

The background of the entire page is a photograph of a cityscape at night. A large, multi-story building with many lit windows is the central focus. To the right, a building with a prominent dome and a clock tower is visible. The sky is a mix of dark blue and purple, suggesting dusk or dawn. A large, semi-transparent blue shape is overlaid on the bottom right of the image, containing the main title and start date.

TEMPLE
UNIVERSITY

SPRING 2018

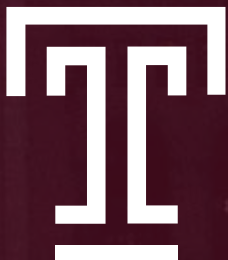
CENTER CITY

REAL ESTATE INSTITUTE

CLASSES START WEEK OF JANUARY 8, 2018

REAL ESTATE INSTITUTE SPRING COURSES 2018

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TEMPLE
UNIVERSITY

CLASSES START
WEEK OF JANUARY 8, 2018

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
Deloris E. Jordan, 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 W. Fisher Broker/GRI/CIPS
Michael M. Frolove Broker/Appraiser
Joseph J. Glennon Broker/Asset Manager/CPM/CCIM
Mark Herrmann Real Estate Developer
Steve Hunn Home and Building Inspector/Consultant, ASHI
Harvey M. Levin MAI/Appraiser/Consultant
Robert Luciani Broker/Assessor/Appraiser/ASA
Barry S. Ludwig Realtor/CCIM/MAI/CPM/CRE
Joseph J. McGettigan Realtor/Broker/Appraiser/CRS/CRB/GRI/RE Commissioner
Matt Mittman Realtor
Jonathan M. Orens Realtor/Broker/GRI/ABR/SRES/CNE
Alex Pearl, Esq. Real Estate Attorney
Stephen B. Ratner Certified Public Accountant
Gary Robinson Realtor/Sales Trainer
Flora Rubin Realtor/Broker/GRI/ABR
James Sherman Real Estate Builder/Developer
Michael Silverman Broker/Appraiser/MAI
Theresa Stigale Realtor/Broker/Developer/CNE/Green
Karen F. Thorp Broker/CPM/RPA
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 Courses-At-A-Glance • Spring 2018

COURSE TITLE	SECTION	DAY	START DATE	TIME	PAGE
REAL ESTATE FUNDAMENTALS (REI001) AND REAL ESTATE PRACTICE (REI002)					
Real Estate Fundamentals and Real Estate Practice	253	T/TH	1/9/18	9:00 AM – 1:00 PM	3
Real Estate Fundamentals and Real Estate Practice	248	M/W	1/22/18	9:00 AM – 1:00 PM	3
Real Estate Fundamentals and Real Estate Practice	249	Mon.	1/8/18	5:30 PM – 9:30 PM	3
Real Estate Fundamentals and Real Estate Practice	250	Weds.	1/10/18	5:30 PM – 9:30 PM	3
Real Estate Fundamentals and Real Estate Practice	251	Thurs.	1/11/18	5:30 PM – 9:30 PM	3
Real Estate Fundamentals and Real Estate Practice	252	Sat.	1/13/18	9:00 AM – 1:00 PM	3

COURSE TITLE	DAY	START DATE	TIME	PAGE
REAL ESTATE BROKER AND ELECTIVE COURSES				
TEMPLE UNIVERSITY CENTER CITY CAMPUS				
Residential Construction	Mon.	1/8/18	5:30 PM – 8:30 PM	6
Funding Strategies in Residential Real Estate	Tues.	1/9/18	5:30 PM – 7:30 PM	7
Real Estate Law	Tues.	1/9/18	5:30 PM – 8:30 PM	6
Real Estate Development	Weds.	1/10/18	5:30 PM – 7:30 PM	5
Basic Appraisal Principles	Thurs.	1/11/18	5:30 PM – 7:30 PM	5
Real Estate Investment	Thurs.	1/11/18	5:30 PM – 7:30 PM	8
Residential Property Management	Thurs.	1/11/18	7:30 PM – 9:30 PM	8
TEMPLE UNIVERSITY AMBLER CAMPUS				
Real Estate Brokerage	Tues.	1/16/18	9:00 AM – 2:00 PM	8
Real Estate Investment	Fri.	1/19/18	9:00 AM – 2:00 PM	8
Residential Property Management	Fri.	1/19/18	3:00 PM – 8:00 PM	8

REAL ESTATE INSTITUTE AT TEMPLE UNIVERSITY CENTER CITY

REGISTER NOW!

