

Principles of Real Estate II (RELE 1338)



Credit: 3 semester credit hours (3 hours lecture)

Prerequisite/Co-requisite: None

Course Description

A continuing overview of licensing as a broker or salesperson in Texas. 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 instruction for salesperson license.

Required Textbook and Materials

1. Modern Real Estate Practice in Texas, Fifteenth Edition, by Cheryl Peat Nance, Ed D, DREI, CREI. Dearborn Real Estate Education
 - a. ISBN number is: 978-1-4277-3560-7 / 1-4277-3560-3

Course Objectives

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

1. Define the principles of real estate and how they apply to the Texas real estate industry.
2. Outline closing procedures.
3. List examples of laws relating to fair housing including the Texas Fair Housing Act.
4. Describe appraisal, finance and regulations.
5. Solve real estate mathematical problems.

Course Outline

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| <p>A. Listing Agreements</p> <ol style="list-style-type: none">1. Listing Property2. Property Disclosures and Notices3. Marketing and Promotion <p>B. Real Estate Appraisal</p> <ol style="list-style-type: none">1. Appraising2. Value3. The Three Approaches to Value <p>C. Real Estate Financing Principles</p> <ol style="list-style-type: none">1. Mortgage theory2. Security and Debt3. Provisions of the Note | <p>D. Real Estate Financing Practice</p> <ol style="list-style-type: none">1. Sources of Real Estate Financing2. Conventional, FHA and VA Loans3. Government influence in Mortgage Lending <p>E. Transfer of Title</p> <ol style="list-style-type: none">1. Title to Real Estate2. Voluntary Alienation3. Involuntary Alienation <p>F. Title Records</p> <ol style="list-style-type: none">1. Overview2. Public Records and Recording |
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Approved 12/2013

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Course Syllabus

- 3. Evidence of Title
- G. Real Estate Mathematics
 - 1. Calculators, Fractions and Percentages
 - 2. Profit, Interest, Amortization
 - 3. Property Taxes and insurance premiums
- H. Closing the Real Estate Transaction
 - 1. Preclosing procedures
 - 2. Conducting the Closing
 - 3. Preparation of Closing Statements
- I. Leases
 - 1. Leasing real estate
 - 2. Common Lease Provisions
- 3. Landlord and Tenant Act
- J. Property Management
 - 1. Property Management
 - 2. Management Considerations
 - 3. The Management Profession
- K. Control of Land Use and Green Initiatives
 - 1. Land-use Controls
 - 2. Public Ownership
 - 3. Environmental Legislation
- L. Real Estate Investment
 - 1. Investing in Real Estate
 - 2. The Investment
 - 3. Tax Benefits

Grade Scale

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

Course Evaluation

Final grades will be calculated according to the following criteria:

Class attendance, class participation and pop quizzes	20%
Four (4) Unit Tests 20% each	80%
Total	100%

Course Requirements

- 1. Satisfactory exam grades
- 2. Satisfactory attendance

Course Policies

- 1. No food, drinks, or use of tobacco products in class.
- 2. Beepers, telephones, headphones, and any other electronic devices must be turned off while in class.
- 3. Do not bring children to class.
- 4. Tests. Students that miss a test are not allowed to make up the test. Students that miss a test will receive a grade of '0'.
- 5. If you wish to drop a course, the student is 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.
- 6. Additional class policies as defined by the individual course instructor.

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Disabilities Statement

The Americans with Disabilities Act of 1992 and Section 504 of the Rehabilitation Act of 1973 are federal anti-discrimination statutes that provide comprehensive civil rights for persons with disabilities. Among other things, these statutes require that all students with documented disabilities be guaranteed a learning environment that provides for reasonable accommodations for their disabilities. If you believe you have a disability requiring an accommodation, please contact the Special Populations Coordinator at (409) 880-1737 or visit the office in Student Services, Cecil Beeson Building.

Course Schedule

Week of	Topic	Reference
Week 1	Course Introduction and Chapter 13: Listing Agreements	pp. 283 - 313
Week 2	Chapter 13: Continued Chapter 14: Real Estate Appraisal	pp. 314 - 339
Week 3	Chapter 14: Continued Chapter 15: Real Estate Financing Principles	pp. 340 - 366
Week 4	Chapter 15: Continued Test #1: Chapters 13, 14 & 15	.
Week 5	Chapter 16: Real Estate Financing Practice	pp. 367 – 411
Week 6	Chapter 17: Transfer of Title	pp. 412 – 431
Week 7	Chapter 18: Title Records	pp. 432 – 444
Week 8	Chapter 18: Continued Test #2: Chapters 16, 17 & 18	pp. 432 – 444
Week 9	Spring Break	
Week 10	Chapter 19: Real Estate Mathematics	pp. 445 – 462
Week 11	Chapter 20: Closing the Real Estate Transaction	pp. 463 – 488
Week 12	Chapter 21: Leases	pp. 489 – 515
Week 13	Chapter 21: Continued	pp. 489 – 515
Week 14	Test #3: Chapters 19, 20 & 21 Chapter 22: Property Management	pp. 516 – 534
Week 15	Chapter 22: Continued Chapter 23: Control of Land Use and Green Initiatives	pp. 516 – 534 pp. 535 – 558
Week 16	Chapter 24: Real Estate Investment	pp. 559 - 576
Week 17	Final Exam: Chapters 22, 23 & 24	

Contact Information:

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