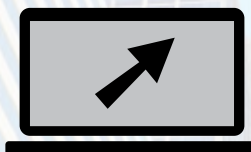


REAL ESTATE INSTITUTE  
AT TEMPLE UNIVERSITY CENTER CITY

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## Real Estate Courses-At-A-Glance • Summer 2018

### REAL ESTATE SALESPERSON COURSES

Course Number	Section	Day	Dates	Course Name	Time	Instructor
REI001/002	256	M/TH	5/3/18-6/28/18	Real Estate Fundamentals and Real Estate Practice	9:00 AM - 1:00 PM	Janis Benstock
REI001/002	261	T/TH	7/10/18-8/28/18	Real Estate Fundamentals and Real Estate Practice	1:00 PM - 5:00 PM	Robert Luciani
REI001/002	258	M/W	5/7/18-6/27/18	Real Estate Fundamentals and Real Estate Practice	5:30 PM - 9:30 PM	Gary Robinson
REI001/002	259	T/TH	5/8/18-6/26/18	Real Estate Fundamentals and Real Estate Practice	5:30 PM - 9:30 PM	Jonathan Orens
REI001/002	257	S	5/5/18-7/14/18	Real Estate Fundamentals and Real Estate Practice	9:00 AM - 3:00 PM	Michael Frolove

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

### REAL ESTATE BROKER COURSES

Course Number	Section	Day	Dates	Course Name	Time	Instructor
REI011	35	M/W	5/16/18-7/11/18	Commercial Real Estate	7:30 PM - 9:30 PM	Greg West
REI054	40	M/W	5/16/18-7/11/18	Real Estate Brokerage	5:30 PM - 7:30 PM	Greg West
REI053	17	T/TH	5/1/18-5/24/18	Funding Strategies In Residential Real Estate	5:30 PM - 7:30 PM	Brett Warren
REI005	43	T/TH	5/1/18-6/19/18	Real Estate Investment	5:30 PM - 7:30 PM	Joseph Glennon
REI007	42	T/TH	5/1/18-6/19/18	Residential Property Management	7:30 PM - 9:30 PM	Joseph Glennon/ Michael Batley

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](http://noncredit.temple.edu/rei).

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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  
Laurence Elliott. . . . . 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  
Alex Pearl, Esq. . . . . Real Estate Attorney  
Trent Pettus. . . . . Realtor/Broker  
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  
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 001/002/60 hours Total Fee: \$620 for both courses

*Taught by: Janis Benstock, Michael Frolove, Robert Luciani, 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 001/30 hours/Fee: \$310

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 002/30 hours/Fee: \$310

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

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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 strongly recommended**

REGISTER IN PERSON:  
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**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 INVESTMENT

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

Tuesdays & Thursdays • May 1-June 19

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

Tuesdays & Thursdays • May 1-June 19

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

### 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**.

### FUNDING STRATEGIES IN RESIDENTIAL REAL ESTATE

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

Tuesdays & Thursdays • May 1-May 24

5:30 PM-7:30 PM

*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!

### REAL ESTATE BROKERAGE

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

Mondays & Wednesdays • May 16-July 11

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

Mondays & Wednesdays • May 16-July 11

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

### 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.