Learn from the Experts

Registration available for LIVE courses.
Simply go to noncredit.temple.edu/rei

Real Estate Institute Course Overview • Spring 2018

REAL ESTATE FUNDAMENTALS AND REAL ESTATE PRACTICE

DAYTIME • Classes are held **twice** a week.

T/Th Real Estate Fundamentals and Real Estate Practice 9:00 AM-1:00 PM Janis Benstock
(8 Tuesdays and 7 Thursdays) January 9-February 27

OR

M/W Real Estate Fundamentals and Real Estate Practice 9:00 AM-1:00 PM Matt Mittman
(8 Mondays and 7 Wednesdays) January 22-March 12

OR

EVENING • Classes are held **once** a week.

M Real Estate Fundamentals and Real Estate Practice 5:30 PM-9:30 PM Gary Robinson
(15 Mondays) January 8-April 16

OR

W Real Estate Fundamentals and Real Estate Practice 5:30 PM-9:30 PM Gary Robinson
(15 Wednesdays) January 10-April 18

OR

Th Real Estate Fundamentals and Real Estate Practice 5:30 PM-9:30 PM Jonathan Orens
(15 Thursdays) January 11-April 19

OR

DAYTIME • Classes are held **once** a week.

Sat Real Estate Fundamentals and Real Estate Practice 9:00 AM-1:00 PM Michael Frolove
(15 Saturdays) January 13-April 21

REAL ESTATE BROKER AND ELECTIVE COURSES

DAYTIME AT TEMPLE UNIVERSITY AMBLER CAMPUS

T Real Estate Brokerage 9:00 AM-2:00 PM Greg West

F Real Estate Investment 9:00 AM-2:00 PM Joseph Glennon

F Residential Property Management 3:00 PM-8:00 PM Joseph Glennon/
Michael Batley

EVENING AT TEMPLE UNIVERSITY CENTER CITY CAMPUS

M Residential Construction 5:30 PM-8:30 PM Jules W. Falcone/
Steve Hunn

T Funding Strategies In Residential Real Estate 5:30 PM-7:30 PM Brett Warren

T Real Estate Law 5:30 PM-8:30 PM Sherman Topin

W Real Estate Development 5:30 PM-7:30 PM Mark Herrmann

Th Real Estate Investment 5:30 PM-7:30 PM Joseph Glennon

Th Basic Appraisal Principles 5:30 PM-7:30 PM Michael Silverman

Th Residential Property Management 7:30 PM-9:30 PM Joseph Glennon/
Michael Batley



Real Estate Licensing Courses • Spring 2018

REAL ESTATE FUNDAMENTALS AND REAL ESTATE PRACTICE

Both courses are REQUIRED to take the state real estate licensing exam and include classroom and take-home assignments.

REI 001/002/4 credits/60 hours Total Fee: \$620 for both courses

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

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

First Half of Semester

REAL ESTATE FUNDAMENTALS

REI 001/2 credits/30 hours

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 002/2 credits/30 hours

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

Need a flexible schedule? Take the **Fundamentals** and **Practice** classes ONLINE at your own pace. Start today!

To register for online classes, visit our web site:
noncredit.temple.edu/rei

Broker and Elective Courses • Spring 2018

All broker and elective courses may be used to meet the Pennsylvania state educational broker requirements and include classroom and take-home assignments. They also count as the full 14 hours of PA continuing education for the 2018 license renewal.

BASIC APPRAISAL PRINCIPLES

REI 039/2 credits/30 hours/Fee: \$325

15 Thursdays

5:30 PM-7:30 PM

January 11-April 19

Taught by Michael Silverman

This course is recommended for individuals seeking appraisal or broker licensure. You will gain an understanding of the entire valuation process. Appraisal theory and real-world applications are introduced, as well as a solid foundation on which to continually build professional competency, and to prepare for a career as a valuation professional.

Text: Mastering Real Estate Appraisal

REAL ESTATE DEVELOPMENT

REI 014/2 credits/30 hours/Fee: \$325

15 Wednesdays

5:30 PM-7:30 PM

January 10-April 18

Taught by Mark Herrmann

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 contracts for professional construction.

Classrooms, Conference Rooms, Computer Labs Meeting and Training Space at **Temple University Center City**

The next time your organization needs meeting or training space, consider Temple University Center City. We can accommodate meetings for up to 100 guests and are near restaurants, shopping and entertainment.

Options include:

- A wide range of room capacities and a variety of configurations, all equipped with spacious whiteboards and ceiling-mounted LCD projectors.
- A broad selection of media equipment to enhance your event.
- Large windows that provide lots of natural light and beautiful city views.

