Texas A&M University-Corpus Christi
College of Business
Standardized Course Syllabus
(Revised and Approved by AFBL faculty on April 12, 2017)
Draft 3-26-2017

Course Number: FINA 3354
Course Name: Real Estate Principles
Semester: TBD
Instructor: TBD
Office: TBD
Phone: TBD
Email: TBD
Office Hours: Six hours as posted and by appointment


Prerequisites: Junior standing or above

Course Description:
This is a fundamental real estate course covering the basic principles of real estate. It provides a background and terminology necessary for advanced study in specialized real estate courses.

Learning Objectives:
By the end of this course, the students will be able to:
- Students will understand the five components of a rental and listing contract. (BBA G.2.0.1)
- Students will understand the duties the listing agent has to the seller.
- Students should be familiar with the different types of deeds.
- Students should be familiar with the different types of estates.

Major Field Test:
The MFT is required for all students pursuing the Bachelor of Business Administration degree. Students register for the MFT in BUSI0088, Major Field Test in Business. To prepare for this test, business majors are advised to retain their class notes, textbooks, and other relevant materials from their business core courses in the areas referenced above. Completion of all College of Business core courses except MGMT 4388 is required. BUSI 0088 is CR/NC.
As an integral part of the College of Business’ Assurance of Learning program, the Major Field Test (MFT) is a nationally-normed, standardized multiple-choice test developed by the Educational Testing Service and administered to senior-level business students at many AACSB International accredited institutions in the United States. It is designed to measure students’ academic achievement through demonstration of their basic knowledge and understanding of key concepts, theories, and analytical methods in the functional areas of business. This test covers the areas of accounting, economics, finance, international issues, legal and social environment of business, management, marketing, quantitative business analysis, and information systems.

**Instructional Methodology:**
This class is delivered either in person or over the internet. Homework problems are assigned and graded to increase the student’s understanding of the material covered in the texts.

**Websites Used:**
Blackboard [https://bb9.tamucc.edu/](https://bb9.tamucc.edu/)

**Electronic Device Usage:**
Computers or tablets are required to complete the course.

**Performance Evaluation and Grading:**
Your grade may be determined from your midterm exam, final exam and your homework grades. For example:

<table>
<thead>
<tr>
<th>Lessons</th>
<th>20 points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tests</td>
<td>80 points</td>
</tr>
<tr>
<td></td>
<td>100</td>
</tr>
</tbody>
</table>

A letter grade will be determined based on the percentage earned of total points possible, as follows: A: 90-100%; B: 80-89%; C: 70-79%; D: 60-69%; F: 0-59%.

**Late Work and Make-up Exams:**
Late work and make-up exams are generally not accepted.

**Extra Credit:**
Extra credit opportunities arise from time to time, but the amount and frequency of extra-credit is not predictable in advance. Therefore, it is advised that you consistently attend class (where extra credit is announced or distributed) and study heavily to reduce the need for extra credit.

**Preferred methods of scholarly citations:**
________ style is the only accepted method used for citations and referencing during this class. All work should be paraphrased rather than copied directly. Material used from sources other than the text should use ____________ style citations and references.
Attendance Policy:
Students are held responsible for class attendance and are advised that excessive absences may adversely affect their grades.

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.

Code of Ethics
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.

Academic Integrity/Plagiarism:
University students are expected to conduct themselves in accordance with the highest standards of academic honesty. Academic misconduct for which a student is subject to penalty includes all forms of cheating, such as illicit possession of examinations or examination materials, falsification, forgery, complicity or plagiarism. (Plagiarism is the presentation of the work of another as one’s own work.) In this class, academic misconduct or complicity in an act of academic misconduct on an assignment or test will result in a zero the first time and failing the course for any additional offence.

Dropping a Class:
I hope that you never find it necessary to drop this or any other class. However, events can sometimes occur that make dropping a course necessary or wise. Please consult with me before you decide to drop to be sure it is the best thing to do. Should dropping the course be the best course of action, you must initiate the process to drop the course by going to the Student Services Center and filling out a course drop form. Just stopping attendance and participation WILL NOT automatically result in your being dropped from the class. ( ) is the last day to drop a class with an automatic grade of “W” this term.

