



**LAMAR INSTITUTE
OF TECHNOLOGY**

Law of Agency (RELE 2301 2A3)

INSTRUCTOR CONTACT INFORMATION

Instructor: Stephen Hudnall
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Office Phone: (409)247-4941
Office Location: TC 226
Office Hours: See Blackboard

CREDIT

3 Semester Credit Hours (3 hours lecture, 0 hours lab)

MODE OF INSTRUCTION

Online

PREREQUISITE/CO-REQUISITE:

None

COURSE DESCRIPTION

A beginning overview of licensing as a real estate broker or salesperson. Includes ethics of practice as a license holder, titles to and conveyance of real estate, legal descriptions, deeds, encumbrances ad 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 instruction for salesperson license.

COURSE OBJECTIVES

Upon completion of this course, the student will be able to

- Define the principles of real estate and how they apply to the real estate industry
- Describe titles to and conveyance of real estate
- Discuss legal descriptions, deeds, encumbrances and liens
- Discuss Texas Real Estate License Act (TRELA; distinguish differences between personal and real property
- Outline the federal, state, and municipal laws related to discrimination in the real estate.

REQUIRED TEXTBOOK AND MATERIALS

Texas Real Estate Agency 8th Edition
Dearborn Real Estate Education
ISBN: 978-1-4754-2809-4

Approved: **Initials/date**

ATTENDANCE POLICY

This is an 8-week online course. Students are expected to log in to Blackboard 2 to 3 times per week and complete all coursework.

DROP POLICY

If you wish to drop a course, you are responsible for initiating and completing the drop process. If you stop coming to class and fail to drop the course, you will earn an "F" in the course. Spring 2023 Final drop date is January 31, 2023 without academic penalty. No exceptions to these dates. ***If you are not passing at the time of the first drop date, I recommend that you drop the class and take it again at a later date.***

COURSE CALENDAR

DATE	TOPIC	READINGS (Due on this Date)	ASSIGNMENTS (Due on this Date)
Week 1	Agency Concepts Basic Agency Relationships	Chapters 1-2	Why Study Agency Discussion Client VS Customer Discussion Chapter 2 Quiz
Week 2	Duties & Disclosures to 3 rd Parties Seller Agency	Chapter 3-4 Exam 1 Review	Stigmatized Properties Discussion Listing Agreement Discussion
Week 3	Buyer Agency Intermediary Brokerage	Chapter 5-6	Chapter 5 Quiz Chapter 6 Quiz
Week 4	Intermediary Brokerage (continued)	Chapter 6 (continued) Mid-term Review	MID-TERM
Week 5	Creation & Termination of Agency Clarifying Agency Relationships	Chapters 7-8	Implied VS Express Agency Discussion Chapter 8 Quiz
Week 6	Employment Issues Agency, Ethics, and the Law	Chapter 9-10 Exam 3 Review	Independent Contractor Discussion Morality VS Ethics Discussion Exam 3
Week 7	Agency, Ethics, & the Law DTPA	Chapters 10 (continued) Chapter 11	Fair Housing Discussion Fraud VS Misrepresentation Discussion
Week 8	Implementation and Presentation	Chapter 12	Final Project Final Exam

COURSE EVALUATION

Final grades will be calculated according to the following criteria:

Participation	20%
Exam #1	15%
Exam #2	15%
Exam #3	15%
Final Exam	20%
Final Project	15%
Total:	100%

GRADE SCALE

- 90-100 A
- 80-89 B
- 70-79 C
- 60-69 D
- 0-59 F

TECHNICAL REQUIREMENTS

The latest technical requirements, including hardware, compatible browsers, operating systems, etc. can be online at <https://lit.edu/online-learning/online-learning-minimum-computer-requirements>. A functional broadband internet connection, such as DSL, cable, or WiFi is necessary to maximize the use of online technology and resources.

DISABILITIES STATEMENT

The Americans with Disabilities Act of 1990 and Section 504 of the Rehabilitation Act of 1973 are federal anti-discrimination statutes that provide comprehensive civil rights for persons with disabilities. LIT provides reasonable accommodations as defined in the Rehabilitation Act of 1973, Section 504 and the Americans with Disabilities Act of 1990, to students with a diagnosed disability. The Special Populations Office is located in the Eagles' Nest Room 129 and helps foster a supportive and inclusive educational environment by maintaining partnerships with faculty and staff, as well as promoting awareness among all members of the Lamar Institute of Technology community. If you believe you have a disability requiring an accommodation, please contact the Special Populations Coordinator at (409)-951-5708 or email specialpopulations@lit.edu. You may also visit the online resource at [Special Populations - Lamar Institute of Technology \(lit.edu\)](#).

STUDENT CODE OF CONDUCT STATEMENT

It is the responsibility of all registered Lamar Institute of Technology students to access, read, understand and abide by all published policies, regulations, and procedures listed in the *LIT Catalog and Student Handbook*. The *LIT Catalog and Student Handbook* may be accessed at www.lit.edu. Please note that the online version of the *LIT Catalog and Student Handbook* supersedes all other versions of the same document.

STARFISH

LIT utilizes an early alert system called Starfish. Throughout the semester, you may receive emails from Starfish regarding your course grades, attendance, or academic performance. Faculty members record student attendance, raise flags and kudos to express concern or give praise, and you can make an appointment with faculty and staff all through the Starfish home page. You can also login to Blackboard or MyLIT and click on the Starfish link to view academic alerts and detailed information. It is the responsibility of the student to pay attention to these emails and information in Starfish and consider taking the recommended actions. Starfish is used to help you be a successful student at LIT.