedures also may be employed in hybrid courses, but in the case of these defined distance education courses, they must be documented on the course syllabus as described below.

Distance Education Student Authentication Policy and Syllabus Requirements

UT Permian Basin's Distance Education Student Authentication Policy requires the University to employ processes (documented in each distance education syllabus) to verify that each student who registers for a distance education course is the same student who participates in, completes, and receives credit for the course.

The policy requires faculty members teaching distance education courses to employ at least two methods of verification to ensure student identities. The first method of verification is accomplished by the student logging into Canvas, our learning management system. To access all UTPB courses, students must login to Canvas uniqueness personal identifying username and secure password. This is the primary method of student identity verification. The Distance Education Student Authentication Policy requires at least one additional student identification method within the distance learning course that has been determined and approved by the faculty or academic program. The second method of authentication must be explicitly stated in the syllabus. The second method of student authentication maybe:

- Proctored exams using an approved photo ID*.
- Presentation of approved photo ID through a webcam and optional levels of proctoring during assessment.
- Field or clinical experiences using an approved photo ID.
- Synchronous or asynchronous video activities using an approved photo ID.
- In hybrid distance education courses, which have an in-person meeting component, the secondary method of student authentication may be accomplished (as is it may be done in hyflex and face-to face-courses) by in-person attendance monitoring as well as through required in-class instructor proctored examinations and other assessments.
- Other Technologies or procedures, etc. (which must be detailed in the syllabus).

If faculty require secondary method of verification for which students are charged a fee (e.g. face-to-face proctoring at an off-campus site that charges a fee), this notification must be stated on the course schedule and in the course syllabus as well.

*Approved photo identifications include passports, government issued identification, driver's licenses, military ID from DoD; dual credit and early college high school students use school district identifications.