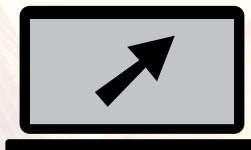


REAL ESTATE INSTITUTE
AT TEMPLE UNIVERSITY CENTER CITY

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REAL ESTATE EXAM PREP COURSE

for the PA Real Estate Broker and Salesperson Exam

Prepare for Success!

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

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Real Estate Courses-At-A-Glance • FALL 2018

REAL ESTATE SALESPERSON COURSES

Course No.	Sec.	Day	Dates	Course Name	Time	Instructor	
Daytime Classes							
REI001	264	M/TH	9/10 - 10/1	Real Estate Fundamentals (30hrs.)	9:00 AM - 1:20 PM	Janis Benstock	
REI002	264	M/TH	10/4 - 11/5	Real Estate Practice (45hrs.)	9:00 AM - 1:30 PM	Janis Benstock	
REI001	268	T/TH	9/25 - 10/16	Real Estate Fundamentals (30hrs.)	9:00 AM - 1:20 PM	Trent Pettus	
REI002	268	T/TH	10/18 - 11/20	Real Estate Practice (45hrs.)	9:00 AM - 1:30 PM	Trent Pettus	
Evening Classes							
REI001	265	M	9/10 - 10/22	Real Estate Fundamentals (30hrs.)	5:30 PM - 9:50 PM	Gary Robinson	
REI002	265	M	10/29 - 12/10	Real Estate Practice (45hrs.)*	5:30 PM - 9:50 PM	Gary Robinson	
REI001	266	W	9/12 - 10/24	Real Estate Fundamentals (30hrs.)	5:30 PM - 9:50 PM	Gary Robinson	
REI002	266	W	10/31 - 12/19	Real Estate Practice (45hrs.)*	5:30 PM - 9:50 PM	Gary Robinson	
REI001	267	TH	9/13 - 10/25	Real Estate Fundamentals(30hrs.)	5:30 PM - 9:50 PM	Jonathan Orens	
REI002	267	TH	11/1 - 12/13	Real Estate Practice (45hrs.)*	5:30 PM - 9:50 PM	Jonathan Orens	
*Evening Students must choose 2 of the following Saturday classes to fulfill additional 15 hour requirement.							
		November 3 (7.5 hrs)		November 10 (7.5 hrs)		November 17 (7.5 hrs) December 1 (7.5 hrs)	
Saturday Classes							
REI001	263	S	9/8 - 10/13	Real Estate Fundamentals (30hrs.)	9:00 AM - 2:00 PM	Michael Frolove	
REI002	263	S	10/20 - 12/15	Real Estate Practice (45hrs.)	9:00 AM - 2:00 PM	Michael Frolove	

DAYTIME • Classes are held **twice** a week. **EVENING** • Classes are held **once** a week. **SATURDAY** • Classes are held **once** a week.

REAL ESTATE BROKER COURSES

Course No.	Sec.	Day	Dates	Course Name	Time	Instructor
REI003	29	M	9/10/18-12/17/18	Real Estate Finance	5:30 PM - 8:30 PM	Michael Frolove
REI053	19	T	9/11/18-10/30/18	Funding Strategies in Residential Real Estate	5:30 PM - 7:30 PM	Brett Warren
REI054	41	W	9/12/18-12/19/18	Real Estate Brokerage	5:30 PM - 7:30 PM	Greg West
REI011	36	W	9/12/18-12/19/18	Commercial Real Estate	7:30 PM - 9:30 PM	Greg West
REI005	44	TH	9/13/18-12/20/18	Real Estate Investment	5:30 PM - 7:30 PM	Joseph Glennon
REI007	43	TH	9/13/18-12/20/18	Residential Property Management	7:30 PM - 9:30 PM	Joseph Glennon/ Michael Batley

REAL ESTATE PROFESSIONAL DEVELOPMENT

TEMPLE UNIVERSITY AMBLER CAMPUS						
Course No.	Sec.	Day	Dates	Course Name	Time	Instructor
REI10003	001	T	9/25/18	Social Media for Real Estate Professionals	9:00 AM - 12:00 PM	Joseph Scorese
REI10003	002	TH	11/15/18	Social Media for Real Estate Professionals	9:00 AM - 12:00 PM	Joseph Scorese

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REAL ESTATE INSTITUTE

NON-PROFIT ORGANIZATION U.S. POSTAGE PAID PHILADELPHIA, PA PERMIT NO. 1044

TEMPLE UNIVERSITY
Real Estate Institute
Real Estate Institute at Temple University Center City
1515 Market Street, Suite 215
Philadelphia, PA 19102
ADDRESS SERVICE REQUESTED

