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.  

Course Description:  
This is a fundamental real estate course covering the basic principles of real  
estate. It provides an 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.  

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/  

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

Text:
There is an etext available at:


**ATTENTION**

All ten Modules are 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 Module 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. Please do not 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  

Grading policy:  

<table>
<thead>
<tr>
<th>Grade</th>
<th>Range</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>100-900</td>
<td>4.0</td>
</tr>
<tr>
<td>B</td>
<td>89-800</td>
<td>3.0</td>
</tr>
<tr>
<td>C</td>
<td>79-700</td>
<td>2.0</td>
</tr>
<tr>
<td>D</td>
<td>69-600</td>
<td>1.0</td>
</tr>
<tr>
<td>F</td>
<td>&lt;600</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 the test, midterm, comprehensive final exam, written questions, and homework grades. There are 10 modules, two shorter exams, one comprehensive midterm exam and a comprehensive final exam.  

<table>
<thead>
<tr>
<th>Component</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Questions writing</td>
<td>250</td>
</tr>
<tr>
<td>Modules</td>
<td>200</td>
</tr>
<tr>
<td>Test 1 (Modules 1-2)</td>
<td>100</td>
</tr>
<tr>
<td>Test 2 (midterm) (Modules 1-5)</td>
<td>150</td>
</tr>
<tr>
<td>Test 3 (Modules 6 &amp; 7)</td>
<td>100</td>
</tr>
<tr>
<td>Comprehensive final (Modules 1-10)</td>
<td>200</td>
</tr>
<tr>
<td>Total</td>
<td>1000</td>
</tr>
</tbody>
</table>

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.  

Instructional Methodology:  

This is an online class. Assignments and exams will be online and submitted through blackboard. Exams will cover 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. Students will be assigned to groups and individually write five questions for each chapter (ten to fifteen questions for each assignment). These questions will be shared with the group and each member will evaluate (via a questionnaire) the questions written by the members. The questionnaire will be the bases for the grades for this part of the course. By writing the questions, students are encouraged to identify the most important topics of each chapter and think strategically by putting themselves in the place of the test bank author. Finally, by evaluating the questions of the other group members, students are able to see what others felt were the most important topics to study and understand and see alternative ways to measure comprehension.  

Modules:  

The deadlines for the modules are listed below. Remember, these are Deadlines, not suggested dates. You are allowed and encouraged to work ahead. Each 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.
**Deadlines:** Real estate offers often include deadlines. Buyers often have more than one house they are interested in buying. They make an offer and usually include a deadline. If the deadline passes without an answer they often move to the next house on their wish list. In the event the deadline is missed the sale is not consummated and the broker does not earn a commission (which could be thousands of dollars). To note the importance of deadlines in real estate, **assignments 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 online and proctored by Examity. A separate fee will be charged by Examity for their proctoring services.

**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.**

**Attendance Policy:**
Attendance in an online class is not measured. However, students are advised to regularly monitor the blackboard shell for the class as well as their Islander email accounts as that will be the primary means of communication for this course.

**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](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.

**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 for 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.

**Major Field Test (MFT)**
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 below. 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

**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.

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
Spring 2019
Module 1 1/17
Module 2 1/19
<table>
<thead>
<tr>
<th>Module/Exam</th>
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<tbody>
<tr>
<td>EXAM I</td>
<td>1/22,23</td>
</tr>
<tr>
<td>Module 3</td>
<td>1/26</td>
</tr>
<tr>
<td>Module 4</td>
<td>1/29</td>
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<tr>
<td>Module 5</td>
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<tr>
<td>Midterm</td>
<td>2/4,5</td>
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<tr>
<td>Module 6</td>
<td>2/9</td>
</tr>
<tr>
<td>Module 7</td>
<td>2/11</td>
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<tr>
<td>Exam III</td>
<td>2/15,16</td>
</tr>
<tr>
<td>Module 8</td>
<td>2/19</td>
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<tr>
<td>Module 9</td>
<td>2/23</td>
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<td>Module 10</td>
<td>2/26</td>
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<tr>
<td><strong>The Final Exam</strong></td>
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You must complete NO LATER THAN 11:59 pm on Online Course Day

<table>
<thead>
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<td>Module 1</td>
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<tr>
<td>Module 2</td>
<td>6</td>
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<tr>
<td>Exam I</td>
<td>9,10</td>
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<tr>
<td>Module 3</td>
<td>13</td>
</tr>
<tr>
<td>Module 4</td>
<td>16</td>
</tr>
<tr>
<td>Module 5</td>
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<tr>
<td><strong>Midterm</strong></td>
<td>22, 23</td>
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<tr>
<td>Module 6</td>
<td>27</td>
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<tr>
<td>Module 7</td>
<td>30</td>
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<tr>
<td>Exam III</td>
<td>33, 34</td>
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<tr>
<td>Module 8</td>
<td>37</td>
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<tr>
<td>Module 9</td>
<td>41</td>
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<td>Module 10</td>
<td>44</td>
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<tr>
<td><strong>The Final Exam</strong></td>
<td>48, 49</td>
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</tbody>
</table>
**Tests on.**
You must complete NO LATER THAN 11:59 pm on

**Fall 2017**
- Module 1: 9/8
- Module 2: 9/10
- EXAM I: 9/13
- Module 3: 9/16, 17
- Module 4: 9/20
- Module 5: 9/24
- **Midterm**: 9/26, 27
- Module 6: 10/1
- Module 7: 10/4
- Exam III: 10/7, 8
- Module 8: 10/11
- Module 9: 10/15
- Module 10: 10/18
- **The Final Exam**: 10/21, 22