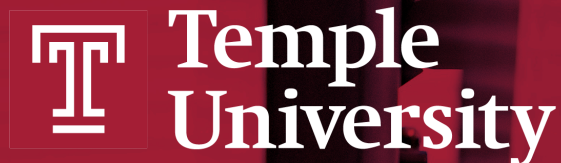


REAL ESTATE INSTITUTE

Temple University
Spring 2023



Take online and
in-person Real Estate
Salesperson and
Broker courses at
the largest program
for professional real
estate education in the
tri-state region.



Real Estate Institute

noncredit.temple.edu/rei

WELCOME TO THE REAL ESTATE INSTITUTE AT TEMPLE UNIVERSITY CENTER CITY

REI at Temple University is the largest program for professional real estate education in the tri-state region. **Courses for the Spring 2023 season will be held online and in-person.** If you have any questions, please feel free to contact us at 215-204-1539 or realestateinstitute@temple.edu.

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

Timothy Galbraith, Assistant Director

Real Estate Institute Faculty: Spring 2023

Michael Batley.....	Realtor/Property Manager
Janis Benstock.....	Realtor/Broker
Michael Coleman	Realtor
Leah Erickson, EdD	Realtor/Appraiser/GAA/CEI
Jules W. Falcone	Home and Building Inspector/Consultant, ASHI
John Featherman	Realtor
Joseph J. Glennon	Broker/Asset Manager/CPM/CCIM
Steven Hunn.....	Home and Building Inspector/Consultant, ASHI
Robert Luciani	Broker/Assessor/Appraiser/ASA
Matt Mittman.....	Realtor
Jonathan M. Orens	Realtor/Broker/Developer/GRI/ABR/SRES/CNE
Trent Pettus	Realtor/Broker
Eric Rehling.....	Realtor/Broker
Gary Robinson.....	Realtor/Sales Trainer
Joseph Scorese.....	Property Manager/Social Media Consultant/Mortgage Banker
Sherman Toppin, Esq.....	Real Estate Attorney/Broker
Brett M. Warren.....	Mortgage Banker
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

Both the Real Estate Fundamentals and Real Estate Practice courses are required to take the state Real Estate Licensing Exam. **Required textbook for both courses:** *Modern Real Estate Practice in Pennsylvania, 14th Edition.*

REAL ESTATE FUNDAMENTALS

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.

Available Sections, Online via Zoom:

REI 001-349/30 hours/Fee: \$335

Taught by: Mike Coleman

Saturdays: Jan. 14–Feb. 11, 9:00AM–3:00PM

–

REI 001-350/30 hours/Fee: \$335

Taught by: Gary Robinson

Mondays & Wednesdays: Jan. 18–Feb. 20, 5:30PM–8:30PM

–

REI 001-352/30 hours/Fee: \$335

Taught by: Trent Pettus

Mondays & Thursdays: Feb. 6–Feb. 23, 9:00AM–2:00PM

Available Sections, In-Person at TUCC:

REI 001-348/30 hours/Fee: \$335

Taught by: Mike Coleman

Saturdays: Jan. 14–Feb. 11, 9:00AM–3:00PM

–

REI 001-351/30 hours/Fee: \$335

Taught by: Jon Orens

Tuesdays & Thursdays: Jan. 10–Feb. 9, 5:30PM–8:30PM

REAL ESTATE PRACTICE

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.

Available Sections, Online via Zoom:

REI 002-349/45 hours/Fee: \$335

Taught by: Mike Coleman

Saturdays: Feb. 18–Apr. 15, 9:00 AM–3:00 PM

–

REI 002-350/45 hours/Fee: \$335

Taught by: Gary Robinson

Mondays & Wednesdays: Feb. 22–Apr. 17, 5:30 PM–8:30 PM

–

REI 002-352/45 hours/Fee: \$335

Taught by: Trent Pettus

Mondays & Thursdays: Feb. 27–Mar. 27, 9:00 AM–2:00 PM

Available Sections, In-Person at TUCC:

REI 002-348/45 hours/Fee: \$335

Taught by: Mike Coleman

Saturdays: Feb. 18–Apr. 15, 9:00AM–3:00PM

–

REI 002-351/45 hours/Fee: \$335

Taught by: Jon Orens

Tuesdays & Thursdays: Feb. 14–Apr. 4, 5:30PM–8:30PM

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

REAL ESTATE BROKERAGE COURSES

All Real Estate Broker courses may be used to meet the Pennsylvania state educational broker requirements. They also count toward the 14 hours of PA continuing education for the 2022 license renewal.