Convenient location and affordable rates make space rentals at Temple University Center City an attractive option for many non-profit organizations and government agencies, and you are free to choose your own caterer. Rooms can be rented for half or full days.

Contact us.

215-204-4357 (phone)
confctr@temple.edu (Email)
www.temple.edu/tucc





Broker and Elective Courses • Spring 2018

RESIDENTIAL CONSTRUCTION

REI 004/2 credits/30 hours/Fee: \$325

10 Mondays

5:30 PM–8:30 PM

January 8–March 12

*Taught by Jules W. Falcone
and Steve Hunn*

This is an exciting course that covers all the systems of residential construction. Did you ever wonder what a home inspector is searching for? Learn what makes a house tick from plumbing, structure, electrical systems, roofing, maintenance and design problems. This popular course is a must for real estate professionals and all others who want to know about their homes

REAL ESTATE LAW

REI 008/3 credits/45 hours/Fee: \$420

15 Tuesdays

5:30 PM–8:30 PM

January 9–April 17

Taught by Sherman Toppin

This required broker course concentrates on all the vital legal aspects for students planning a real estate career. Focuses on all basic real estate documents, including agreements of sale, deeds and mortgages; real estate planning from legal and income tax points of view; and the special rules and regulations that govern the conduct of licensed brokers and salespersons.

Text: *Real Estate Law, 8th Edition*

REAL ESTATE EXAM PREP COURSE

for the PA Real Estate Broker and Salesperson Exam

Prepare for Success!

- Reduce test-taking anxiety
- Increase your test-taking skills by learning a variety of strategies and techniques
- Practice reading and answering sample test questions

A 3-hour ONE NIGHT course

Hours: 5:30 PM • 8:30 PM

Offered several times throughout the year

**For more information
call: 215- 204-1539**



Broker and Elective Courses • Spring 2018

FUNDING STRATEGIES IN RESIDENTIAL REAL ESTATE

REI 053/1 credit/15 hours/Fee: \$220

8 Tuesdays

5:30 PM-7:30 PM

January 9-February 27

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

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!

FACULTY PROFILE

Gary Robinson

Nearly 30 years ago, Gary Robinson joined the Temple University Real Estate Institute faculty.

As an instructor, Gary has a strong commitment to providing future real estate professionals with the knowledge needed to thrive in the real estate marketplace.



With more than 40 years of both sales and specialization in residential property management in Bucks, Montgomery and Philadelphia counties, Gary brings the lived experience into the REI classroom. Gary has advanced degrees from LaSalle University and Penn State University. His years of service and passion for educating tomorrow's real estate professionals make him a very popular teacher. Students routinely comment on the impact of Gary's courses. A book could be filled with the praise from both students and fellow faculty on Gary. A recent student commented, *"I just completed my class last night and am more excited than ever to begin my career in Real Estate. I feel extremely prepared for the state exam, too. Gary was by far one of the best teachers I've ever had. No question was too small for him to answer and he took material that can be less than exciting and made it interesting and fun with his personal stories about his days in the business."*



Broker and Elective Courses • Spring 2018

The **Real Estate Institute** is now offering select broker courses at Temple University's Ambler Campus.

Daytime and evening broker classes are available and can be completed in as little as 6 weeks.

Temple University - Ambler
580 Meetinghouse Road
Ambler, PA 19002

REAL ESTATE BROKERAGE

REI 054/2 credits/30 hours/Fee: \$325

AMBLER CAMPUS ONLY

6 Tuesdays • January 16-February 20
9:00 AM-2:00 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

REAL ESTATE INVESTMENT

REI 005/2 credits/30 hours/Fee: \$325

CENTER CITY CAMPUS

15 Thursdays • January 11-April 19
5:30 PM-7:30 PM

AMBLER CAMPUS

6 Fridays • January 19-February 23
9:00 AM-2:00 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

CENTER CITY CAMPUS

15 Thursdays • January 11-April 19
7:30 PM-9:30 PM

AMBLER CAMPUS

6 Fridays • January 19-February 23
3:00 PM-8:00 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, marketing and leasing rental units; tenant selection and tenant relations; leasing practices and procedures; and overall rental market surveys.

Certificate Program • Spring 2018

REAL ESTATE INSTITUTE AT TEMPLE UNIVERSITY CENTER CITY

The Business of Architecture Certificate Program

Whether you are looking to move up in your firm, start a new practice or just become more knowledgeable about the business of architecture, this program is for you. Designed to fit your busy schedule, it is focused on business and management skills that are specifically tailored for design and construction practices. Held on Saturdays at Temple Center City Campus with fall and spring sessions, the Business of Architecture Certificate Program offers a clear path to take in advancing your career.

