FINA 3354-W01
Real Estate Principles
Summer I & II 2013

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Office Hours: Official times will be posted during the first week of the semester.
Times are subject to change. Drop-ins are welcome if I am available.


Optional: Questions and Answers to Help You Pass the Real Estate Exam. Written by John Reilly and Paige Bovee Vitousek, ISBN 0-7931-3582-6, this text can be obtained by calling the publisher at 312-836-4400.

Updated: 7:00 pm April 16, 2013

ATTENTION

All ten Lessons on Blackboard. If you have any problems with Blackboard, contact the Island Online Help Desk, (361) 825-2825, immediately.

The Deadlines found in Blackboard for each lesson are not “Due Dates”. They are Deadlines. You can complete your assignments at any time before the Deadline. The assignments are Due Now. They will be accepted Until the Deadline. Don’t wait until the Deadline to turn them in. Late assignments will not be graded and other penalties will occur.

Catalog Description: Fundamentals of real estate including site selection, legal processes and documents, financing, value determination, management and marketing.

Course Content

The course will follow the chapters in the text. The topics include:
Real Property and the Law
Concepts of Home Ownership
Agency
Real Estate Brokerage
Listing Agreements and Buyer Representation
Interests in Real Estate
Forms Of Real Estate Ownership
Legal Descriptions
Real Estate Contracts
Transfer of Title
Real Estate Financing: Principles and Practice
Leases
Property management
Appraisal concepts
Fair Housing and Ethical Practices
Closing the Real Estate Transaction

Text:
Required: Modern Real Estate Practice, 17th edition. Written by Galaty, Allaway and Kyle, ISBN 1-4195-2198-5, this text can also be obtained by calling the publisher at 312-836-4400.


Instructional Methodology:
Chapters will be assigned for the student to read and understand. Questions to test that understanding are available in the back of each chapter. Quizzes will be given over the material and exams will test the mastery of the material.

Grading policy:

<table>
<thead>
<tr>
<th>Score</th>
<th>Grade</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>100-90</td>
<td>A</td>
<td>4.0</td>
</tr>
<tr>
<td>89-80</td>
<td>B</td>
<td>3.0</td>
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<tr>
<td>79-70</td>
<td>C</td>
<td>2.0</td>
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<tr>
<td>69-60</td>
<td>D</td>
<td>1.0</td>
</tr>
<tr>
<td>&lt;60</td>
<td>F</td>
<td>NC</td>
</tr>
</tbody>
</table>

Incomplete grades will not be awarded for lack of time. (See page 32 of 2003 catalog)

Your grade will be determined from your midterm exam, the comprehensive final exam and your homework grades. There are 10 lessons one midterm exam and a final exam.

Lessons 20 points
Tests 40 points each

The midterm exam will consist of 50 multiple choice questions.
The final will consist of 100 multiple choice questions similar to the standard real estate exam used by many states. The exams will be timed.

The material in this course is subject to being audited. Up to 25% of students may be asked to redo any portion of the class in a proctored environment. Generally the selected students will be notified within one day of the due date of the exam, homework or other
assignment and will complete item in a controlled environment (which may employ the use of a webcam) within 72 hours. Should the grade be more than one letter grade lower than the original grade, no credit will be given for the work and the grade for the audited work will be added to the score of the comprehensive final exam, which will then be given in a proctored location.

**Lessons:** The deadlines for the lessons are listed below. Remember, these are Deadlines, not suggested dates. You are allowed and encouraged to work ahead. You can take the midterm and final after you have completed lessons 5 and 10, respectively.

Each lesson has a quiz to take and will be completed in Blackboard. Blackboard is usually available beginning at 12:01 a.m. on the first day of class.

**Assignments/Assessments that are missed or not completed by the Deadline will not be graded.** In addition to receiving a zero for that assignments your course grade will be reduced five points for the first missed deadline, ten additional points for the second missed deadline and fifteen additional points for the third missed deadline (for a total of 30 points after the third deadline missed).

**Exams:** You should take the mid-term exam after you have completed the 5th lesson and the final after the final lesson has been graded and returned to you.

Tests are open book and open note, but they are NOT open network. *The use of any electronic device to search the internet during an exam is cheating.*

**Political Social, Legal, Regulatory, and Environmental Perspectives:**
The interaction of the economic, legal system and financial goals is considered. The contrast of accounting goals and financial goals in a legal environment is presented and contrasted as to their time dimension, discipline, and function. The interrelation of the various disciplines is considered from this integrated approach.

**Attendance Policy**
Attendance is not required in this online class.

**Academic Honesty:**
This course, and all other courses offered by the College of Business (COB), requires all of its students to abide by the COB Student Code of Ethics (available online at [www.cob.tamucc.edu](http://www.cob.tamucc.edu)) Provisions and stipulations in the code are applicable to all students taking College of Business courses regardless of whether or not they are pursuing a degree awarded by the COB.

**Americans with Disabilities Act Compliance:**
The Americans with Disabilities Act (ADA) is a federal anti-discrimination statute that provides comprehensive civil rights protection for persons with disabilities. Among other things, this legislation requires that all students with disabilities be guaranteed a learning
environment that provides for reasonable accommodation of their disabilities. If you believe you have a disability requiring an accommodation, please contact the Disability Services Office at (361) 825-5816 or visit the office in Driftwood 101. If you are a returning veteran and are experiencing cognitive and/or physical access issues in the classroom or on campus, please contact the Disability Services office for assistance at (361) 825-5816.

SCHEDULE – These are tentative dates. The dates listed in BLACKBOARD are the OFFICIAL Dates! IF there is a conflict in these dates, the Blackboard dates are the correct ones. Should you find a conflict, please email and let me know.

You must complete NO LATER THAN 5 pm on

Summer I
Lesson 1 6/8
Lesson 2 6/11
Lesson 3 6/13
Lesson 4 6/15
Lesson 5 6/18
Midterm 6/20
Lesson 6 6/22
Lesson 7 6/25
Lesson 8 6/27
Lesson 9 6/29
Lesson 10 7/2
The Final Exam 7/6

Summer II
Lesson 1 7/13
Lesson 2 7/16
Lesson 3 7/18
Lesson 4 7/20
Lesson 5 7/23
Midterm 7/25
Lesson 6 7/27
Lesson 7 7/30
Lesson 8 8/1
Lesson 9 8/3
Lesson 10 8/6
The Final Exam 8/8