REAL ESTATE DEVELOPMENT

IN-PERSON AT TUCC

REI014-031/2 credits/30 hours/Fee: \$325

Taught by: Bill King

—
Mondays: Feb. 20–Apr. 2, 5:30 PM–8:30 PM

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

REAL ESTATE SALES

IN-PERSON AT TUCC

REI 065-001/2 credits/30 hours/Fee: \$325

Taught by: John Featherman

—
Wednesdays: Jan. 25–Mar. 29, 5:30PM–8:30PM

This thirty-hour/two credit elective for real estate broker licensure in PA will delve into varying aspects of brokering real estate sales, including prospecting techniques, listings, financing and closing transactions, and more!

For more information and to register, visit:
noncredit.temple.edu/reibroker

APPRAISAL LICENSURE CLASSES

BASIC APPRAISAL PROCEDURES

IN-PERSON AT TUCC

REI140-001/30 hours/Fee: \$325

Taught by: Rob Luciani

—
Tuesdays & Thursdays: Jan. 31–Mar. 2, 5:30 PM–8:30 PM

This 30 hour course will serve as a follow up to Basic Appraisal Principles and reinforce its content through demonstrated valuation approaches, data collection and analysis, and cost estimations. Other practices that are essential to real estate appraisal that are covered in this course are direct and yield capitalization, reconciliation, and partial interests.



SELF-PACED ONLINE COURSES

EARN YOUR REAL ESTATE LICENSE WITH ONLINE, SELF-PACED COURSES.

REAL ESTATE FUNDAMENTALS

This 30-hour Pennsylvania Real Estate Fundamentals interactive course introduces you to the language, principles, legal concepts, and laws that govern real estate ownership and its transfer in Pennsylvania. This course was built to ensure you have the information you need to pass the Pennsylvania real estate licensing examination.

REAL ESTATE PRACTICE

This 45-hour Pennsylvania Real Estate Practice interactive course introduces you to the various facets of the real estate business and the techniques, procedures, and ethics involved in a real estate transaction. This course was created to ensure you have the information you need to pass the Pennsylvania real estate licensing examination.

EXAM PREP COURSES

REAL ESTATE EXAM REFRESHER

Refresher Boot Camp for the PA Real Estate Salesperson Exam

Prepare for Success!

- Reduce test-taking anxiety
- Increase your test-taking skills by learning a variety of strategies and techniques
- Review key topics from Modern Real Estate Practices

Register for \$240

REIBOOT-016

Taught by: Trent Pettus
Tuesdays & Thursdays:
5:30PM-8:30PM,
Feb. 7-Feb. 28

REGISTRATION INFORMATION

REGISTER ONLINE:

NONCREDIT.TEMPLE.EDU/REI

To register and pay for courses by credit card, please visit us online at noncredit.temple.edu/rei or call 215-204-1539. We regret that we cannot accept checks or take payments in-person at this time. **Online registration is strongly recommended.**

ZOOM INFORMATION

Several of our courses that have scheduled meetings with instructors will meet via Zoom. You can access Zoom from your internet browser or by downloading the free app to your laptop, desktop, tablet, or smartphone.

You'll be sent the link for your class(es) once you've registered.

For a successful online learning experience, make sure you have the following:

- **Video capability**—If your computer/device does not have a built-in camera, then we recommend you purchase a webcam.
- **Headset/headphones**
- **Access to the Zoom app on your computer/device**—Zoom can be downloaded from its website or from your app store.

POLICIES, REFUNDS & MORE

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.

TRANSCRIPTS

Transcripts are granted for successful completion of the programs outlined in this brochure.

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 cancellations made after the start of the second class

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 advanced notice and option of refund are provided.