FALL 2018

CLASSES START SEPTEMBER 8, 2018

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TEMPLE UNIVERSITY

FALL 2018

Real Estate Institute

REAL ESTATE INSTITUTE

CLASSES START SEPTEMBER 8, 2018

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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
Timothy Galbraith, 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 Featherman Realtor
Michael M. Frolove Broker/Appraiser
Joseph J. Glennon Broker/Asset Manager/CPM/CCIM
Steve Hunn Home and Building Inspector/Consultant, ASHI
Robert Luciani. Broker/Assessor/Appraiser/ASA
Joseph J. McGettigan Realtor/Broker/Appraiser/CRS/CRB/GRI/RE Commissioner
Matt Mittman Realtor
Jonathan M. Orens Realtor/Broker/GRI/ABR/SRES/CNE
Trent Pettus. Realtor/Broker
Stephen B. Ratner Certified Public Accountant
Gary Robinson Realtor/Sales Trainer
James Sherman. Real Estate Builder/Developer
Michael Silverman Broker/Appraiser/MAI
Theresa Stigale. Realtor/Broker/Developer/CNE/Green
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 Korn. Director Emeritus/Faculty, 2005-2016

REAL ESTATE SALESPERSON COURSES

REAL ESTATE FUNDAMENTALS AND REAL ESTATE PRACTICE BOTH COURSES ARE REQUIRED TO TAKE THE STATE REAL ESTATE LICENSING EXAM

REI 001/002/75 hours Total Fee: \$670 for both courses

Taught by: Janis Benstock, Michael Frolove, Matt Mittman, Jonathan Orens, Trent Pettus and Gary Robinson.

Required textbook for both courses: *Modern Real Estate Practice in Pennsylvania, 13th Edition.*

First Half of Semester

REAL ESTATE FUNDAMENTALS

REI 001/30 hours/Fee: \$335

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 002/45 hours/Fee: \$335

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

REGISTER ONLINE:
noncredit.temple.edu/rei

PHONE: **215-204-1539**

To register and pay for courses by credit card, please visit us online at noncredit.temple.edu/rei or call 215-204-1539. To register and pay for a course education course using a check or money order, please visit our office at the address above or call us to pay over the phone. We regret that we cannot take credit card payments by mail.

Online registration is recommended

REGISTER IN PERSON:

**Temple University
Real Estate Institute
1515 Market Street, Ste. 215
Philadelphia, PA 19102**

REAL ESTATE BROKER COURSES

All Real Estate broker 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 2020 license renewal.

REAL ESTATE FINANCE (FALL SEMESTER ONLY)

REI 003/3 credits/45 hours/Fee \$420
Mondays • September 10-December 17
5:30 PM-8:30 PM

Taught by Michael Frolove

This course is an introduction to real estate financing from both lender and borrower standpoints. It covers residential and commercial transactions with consideration given to sources of mortgage financing; the secondary mortgage market; a review of essential provisions of mortgage documents; defaults and foreclosures. It teaches students how to evaluate adjustable vs. fixed-rate mortgages; conventional, government-guaranteed VA, FHA insured loans; qualifying the borrower and processing real estate loans; and special aspects of real estate finance.

Text: Essentials of Real Estate Finance.

FUNDING STRATEGIES IN RESIDENTIAL REAL ESTATE

REI 053/1 credit/15 hours/Fee: \$220
Tuesdays • September 11-October 30
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

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.**

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!

REAL ESTATE BROKERAGE

REI 054/2 credits/30 hours/Fee: \$325
Wednesdays • September 12-December 19
5:30 PM-7:30 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

COMMERCIAL REAL ESTATE

REI 011/2 credits/30 hours/Fee: \$325
Wednesdays • September 12-December 19
7:30 PM-9:30 PM

Taught by Greg West

Are you interested in owning, leasing or managing commercial property? Learn about the commercial real estate market. Find out about

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.**

practices and techniques used in leasing and managing office space and commercial retail stores.

REAL ESTATE INVESTMENT

REI 005/2 credits/30 hours/Fee: \$325
Thursdays • September 13-December 20
5:30 PM-7:30 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

RESIDENTIAL PROPERTY MANAGEMENT

REI 007/2 credits/30 hours/Fee: \$325
Thursdays • September 13-December 20
7:30 PM-9:30 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,

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 withdrawals made after the start of the second class meeting.

RETURNED CHECKS

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

marketing and leasing rental units; tenant selection and tenant relations; leasing practices and procedures; and overall rental market surveys.

REAL ESTATE PROFESSIONAL DEVELOPMENT

SOCIAL MEDIA FOR REAL ESTATE PROFESSIONALS

REI10003/Fee: \$49
Tuesday, September 25
or Thursday, November 15
9:00 AM-12:00 AM

Taught by Joseph Scorese

Real Estate Professionals have an array of tools available to them on the internet today including numerous social media websites. Many social media sites can be used to effectively and efficiently market to your target audience, providing new opportunities to expand and increase your real estate sales business. This course will provide an overview of social media and offer practical advice and suggestions on how to maximize usage of these sites. This course will be held at Temple University's Ambler campus.

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.