COURSE NAME: RELE 1301

COURSE TITLE: PRINCIPLES OF REAL ESTATE I

COURSE DESCRIPTION:
An overview of licensing as a real estate broker and salesperson, ethics of practice, titles to and conveyancing of real estate, legal descriptions, law of agency, deeds, encumbrances and liens, distinctions between personal and real property, contracts, appraisal, finance and regulations, closing procedures, and real estate mathematics. Also includes federal, state and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. 3 credit hours. (W)

CREDIT HOURS: 3   LECTURE HOURS: 3

COLLEGE REPEAT POLICY: A student may repeat this course only once after receiving a grade, including “W”.

STUDENT LEARNING OUTCOMES:
After successful completion of this course, the student should be able to:

1.0 DEMONSTRATE A KNOWLEDGE OF REAL PROPERTY CONCEPTS.
   1.1 State several sources of law.
   1.2 Distinguish between land, real estate and real property.
   1.3 Distinguish between real property and personal property and fixtures.

2.0 DEMONSTRATE A KNOWLEDGE OF THE REAL ESTATE MARKET.
   2.1 Recognize the economic and physical characteristics of real estate.
   2.2 Define value and relate its benefits.
   2.3 Explain supply and demand and list the factors that affect each.
   2.4 List and describe the stages of a business cycle.

3.0 DEMONSTRATE PROFICIENCY REGARDING THE CONCEPTS OF HOME OWNERSHIP AND REAL ESTATE INVESTMENT.
   3.1 List the tax benefits of home ownership and housing investments.
   3.2 Describe the types of insurance available to homeowners.
   3.3 Recognize the basic concepts of investment such as leverage, appreciation, depreciations, capital gains, 1031 exchanges, and REITS
4.0 DEMONSTRATE A WORKING KNOWLEDGE OF THE FAIR HOUSING LAWS.
4.1 Discuss the scope and purpose of fair housing laws.
4.2 Recognize advertising that violates and of the Fair Housing provisions.
4.3 Explain block busting, steering and redlining.
4.4 Discuss the provisions of the Community Reinvestment Act, the Home Mortgage Disclosure Act and the Equal Credit Opportunity Act.
4.5 Explain the purpose and provisions of the Americans with Disabilities Act.

5.0 DEMONSTRATE A WORKING KNOWLEDGE OF THE REAL ESTATE LICENSE ACT.
5.1 State the composition and purpose of TREC.
5.2 Recognize the activities requiring a real estate license and the exceptions thereto.
5.3 Explain the difference between a salesperson and a broker and an active or inactive license.
5.4 State the requirements for a salesperson’s and a broker’s license.
5.5 Explain how the Real Estate Recovery Fund works.
5.6 Recognize the reasons a license may be revoked.
5.7 Explain the procedure and penalties for disciplining a licensee, including subpoenas.

6.0 DEMONSTRATE A WORKING KNOWLEDGE OF INTERESTS IN REAL ESTATE.
6.1 List and explain the four powers of government.
6.2 Distinguish between a freehold estates, life estates and leasehold estates and recognize examples of each.
6.3 Discuss the Texas homestead law and explain its importance.
6.4 Recognize the difference between appurtenant easements and easements in gross.
6.5 Differentiate between riparian, litoral and prior appropriation water rights.

7.0 DEMONSTRATE A WORKING KNOWLEDGE OF HOW OWNERSHIP MAY BE HELD.
7.1 Distinguish between joint ownership and ownership in severalty.
7.2 Describe and recognize tenancy in common and joint tenancy.
7.3 Explain the Texas community property concept.

8.0 DEMONSTRATE A WORKING KNOWLEDGE OF LEGAL DESCRIPTIONS.
8.1 Explain and recognize what constitutes a legal description.
8.2 Discuss the three main methods for describing real estate.
8.3 State the values of the various units for land measurements.
9.0 DEMONSTRATE A WORKING KNOWLEDGE OF REAL ESTATE TAXES AND LIENS.

9.1 Define “lien” and give an example of the following liens: voluntary, involuntary, statutory, equitable, general and specific.

9.2 Describe the priority and foreclosure of liens.

11.0 DEMONSTRATE A WORKING KNOWLEDGE OF TECHNOLOGY APPLICABLE TO REAL ESTATE MATTERS.

11.1 Locate information on the Texas Real Estate Commission web site.

11.2 Locate information on the Real Estate Center web site.

11.3 Locate and use various websites giving real estate information to the consumer.

ATTENDANCE POLICY:

A maximum of two class sessions (cumulative maximum of 8 hours) may be missed. Arriving late or leaving early will be counted against the allowable 8 hours. If you have missed more than 2 class sessions or 8 hours total you will receive a failing grade for the course.

You are responsible for finding out the materials missed and you must select a classmate to advise you of the materials you missed, any changes in schedule and to collect materials for you for the days that you are late or absent.

Withdrawing from a course is a formal procedure which must be done by the date stated on the first page. This must be done by the student. The instructor cannot do it for you. If you simply stop attending you will receive a failing grade for the course.

The last day to withdraw from this course is stated in the current Collin Registration Guide and on the front page of this syllabus.

Religious Holy Days: please refer to the current Collin Student Handbook.

ADA STATEMENT:

It is the policy of Collin County Community College to provide reasonable accommodations for qualified individuals who are students with disabilities. This College will adhere to all applicable federal, State and local laws, regulations and guidelines with respect to providing reasonable accommodations as required to afford equal educational opportunity. It is the student’s responsibility to contact the ACCESS office, SCC-G200 or 972.881.5898 (V/TTD:972.881.5950) in a timely manner to arrange for appropriate accommodations.
ACADEMIC ETHICS:

The College District may initiate disciplinary proceedings against a student accused of scholastic dishonesty. Scholastic dishonesty includes, but is not limited to, statements, acts, or omissions related to applications for enrollment or the award of a degree, and/or the submission as one’s own work material that is not one’s own. Scholastic dishonesty may involve, but is not limited to, one or more of the following acts: cheating, plagiarism, collusion, use of annotated texts or teacher’s editions, and/or falsifying academic records.

**Plagiarism** is the use of an author’s words or ideas as if they were one’s own without giving credit to the source, including, but not limited to, failure to acknowledge a direct quotation.

**Cheating** is the willful giving or receiving of information in an unauthorized manner during an examination, illicitly obtaining examination questions in advance, copying computer or Internet files, using someone else’s work for assignments as if it were one’s own, or any other dishonest means of attempting to fulfill the requirements of a course.

**Collusion** is intentionally aiding or attempting to aid another in an act of scholastic dishonesty, including but not limited to, providing a paper or project to another student; providing an inappropriate level of assistance; communicating answers to a classmate during an examination; removing tests or answer sheets from a test site, and allowing a classmate to copy answers.