COLLIN COUNTY COMMUNITY COLLEGE DISTRICT
DIVISION OF BUSINESS, INFORMATION & ENGINEERING TECHNOLOGIES

COURSE SYLLABUS
FALL 2007

COURSE NUMBER: RELE 1301 SECTION: XP3
COURSE TITLE: PRINCIPLES OF REAL ESTATE I
CREDIT HOURS: 3 LECTURE HOURS: 3
PREREQUISITES: NONE
COREQUISITES: NONE

COURSE DELIVERY METHOD: Lecture

INSTRUCTOR INFORMATION:

Instructor: Cliff C. Freeman
Office: NA
Office hours: By appointment only, at any mutually agreeable time during the week or weekend.
Phone: 214 680 5403
E-mail: CFreeman@ccccd.edu
Other contact information: Always try to contact your instructor first.
Department Chair: 469 365 1801
Division Office: 972 377-1731

CLASS INFORMATION:

Meeting times: Mon. & Wed. 8:30 am – 12:40 pm
Location: PRC H208
Last day to withdraw: Nov. 30, 2007

TEXTBOOK:


SUPPLIES:

Note taking material
Calculator (The instructor will teach from a Texas Instruments Business Analyst II)
MEASURABLE STUDENT LEARNING OUTCOMES:
After successful completion of this course, the student should be able to:

1.0 DEMONSTRATE A WORKING KNOWLEDGE REGARDING BASIC REAL ESTATE CONCEPTS.
1.1 List the seven sources of law.
1.2 Describe the role of the professional organizations.
1.3 List and give examples of the five uses of real estate.

2.0 DEMONSTRATE A WORKING KNOWLEDGE OF REAL PROPERTY CONCEPTS.
2.1 Distinguish between land, real estate and real property.
2.2 Explain the concept of real estate as a “bundle of rights.”
2.3 Describe surface rights, subsurface rights and air rights.
2.4 Distinguish between real property and personal property.
2.5 List the legal test of a fixture.
2.6 Distinguish between fixtures and trade fixtures.
2.7 Recognize when manufactured housing becomes real property.

3.0 DEMONSTRATE A KNOWLEDGE OF THE REAL ESTATE MARKET.
3.1 List the economic and physical characteristics of real estate.
3.2 Define value and relate its benefits.
3.3 Explain supply and demand and list the factors that affect each.
3.4 List and describe the stages of a business cycle.

4.0 DEMONSTRATE PROFICIENCY REGARDING THE CONCEPTS OF HOME OWNERSHIP AND REAL ESTATE INVESTMENT.
4.1 Recognize the different types of housing.
4.2 List the tax benefits of home ownership.
4.3 Describe the types of insurance available to homeowners.
4.4 Explain the Federal Flood Insurance Program.
4.5 Explain the difference between ownership and investment.
4.6 Illustrate the use of “leverage.”
4.7 Explain IRS capital gains, depreciation and a 1031 exchange.
4.8 Describe the use real estate syndicates such as REITS and partnerships.

5.0 DEMONSTRATE A WORKING KNOWLEDGE OF THE FAIR HOUSING LAWS.
5.1 Discuss the goals and purpose of fair housing laws.
5.2 State the importance of: the Civil Rights Act of 1866, the Civil Rights Act of 1964, the Fair Housing Act of 1968, the Fair Housing Act of 1988, and the Texas Fair Housing Act.
5.3 Recognize advertising that violates and of the Fair Housing provisions.
5.4 Explain block busting, steering and redlining.
5.5 State how the fair housing laws are enforced.
5.5 Discuss the provisions of the Community Reinvestment Act, the Home Mortgage Disclosure Act and the Equal Credit Opportunity Act.
5.6 List the protected classes for the Fair Housing Act, the Civil Rights Act of 1866, the Texas Fair Housing Act and the Equal Credit Opportunity Act.
5.7 Explain the purpose and provisions of the Americans with Disabilities Act.

6.0 DEMONSTRATE A WORKING KNOWLEDGE OF THE REAL ESTATE LICENSE ACT.
6.1 State the purpose for TREA.
6.2 State the composition and purpose of TREC.
6.4 List the activities requiring a real estate license.
6.5 List the exceptions to licensure.
6.6 State the penalty for unlicensed real estate activity.
6.7 Explain the difference between a salesperson and a broker.
6.8 State the requirements for a salesperson’s and a broker’s license.
6.9 Explain how the Real Estate Recovery Fund works.
6.10 Recognize all the reasons a license may be revoked.
6.11 Explain the procedure for disciplining a license, including subpoenas.
6.12 Describe the penalties for violating the license act.
6.13 Explain the difference between an active and inactive license.
6.14 Describe how a corporation is licensed.
6.15 Explain the entire licensure procedure, including renewal, and change of sponsoring broker.
6.16 Distinguish between trust accounts, commingling and conversion.

7.0 DEMONSTRATE A WORKING KNOWLEDGE OF INTERESTS IN REAL ESTATE.
7.1 Differentiate between the feudal and allodial systems of ownership.
7.2 List and explain the four powers of government.
7.3 Distinguish between a freehold and a leasehold estate and recognize examples of each.
7.4 Recognize a reversionary interest.
7.5 State and explain the different types of life estates.
7.6 Discuss the Texas homestead law and explain its importance.
7.7 Distinguish between an encumbrance and an encroachment.
7.8 Distinguish between appurtenant easements and easements in gross.
7.9 Differentiate between riparian, litoral and prior appropriation water rights.
7.10 Describe the Open Beach Law.

