COURSE SYLLABUS

COURSE NUMBER: RELE 1338  SECTION:

COURSE TITLE: PRINCIPLES OF REAL ESTATE II

COURSE DESCRIPTION:
Overview of licensing as a broker or salesperson. Includes ethics of practice as a license holder, titles to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, distinctions between personal and real property, appraisal, finance and regulations, closing procedures, and real estate mathematics. Covers at least three hours of classroom instruction on federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. Fulfills at least 30 of 60 hours of required instructions for salesperson license. 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 WORKING KNOWLEDGE OF REAL ESTATE APPRAISALS.
   1.1 Discuss the characteristics and principles of value in the real estate market,
   1.2 Describe and apply the different approaches (cost, market & income) to value.
   1.3 Discuss and apply the principles of depreciation.
   1.4 Describe the appraisal and reconciliation process.

2.0 DEMONSTRATE COMPETENCY REGARDING THE PRINCIPLES OF REAL ESTATE FINANCING.
   2.1 State the finance documents and their purpose.
   2.2 Differentiate between the primary and secondary mortgage markets.
   2.3 Describe various payment plans for real estate loans.
   2.4 Describe and compare conventional, FHA and VA loans.
   2.5 Calculate discount points and origination fees.

3.0 DEMONSTRATE COMPETENCY REGARDING THE METHODS OF TRANSFER OF TITLE.
3.1 List some methods of title transfer used in Texas.
3.2 List the requirements for a valid conveyance.
3.3 Differentiate between a General Warranty, Special Warranty, and Quit Claim deed.

4.0 DEMONSTRATE COMPETENCY REGARDING THE CONCEPTS OF TITLE RECORDS.
4.1 Discuss priority as it relates to title recordation and liens.
4.2 Distinguish between "chain of title", "abstract of title", and "title opinion".
4.3 Discuss title insurance.

5.0 DEMONSTRATE A WORKING KNOWLEDGE OF BASIC REAL ESTATE MATH.
5.1 Calculate commissions and net pricing.
5.2 Calculate amortization payments.
5.3 Calculate loan discount fees.
5.4 Calculate areas of simple two-dimensional figures.
5.5 Calculate volumes of simple three-dimensional objects.

6.0 DEMONSTRATE COMPETENCY REGARDING THE PROCESS OF CLOSING THE REAL ESTATE TRANSACTION.
6.1 Discuss a real estate closing.
6.2 Discuss the requirements of RESPA.
6.3 Discuss the requirements of Regulation Z.
6.4 Solve proration problems.

7.0 DEMONSTRATE A WORKING KNOWLEDGE OF THE APPLICATION OF FAIR HOUSING LAWS AND ETHICAL PRACTICES.
7.1 Describe the scope and purpose of the fair housing laws.
7.2 Differentiate between "blockbusting", "steering" and "redlining".
7.3 Compare the Texas fair housing laws to the U. S. laws.
7.4 Discuss the provisions of the Community Reinvestment Act.
7.5 Discuss the provisions of the Home Mortgage Disclosure Act.
7.6 Discuss the provisions of the Equal Credit Opportunity Act.

8.0 DEMONSTRATE COMPETENCY REGARDING THE BASICS OF LEASES AND PROPERTY MANAGEMENT.
8.1 Describe the effect of the Statute of Frauds on an oral lease.
8.2 List and illustrate the four leasehold estates.
8.4 Describe the essential elements of a valid lease.
8.5 Discuss the role of a property manager.

9.0 DEMONSTRATE A WORKING KNOWLEDGE OF THE PRINCIPLES OF CONTROL OF LAND USE.
9.1 List and describe the methods by which the use of land is controlled.
10.0 DEMONSTRATE A WORKING KNOWLEDGE OF TECHNOLOGY APPLICABLE TO REAL ESTATE MATTERS.

10.1 Locate information on the Texas Real Estate Commission web site.
10.2 Locate information on the Real Estate Center web site.
10.3 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 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.