5 COURSE SERIES AVAILABLE IN THE FALL OR SPRING

Spring 2018 schedule: Jan. 27, Feb. 3, 10, 17, 24, 2018

Saturdays, 9:30 AM – 12:30 PM

Tuition: \$150 per course or \$495 for 5 courses.

PROJECT MANAGEMENT FOR ARCHITECTS

Discover valuable tools and techniques for executing, monitoring and controlling projects, to better control quality, manage risks, and close the project.

COLLABORATIVE COMMUNICATION AND LEADERSHIP

Enhance your ability to respond to and influence others, encourage collaboration, and get results by flexing your communication style.

MANAGING THE FIRM

Build management competencies to aid you in leading your team through tough circumstances, complex interpersonal work relationships and difficult client issues.

ACCOUNTING FOR ARCHITECTS

Increase your ability to engage the “language of business” to better understand accounts and accounting principles.

INTELLECTUAL PROPERTY AND DIGITAL DESIGN

Understand the issues of intellectual property that impact digital design and project delivery.

For more details and registration information visit us at
noncredit.temple.edu/architecture or call **215-204-1539**.



General Information

REGISTRATION OPTIONS

- 1. Online:**
noncredit.temple.edu/rei
- 2. By phone:**
215.204.1539
- 3. In person:**
1515 Market Street, Suite 215
- 4. By mail:**
Real Estate Institute
Temple University Center City
1515 Market Street, Suite 215
Philadelphia, PA 19102

PAYMENT OPTIONS

Credit/debit card; money order or check payable to Temple University. **CASH WILL NOT BE ACCEPTED.**

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.

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.

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 meeting.

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.

RETURNED CHECKS

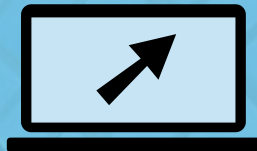
\$25 fee may be assessed for checks issued to the university and not paid upon presentation to the bank.

Take **PA CE courses** for **2018 license RENEWAL NOW!**

To register for online CE classes, visit our web site:
noncredit.temple.edu/rei.

**REAL ESTATE INSTITUTE
AT TEMPLE UNIVERSITY CENTER CITY**

**REGISTER
ONLINE NOW!**



Registration available
for **LIVE** and **ONLINE** courses.

Simply go to
noncredit.temple.edu/rei

REGISTRATION FORM • Spring 2018

REGISTER ONLINE:
noncredit.temple.edu/rei

PHONE: 215-204-1539
MAIL COMPLETED FORM TO:
**Temple University
Real Estate Institute
1515 Market Street, Ste. 215
Philadelphia, PA 19102**

To register and pay for non-credit courses by credit card, please visit us online at noncredit.temple.edu/rei or call 215-204-1539. To register and pay for a non-credit course using a check or money order, please complete the information below and mail to the address above. We regret that we cannot take credit card payments by mail. "Online registration is strongly recommended"

First Name Middle Initial Last Name

Home Address

City State ZIP Code

Office Phone Number Cell Phone Number

E-mail Address

M F

Date of Birth Gender

Please check desired course(s):

FUNDAMENTALS AND PRACTICE

- | | |
|--|---|
| <input type="checkbox"/> Monday and Wednesday Mornings | <input type="checkbox"/> Monday Evenings |
| <input type="checkbox"/> Tuesday and Thursday Mornings | <input type="checkbox"/> Wednesday Evenings |
| <input type="checkbox"/> Saturday Mornings | <input type="checkbox"/> Thursday Evenings |

BROKER AND ELECTIVE COURSES

- | | |
|--|--|
| <input type="checkbox"/> Basic Appraisal Principles | <input type="checkbox"/> Real Estate Development |
| <input type="checkbox"/> Commercial Real Estate | <input type="checkbox"/> Real Estate Investment |
| <input type="checkbox"/> Funding Strategies In Residential Real Estate | <input type="checkbox"/> Real Estate Law |
| <input type="checkbox"/> Real Estate Brokerage | <input type="checkbox"/> Residential Construction |
| | <input type="checkbox"/> Residential Property Management |

PAYMENT MUST ACCOMPANY REGISTRATION.

Mail-in registrations with this form must be paid by check or money order.



REAL ESTATE INSTITUTE



The Real Estate Institute
1515 Market Street, Suite 215
Philadelphia, PA 19102
ADDRESS SERVICE REQUESTED

NON-PROFIT
ORGANIZATION
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SPRING 2018

REGISTER ONLINE NOW!

noncredit.temple.edu/rei