8.0 DEMONSTRATE A WORKING KNOWLEDGE OF HOW OWNERSHIP MAY BE HELD.
8.1 Distinguish between joint ownership and ownership in severalty.
8.2 Describe tenancy in common and joint tenancy.
8.3 Explain the Texas community property concept.
8.4 Differentiate between a condominium and a cooperative.
8.5 Give an overview of ownership by business entities and trusts.

9.0 DEMONSTRATE A WORKING KNOWLEDGE OF LEGAL DESCRIPTIONS.
9.1 Explain and recognize what constitutes a legal description.
9.2 Discuss the three main methods for describing real estate.
9.3 Describe how elevations are measured.
9.4 Describe the legal description for a condominium.
9.5 State the values of the various units for land measurements.

10.0 DEMONSTRATE A WORKING KNOWLEDGE OF REAL ESTATE TAXES AND LIENS.
10.1 Define “lien” and give an example of the following liens: voluntary, involuntary, statutory, equitable, general and specific.
10.2 Recognize the priority of liens.
10.3 Distinguish between an assessment and a tax.
10.4 Describe the steps in the assessment and enforcement of real estate taxes and tax liens.
10.5 Distinguish between a mortgage and a deed of trust.
10.6 Describe a Mechanics’ lien.
10.7 State the effect of a lien on the ownership of property.
10.8 List several tax exemptions.
10.9 Explain how a lien is foreclosed.
10.10 Distinguish between attachment and lis pendens.
10.11 Discuss the purpose of the Uniform Commercial Code.

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.
11.4 Locate and use various real estate brokerage companies web sites.

COURSE REQUIREMENTS:

In order to receive a passing grade you must do all of the following:
1. Take final exam and achieve a minimum grade of 420 points.
2. Complete attendance requirements.
3. Achieve a minimum of 600 points.
METHOD OF EVALUATION:

The grading scale is based on the total points earned.

<table>
<thead>
<tr>
<th>POINTS REQUIRED FOR GRADE</th>
<th>TOTAL POSSIBLE POINTS</th>
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</thead>
<tbody>
<tr>
<td>A  =90% = 900-1000</td>
<td>Quizzes 400</td>
</tr>
<tr>
<td>B  =80% = 800-899</td>
<td>Final Exam 600</td>
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<tr>
<td>C  =70% = 700-799</td>
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<tr>
<td>D  =60% = 600-699</td>
<td>Total 1000</td>
</tr>
</tbody>
</table>

1000 points will be used for the base.

QUIZZES:

Four quizzes worth 100 points each will be given. **THERE WILL BE NO MAKEUP QUIZZES.** Instructors may, at their option, give a 5th quiz and allow the student to drop their lowest grade.

FINAL EXAM:

The final exam will be comprehensive in nature. The final exam will be a major factor in the student's grade and will be worth a maximum of 600 points. **The student must receive a minimum of 420 points on the final in order to pass the course, regardless of the total points earned.**

RESEARCH PROJECT:

A written or oral research project may receive up to a maximum of 100 points of extra credit. The project and method of presentation must be approved by the instructor. The project must include at least three sources (printed, interview, video, etc.) for the information presented and must be in addition to the required textbook. These sources must be identified (on a separate page from the report) in such a manner that the instructor can readily locate the source. For example a newspaper source should listed as the paper, section, page and date; an interview should give the person's name, position or occupation, company, address and telephone number; a book should be listed by the title, publisher, date, chapter and page.

A written project must be typed, double spaced, and be no less than 3 full pages of substantive material exclusive of title pages, bibliography, indexes, etc. An oral project should be a presentation between ten to twenty minutes in length and must include a written, one-page outline of the material and a list of the material and a list of the sources as set forth above. The same project may not be used for more than one class. This is to be your original work; plagiarism / copying is not acceptable. Failure to adhere to these requirements will result in less full credit or no credit for the project.
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 on the front page.

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.

**CLASSROOM CONDUCT:**

Any form of disruptive behavior will not be tolerated and may result in loss of credit or further appropriate action. Cellular phones and pagers are to be in silent mode during class and their use is not permitted while class is in session.

**NOTE:** A generic copy of this syllabus is available in the division office and on the college website at : http://iws.ccccd.edu/syllabus
### PRINCIPLES I - FIVE WEEK SCHEDULE

TENTATIVE OUTLINE, SCHEDULE & QUIZZES

<table>
<thead>
<tr>
<th>SESSION</th>
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| 1       | 1       | Introduction to Course  
Syllabus Review  
Licensure Requirements  
Introduction to Real Estate |
| 2       | 2       | Real Property  
3       | Real Estate Business  
4       | Concepts of Home Ownership |
| 3       | 24      | Real Estate Investment  
QUIZ 1 |
| 4       | 7       | License Act  
QUIZ 2 |
| 5       | 6       | Fair Housing |
| 6       | 8       | Interests in Real Estate  
9       | How Ownership is Held  
QUIZ 3 |
| 7       | 9       | How Ownership is Held (cont'd)  
QUIZ 4 |
| 8       | 10      | Legal Descriptions  
QUIZ 5  
(Papers/Outlines due) |
| 9       | 11      | Liens  
QUIZ 5  
(Papers/Outlines due) |
| 10      | 11      | Open - Topics as per class needs  
COMPREHENSIVE FINAL EXAM |

The quizzes cover the assigned chapters, lecture material and class handouts.

This schedule denotes the sequence in which materials will be presented and the approximate sessions in which they will be presented. The instructor may modify this schedule to meet class needs. **You must select a classmate to keep you advised of any changes and to collect materials for you from the days you are late or absent from class.**
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