

**Diablo Valley College**

**SYLLABUS FOR**  
**REAL ESTATE:**  
**FINANCE**

**Course/Meeting Info**

**RE: 164-8306**  
**Real Estate Finance**  
**Lecture: Mondays**  
**06:30PM – 10:05PM**  
**Humanities, Room 105**  
**9/11/2006 - 12/11/2006**

**Important Dates**

<b>Grade Type:</b>	<b>Student Choice</b>
<b>Last Date to Add:</b>	<b>9/11/06</b>
<b>Last Date to Drop with no 'W':</b>	<b>10/01/06</b>
<b>Last Date to Drop with 'W':</b>	<b>11/20/06</b>
<b>Census Date:</b>	<b>9/25/06</b>
<b>Census Type:</b>	<b>D</b>

**Michael S. Smith**

**[michael@gbfc.com](mailto:michael@gbfc.com)**

**Office Hours: M 3-4**

**1981 N. Broadway Suite 345**

**Walnut Creek, CA. 94596**

**925-933-2929**

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**Course Description:**

**Real Estate Finance**

**RE 164 - 8306**

## Course Objectives:

1. Explore basic theoretical and real life principals of real estate finance, using textbook, case studies, lectures and presentations by industry professionals.
2. Gain exposure to the use of real estate finance communication skills, practices, terms and techniques, including conventional, FHA/VA and non-institutional loans.
3. Examine construction, investment and creative financing demonstrated through the assigned text, lectures, speakers, classroom exercises and the completion of all assignments.

## Expectations:

1. Students will be expected to complete basic math and simple algebra assignments. Successful completion of ENG 122 and RE Principles or a valid California RE license would be helpful. A financial calculator will be useful in class and for homework assignments.
2. All exams and assignments are due per syllabus. Quizzes may be given unannounced.
3. Exams, quizzes and assignments cannot be made up or turned in late unless 24 hour "written" notice is given & accepted by instructor. \*

## Required and Suggested Materials for this Course:

- ✓ Required Text: California Real Estate Finance. 5<sup>th</sup> Edition. By Minnie Lush and David Sirota
- ✓ Suggested: newspapers (CC Times, SF Chronicle, Wallstreet Journal, etc.) real estate magazines, WWW (see attached).

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## Grading Policy:

- \*Semester Assignments 20%
- \*Quizzes 20%
- \*Class Participation 10%
- \*Midterm 20%
- \*Final 30%

90-100	<b>A</b>
80-90	<b>B</b>
70-80	<b>C</b>
60-70	<b>D</b>
< 60	<b>F</b>

### **Grading:**

- *MIDTERM: SCANTRON – MULTIPLE CHOICE form #2052*
  - *FINAL: SCANTRON – MULTIPLE CHOICE form #2052*
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### **Weekly Format of the Course:**

- Current news reviews.
- Set agenda for the evening.
- Chapter review (see Calendar of Assignments attached).
- Discussion & Lecture
- Guest speakers (see Calendar).

### **Miscellaneous Rules:**

- No cell phones are allowed to be on during class. **NOTEBOOK COMPUTERS FOR USE IN THE CLASSROOM SESSIONS ARE ALLOWED.**
- You do not need to ask permission to leave or return to your seat at any time.
- If you are caught cheating on any class activity, you will be treated as per the student code of conduct and academic integrity policies—see DVC college catalog.

