SYLLABUS

ADVANCED REAL ESTATE TRANSACTIONS
Monday, Wednesday 3:00-4:15 p.m.
Room 251

Office: Room 208.
Office hours: Monday, Wednesday 1:00p.m.-2:30p.m. or by appointment. Otherwise, if the door is open, feel free to drop in.
Email: hlindsey@law.siu.edu; bmiller@law.siu.edu
Phone: Bonnie Miller at 453-8730

Text. NELSON et al., REAL ESTATE TRANSFER, FINANCE, AND DEVELOPMENT (8th edition).

Assignments. Throughout the semester, reading assignments will be posted on TWEN usually covering two weeks of class.

All reading assignments are required.

Grades. Your final grade will be based upon the following:
10% -- Meaningful participation
30% -- Attend 3 open houses, foreclosure auctions, and/or land auctions, each worth:
5% Attendance (rules to be posted on TWEN)
5% Report (format to be posted on TWEN)
60% -- Mock closing project (due last day of class, Apr. 23, 2014)

Resources for reports:
Successful completion of these will take planning on your part. There are a lot of houses for sale right now in Carbondale and the surrounding area. Open houses are most common once Spring arrives; when flowers first start blooming and yards start to turn green, again. This means that you will have 2 to 2.5 months towards the end of the semester to complete these assignments. So, some ideas to help find opportunities:
1. Keep a look out for Open House signs or auction posters
2. Monitor realty sites and home listings on the web. Here are a few options:
   The Southern for classifieds and public notices
   Home Finder bulletins available for free in news stands (even sometimes in the student lounge)
   www.realtor.com
   www.trulia.com
   various realty company websites
   bank websites

Due dates:
Open houses and land auctions are generally held on weekends (Saturdays and Sundays), your report is due on the Wednesday following the event you attend. For example, if you attend an open house on Saturday, March 22, your report is due by 1:00 p.m. on Wednesday, March 26.

Email your reports to Bonnie at bmiller@law.siu.edu.

**Attendance and participation.** Attendance will be taken daily. You are permitted six (6) absences. For each absence after the sixth, your final course grade will be reduced by 0.1 grade points.

Your signature on the attendance sheet certifies that you are prepared for class, i.e. you have read the assigned material, and are ready to participate in class activities. If you are unprepared, you may “note out” (come to class but not sign the attendance sheet). To note out, leave a note on the podium before the start of class. **Remember, your note should include your name, the date, and the course name, i.e. Real Estate Transactions!** If you are found unprepared without noting out, you will be charged with two (2) absences.

You are expected to keep track of your own attendance record. My assistant, Bonnie Miller, will send you an email if you reach 3 absences and again if you reach the maximum of 6 absences. These emails are simply reminders meant to give you a “heads up.” **There is no consequence unless you exceed 6 absences.** Moreover, these email reminders provide an opportunity to review your record and correct any mistakes that may have occurred.

If you have any questions about your record, you should make an appointment with me to review your attendance. You must make this appointment at least one week in advance so that I have time to retrieve and review your attendance record prior to our meeting.

**Recording of Classes.** No audio and/or visual recordings of class sessions will be made routinely or on a case-by-case basis by the professor, the law school or university, or students. Violations will be dealt with in accordance with the School of Law Rules and the Honor Code.

**Emergency Procedures.** Southern Illinois University is committed to providing a safe and healthy environment for study and work. Because some health and safety circumstances are beyond our control, we ask that you become familiar with the SIUC Emergency Response Plan and Building Emergency Response Team (BERT) program. Emergency response information is available on posters in buildings on campus, available on the BERT’s website at www.bert.siu.edu, Department of Public Safety’s website, www.dps.siu.edu (disaster drop down) and in the Emergency Response Guidelines pamphlet. Know how to respond to each type of emergency.

Instructors will provide guidance and direction to students in the classroom in the event of an emergency affecting your location. It is important that you follow these instructions and stay with your instructor during an evacuation or sheltering emergency. BERT will provide assistance to your instructor in evacuating the building or sheltering within the facility.
Assignments for the first two weeks of class are as follows:

ASSIGNMENTS

1/13  Brokers/Remedies  pgs. 2-21, 42-52
1/15  Purchase agreements  pgs. 52-57; 61-78
1/20  Holiday
1/22  Purchase agreements  pgs. 78-95; 97-99