Classroom/Professional Behavior:
Texas A&M University-Corpus Christi, as an academic community, requires that each individual respect the needs of others to study and learn in a peaceful atmosphere. Under Article III of the Student Code of Conduct, classroom behavior that interferes with either (a) the instructor’s ability to conduct the class or (b) the ability of other students to profit from the instructional program may be considered a breach of the peace and is subject to disciplinary sanction outlined in article VII of the Student Code of Conduct. Students engaging in unacceptable behavior may be instructed to leave the classroom. This prohibition applies to all instructional forums, including classrooms, electronic classrooms,
labs, discussion groups, field trips, etc.

Grade Appeals:
As stated in University Rule 13.02.99.C2, Student Grade Appeals, a student who believes that he or she has not been held to appropriate academic standards as outlined in the class syllabus, equitable evaluation procedures, or appropriate grading, may appeal the final grade given in the course. The burden of proof is upon the student to demonstrate the appropriateness of the appeal. A student with a complaint about a grade is encouraged to first discuss the matter with the instructor. For complete details, including the responsibilities of the parties involved in the process and the number of days allowed for completing the steps in the process, see University Rule 13.02.99.C2, Student Grade Appeals, and University Procedure 13.02.99.C2.01, Student Grade Appeal Procedures. These documents are accessible through the University Rules Web site at http://www.tamucc.edu/provost/university_rules/index.html. For assistance and/or guidance in the grade appeal process, students may contact the Dean’s office in the college in which the course is taught or the Office of the Provost.

Disability Accommodations:
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 call or visit Disability Services at (361) 825-5816 in Corpus Christi Hall 116.
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.

Statement of Academic Continuity
In the event of an unforeseen adverse event, such as a major hurricane and classes could not be held on the campus of Texas A&M University–Corpus Christi; this course would continue through the use of Blackboard and/or email. In addition, the syllabus and class activities may be modified to allow continuation of the course. Ideally, University facilities (i.e., emails, web sites, and Blackboard) will be operational within two days of the closing of the physical campus. However, students need to make certain that the course instructor has a primary and a secondary means of contacting each student.

Summary of Topical Coverage:

<table>
<thead>
<tr>
<th>Topic</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real Property and the Law</td>
<td>2.5</td>
</tr>
<tr>
<td>Concepts of Home Ownership</td>
<td>2.5</td>
</tr>
<tr>
<td>Agency</td>
<td>2.5</td>
</tr>
<tr>
<td>Real Estate Brokerage</td>
<td>2.5</td>
</tr>
<tr>
<td>Listing Agreements and Buyer Representation</td>
<td>2.5</td>
</tr>
<tr>
<td>Interests in Real Estate</td>
<td>2.5</td>
</tr>
<tr>
<td>Forms of Real Estate Ownership</td>
<td>2.5</td>
</tr>
<tr>
<td>Course</td>
<td>Hours</td>
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<tr>
<td>----------------------------------------------------------</td>
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</tr>
<tr>
<td>Legal Descriptions</td>
<td>2.5</td>
</tr>
<tr>
<td>Real Estate Contracts</td>
<td>2.5</td>
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<tr>
<td>Transfer of Title</td>
<td>2.5</td>
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<tr>
<td>Real Estate Financing: Principles and Practice</td>
<td>2.5</td>
</tr>
<tr>
<td>Leases</td>
<td>2.5</td>
</tr>
<tr>
<td>Property management</td>
<td>2.5</td>
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<tr>
<td>Appraisal concepts</td>
<td>2.5</td>
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<tr>
<td>Fair Housing and Ethical Practices</td>
<td>2.5</td>
</tr>
<tr>
<td>Closing the Real Estate Transaction</td>
<td>2.5</td>
</tr>
<tr>
<td>Tests</td>
<td>5.0</td>
</tr>
<tr>
<td>Total hours</td>
<td>45.0</td>
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</tbody>
</table>