**FALL 2006**  
**PROPERTY MANAGEMENT**  
**RE 164-8306**  
**Calendar of Assignments:**

Week	Textbook Readings BY CHAPTER	Subjects Covered	Activities / Speaker	TOPIC / Assignment/ Quiz(s)
9-11-06	1 & 2	Intro – CA RE Finance Monetary System & Money		Assignment #1 & #2 handout
9-18-06		* No class *		
9-25-06	3 & 4	Assignment #1 EMAIL TO <a href="mailto:Michael@gbfc.com">Michael@gbfc.com</a> Subject: DVC 164 Assmnt #1	Cynthia Kroll UC Berkeley	Current RE Market Conditions
10-2-06	5	Finance sources and loans	Cary Amo Market	Quiz Chapters 1-3
10-9-06	6 & 7	Financial Agencies and loans *Reverse Mortgages	Rick SanVicente	Assignment #2 Due
10-16-06	8	Loan terms, notes		
10-23-06	9	Instruments of RE Finance	Ken Chan Fnma/GMAE	Quiz Chapters 4-7
10-30-06	REVIEW	TBD		
11-6-06	MIDTERM	Chapters 1-9		
11-13-06	10	Underwriting	Patsy Czabarabek	Assignment #3 handout
11-20-06	11	U.W. & Processing	Laura Martinez	
11-27-06	12 & 13	Secondary Mortgage & Trust Deeds; Defaults & Foreclosures		Quiz Chapters TBD
12-4-06	14 & 15 REVIEW	Investment Financial Strategies		Assignment #1 & #3 Due
12-11-06	FINAL	Chapters 1-15 Comprehensive		

➤ Instructor reserves right to add, change, delete, alter, reconfigure, modify or otherwise enhance schedule above.

## REFERENCE MATERIALS

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1. [www.co.contra-costa.ca.us](http://www.co.contra-costa.ca.us) (tax info)
2. [www.realtor.org](http://www.realtor.org) (statistics)
3. [www.1031.org](http://www.1031.org) (1031 exchange)
4. [www.ca.gov](http://www.ca.gov) (land lord/ tenant law)
5. [www.uslegalforms.com](http://www.uslegalforms.com) (legal forms / contracts)
6. [www.apta.com](http://www.apta.com) (American Public Transportation Association)
7. [www.economicindicators.com](http://www.economicindicators.com) (Economic Indicators)
8. [www.mnsfed.edu/debts/lib/business.html](http://www.mnsfed.edu/debts/lib/business.html) (business cycle indicators glossary)
9. [www.fairisaac.com](http://www.fairisaac.com) (credit sources)
10. [www.mortgage-x.com](http://www.mortgage-x.com) (mortgage history/indexes)
11. [www.annualcreditreport.com](http://www.annualcreditreport.com) OR (1-877-322-8228) FREE!
12. FTC website:  
[http://www.ftc.gov/bcp/online/edcams/credit/ycr\\_free\\_reports.htm](http://www.ftc.gov/bcp/online/edcams/credit/ycr_free_reports.htm)
13. [www.rentclicks.com](http://www.rentclicks.com): single family residential rents
14. [www.realtor.com](http://www.realtor.com)
15. [www.closingpoint.com](http://www.closingpoint.com)

16. [www.realestatejournal.com](http://www.realestatejournal.com) – The Wall Street Journal
16. [www.kw.com](http://www.kw.com) – Keller Williams guide to properties
17. [www.factfinder.census.gov](http://www.factfinder.census.gov) – U.S. Census Bureau statistics
18. [www.swmls.com](http://www.swmls.com) – Southwest Multiple Listing service
19. [www.ncrainc.org](http://www.ncrainc.org) – National Credit Reporting Association
20. [www.ftc.gov/scp/conline/pubs/credit/scoring.html](http://www.ftc.gov/scp/conline/pubs/credit/scoring.html) -  
credit facts for consumers
21. <http://www.moneycafe.com/library/prime.htm>  
interest rates (historical and current)
22. [www.googleearth.com](http://www.googleearth.com): demographics, check it out!
23. [www.bloomberg.com/markets/ratels.html](http://www.bloomberg.com/markets/ratels.html)
24. [www.newyorkfed.org/pihome/educator/level.html](http://www.newyorkfed.org/pihome/educator/level.html)
25. [www.federalreserve.gov/](http://www.federalreserve.gov/)
26. [www.realinfo.net/15YEAR.pdf](http://www.realinfo.net/15YEAR.pdf)
27. [www.realinfo.net/30YEAR.pdf](http://www.realinfo.net/30YEAR.pdf)
28. [www.fdic.gov/regulations/laws/rules](http://www.fdic.gov/regulations/laws/rules)
29. [www.RealtyTrac.com](http://www.RealtyTrac.com) foreclosures
30. [www.Foreclosures.com](http://www.Foreclosures.com) foreclosures