Real Estate Principles
Summer I 2019
Draft 4/28/2019

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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.

Text:
There is an etext available through the bookstore or the publisher’s site (dearborn.com – search for “modern Real Estate Practice 20”)


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

Updated: 2:00 pm April 28, 2019.

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 activities. 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. Practice exams from prior editions of the text are available to help students test their mastery of the topics covered in the class. (As the edition has changed, the practice exams are not a perfect overlap of the material covered, but the practice exams for the final will be most appropriate. Dr. Bland will provide the mapping of how the 19th and 20th editions have changed so that students will be able to best utilize the practice tests available).

There are 10 quizzes that cover the chapters assigned. These quizzes are available on Blackboard on the first day of class. Students are encouraged to read the chapters first, study the concepts in the chapters and then attempt the quizzes (rather than skim the chapters in search of the answers to the quiz questions). This will better prepare students for the exams.

There are 3 exams and a comprehensive final exam. The first and third exams cover only 2 lessons (4 chapters). The midterm tests the material for the first 5 lessons (11 chapters). The
Final exam covers all of the chapters in the text. The final will be open book, but the other exams are not. Students should pay particular attention to definitions within the chapters as it is important to know how similar concepts differ.

The majority of the class will be conducted online and exams will be on each Wednesday over the chapters covered in the prior weeks. On exam days, Dr. Bland will answer any questions that students have. The exam will follow. Students will then be allowed to review their exams and ask questions about any of the questions on the exam.

**Grading policy:**

<table>
<thead>
<tr>
<th>Score Range</th>
<th>Grade</th>
<th>Points</th>
</tr>
</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>
</tr>
<tr>
<td>799-700</td>
<td>C</td>
<td>2.0</td>
</tr>
<tr>
<td>699-600</td>
<td>D</td>
<td>1.0</td>
</tr>
<tr>
<td>&lt;6000</td>
<td>F</td>
<td>NC</td>
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Incomplete grades will not be awarded for lack of time.

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.

<table>
<thead>
<tr>
<th>Component</th>
<th>Points</th>
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</thead>
<tbody>
<tr>
<td>Lessons</td>
<td>200</td>
</tr>
<tr>
<td>Test 1 (lesson 1,2)</td>
<td>150</td>
</tr>
<tr>
<td>Test 2 (midterm) (lessons 1-5)</td>
<td>200</td>
</tr>
<tr>
<td>Test 3 (lesson 6,7)</td>
<td>150</td>
</tr>
<tr>
<td>Comprehensive final (lessons 1-10)</td>
<td>300</td>
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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.

**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 assignment 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. 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). 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.

You must complete NO LATER THAN 11:59 pm on
Summer I
First meeting 6/3
Lesson 1 6/8
<table>
<thead>
<tr>
<th>Lesson</th>
<th>Date</th>
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<tbody>
<tr>
<td>Lesson 2</td>
<td>6/10</td>
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<tr>
<td>TEST 1</td>
<td>6/12</td>
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<tr>
<td>Lesson 3</td>
<td>6/13</td>
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<td>Lesson 4</td>
<td>6/15</td>
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<td>Lesson 5</td>
<td>6/17</td>
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<tr>
<td><strong>Midterm</strong></td>
<td>6/19</td>
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<td>Lesson 6</td>
<td>6/22</td>
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<td>Lesson 7</td>
<td>6/24</td>
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<td>Midterm 3</td>
<td>6/26</td>
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<td>Lesson 8</td>
<td>6/27</td>
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<td>Lesson 9</td>
<td>6/29</td>
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<tr>
<td>Lesson 10</td>
<td>7/1</td>
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<tr>
<td><strong>The Final Exam</strong></td>
<td>7/3</td>
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Tests on Wednesdays June 12, 19, 26, & July 3.