Overview
Real estate is of great importance to many people, whether they own or rent their homes, invest in real estate for personal or business purposes, or work in the real estate profession. This course is designed to introduce students to the basic principles and business fundamentals of real estate, and to provide a framework for making real estate decisions.

Text
Real Estate Principles, Floyd and Allen, 10th edition, Dearborn
Additional online reading will be assigned.

Online Format: learn.uconn.edu
The course is delivered in an online asynchronous format via HuskyCT. For each topic week, students are expected to:
- complete the reading and study exercises
- view the online video lecture and participate in guided analysis
- complete and submit a homework assignment
- participate in a group discussion

Math Aptitude
This course assumes that students have a basic understanding of math, problem solving, computer applications, and internet use. Microsoft Excel software will be used in, and is required for, the second half of the semester.

Academic Integrity
Students must adhere to the University of Connecticut Student Code. Quizzes & Homework Assignments must be completed individually.

Evaluation: out of 100 possible points
- Online Orientation Exercises = 4 points
- Homework Study Exercises = not graded
- Internet Assignments = 28 points (14 assignments, 2 points each)
- Group Discussions = 28 points (14 discussions, 2 points each)
- Individual Quizzes = 40 points (best 4 out of 5 quizzes, 10 points each)

Quiz Dates
- Quiz 1: Sunday, February 1 – Monday, February 2
- Quiz 2: Sunday, February 22 – Monday, February 23
- Quiz 3: Sunday, March 22 – Monday, March 23 (after spring break)
- Quiz 4: Sunday, April 12 – Monday, April 13
- Quiz 5: Sunday, May 3 – Monday, May 4

Schedule:
- topic week runs from Monday to Sunday

By January 20
- Online Orientation

Week 01: January 20 – 25; Ch. 1 & 2
- The Real Estate Asset
  - Week 02: January 26 – February 1; Ch. 2, 3, & 4
  - Ownership Rights and Limitations
  - Week 03: February 2 – 8; Ch. 5 & 6
  - Purchase and Sale Transfer
  - Week 04: February 9 – 15; Ch. 7
  - Lease Transfer
  - Week 05: February 16 – 22; Ch. 8
  - Brokerage and Fair Housing
  - Week 06: February 23 – March 1; Ch. 9
  - Appraisal
  - Week 07: March 2 – 8; Ch. 13
  - Market Dynamics
  - Week 08: March 9 – 15; Ch. 14
  - Urban and Regional Economics
  - Week 09: March 23 – 29; Ch. 16
  - Mortgage Financing Concepts
  - Week 10: March 30 – April 5; Ch. 17
  - Financial Analysis Tools
  - Week 11: April 6 – 12; Ch. 18
  - Mortgage Mechanics
  - Week 12: April 13 – 19; Ch. 19
  - Income Property 1
  - Week 13: April 20 – 26; Ch. 19
  - Income Property 2
  - Week 14: April 27 – May 3; Ch. 15
  - Primary Residence