Instructor: Eugene Bland, Ph.D., CFM, CFA, CTP
Real Estate Broker (Mississippi License # 70023),
Licensed Real Estate Appraiser (Mississippi License # LA-888)
Office: OCNR 326

Contact: 361-825-2829 (O)
eugene.bland@tamucc.edu (E-mail)

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.

Required Materials:
Text:
Required: Modern Real Estate Practice, 19th edition. Written by Galaty, Allaway and Kyle, ISBN 978-1-4277-4612-2, this text can also be obtained by calling the publisher at 312-836-4400.

Financial Calculator: BA II Plus (The BAII Plus Professional is recommended. Other calculators must be approved by the instructor prior to taking exams.)
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 4, 2018.

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

Instructional Methodology:
This class will be a hybrid of online and in class lessons. The majority of the class will be conducted online and exams will be on each Wednesday over the chapters covered in the prior weeks. 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 Range</th>
<th>Grade</th>
<th>Value</th>
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</thead>
<tbody>
<tr>
<td>1000-900</td>
<td>A</td>
<td>4.0</td>
</tr>
<tr>
<td>899 – 800</td>
<td>B</td>
<td>3.0</td>
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<tr>
<td>799-700</td>
<td>C</td>
<td>2.0</td>
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<tr>
<td>699-600</td>
<td>D</td>
<td>1.0</td>
</tr>
<tr>
<td>&lt;6000</td>
<td>F</td>
<td>NC</td>
</tr>
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Incomplete grades will not be awarded for lack of time. (See page 32 of 2003 catalog)

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

Lessons 200 points
Test 1 150 points
Test 2 (midterm) 200 points
Test 3 150 points
Comprehensive final 300 points
The exams will consist of multiple choice questions and may contain essay 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, monitored, closed book and closed note similar to face to face classes.

**Lessons:** The deadlines for the lessons are listed below. Remember, these are Deadlines, not suggested dates. You are allowed and encouraged to work ahead.

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:** Exams will be given in class on Wednesdays.

Exams may be CLOSED BOOK and CLOSED NOTES. Students are allowed a calculator such as the HP BA II PLUS or similar. (The calculator may not be programmable or able to store text). **No other electronic devices are permitted to be used during the exam.** As in a face to face class, students using a cell phone during the exam (for any purpose, even receiving a call) will receive an F for the course.

**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 required on the exam days.

**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.

Online Exam Fee
Courses may require the use of exam-proctoring involving third party charges. Exam-proctoring charges may range from $1 - $50.00 per exam. Students may be required to schedule exams at least 24 hours in advance or incur late scheduling charges. All costs for exams are the responsibility of the student. Students may also be responsible for providing webcams to be used in test proctoring.

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.

<table>
<thead>
<tr>
<th>You must complete</th>
<th>NO LATER THAN 1 pm on</th>
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<tbody>
<tr>
<td>Summer I</td>
<td></td>
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<tr>
<td>First meeting</td>
<td>5/28</td>
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<tr>
<td>Lesson 1</td>
<td>6/1</td>
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<tr>
<td>Lesson 2</td>
<td>6/5</td>
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<tr>
<td>TEST I</td>
<td>6/6</td>
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<tr>
<td>Lesson 3</td>
<td>6/8</td>
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<td>Lesson 4</td>
<td>6/10</td>
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<td>Lesson 5</td>
<td>6/12</td>
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<tr>
<td><strong>Midterm</strong></td>
<td>6/13</td>
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<td>Lesson 6</td>
<td>6/15</td>
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<td>Lesson 7</td>
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<td>Midterm 3</td>
<td>6/20</td>
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<td>Lesson 8</td>
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<td>Lesson 9</td>
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<td>Lesson 10</td>
<td>6/26</td>
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<td><strong>The Final Exam</strong></td>
<td>6/27</td>
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Tests on Wednesday s June 6,13,20,27.