

Real Estate Contracts Syllabus

RELE - 1211

Date: To Be Determined

Campus: To Be Determined

1. Instructor Information:

Adjunct Professor: Gordon T. Gorychka, GRI / CRB / ABR / MBA

Office: 8301 Twilight Terrace Drive
Austin, TX 78737-3533

Phone: 512-301-1881

Email: Gordon@theGORDONcompany.com

Office Hours: 1 hour prior to class
Other times by appointment: 512-301-1881

2. Course Description:

The purpose of the course is to provide a clear, practical approach to one of the most important activities a real estate licensee does for a buyer or seller, the completion of contracts. Additionally, the course is one of the fundamental core courses required by the Texas Real Estate Commission in meeting the initial requirements for license application.

3. Required Text:

Texas Real Estate Contracts, 5th Edition by Ralph Tamper. Additionally the text contains numerous case studies for students to undertake in order to accomplish contract proficiency.

4. Instructional Methodology:

This course will be primarily lecture with appropriate handouts and some related PowerPoint presentation to highlight important issues. Small group work will also take place in the classroom to engage the student in class related problems and discussion issues. Case studies will also take place in order to master contract proficiency. A standard calculator (not a cell phone) will be necessary. Class presentation will be augmented by authentic real estate events and Texas case law.

5. Course Rationale:

The purpose of this course is to introduce the student to real estate contracts. This course will provide an initial exposure to real estate contracts as required by the Texas Real Estate Commission should the student desire to ultimately obtain a license. Some of the topics include: real estate law, concept of ownership, brokerage, agency, the Texas Real Estate License Act, etc. Completion of the course will provide students with a better understanding of the complexity and breadth of the real estate business and the importance of contracts.

6. Course Learning Objectives and Outcomes:

Upon completion of this course, the student will have a greater understanding of the basic provisions of the Texas Real Estate License Act (TRELA) and applicable TREC rules, know the elements of an enforceable real estate contract, know when to use each contract form and addenda, and know how to complete each contract form and

addenda. Additionally, the student will gain increased knowledge about the information necessary to pass the Texas license examination, and information about the related fields of finance, law, title insurance, inspection and closing the transaction. On a personal side the student will be better informed when completing the purchase or sale of real estate for themselves.

7. Grading:

The students grade will be composed of Class Participation and Two (2) Exams, and Three (3) Contract Completion Exercises. **Total Points possible = 190.**

Class Participation:

The class will meet for 30 classroom hours in the semester. A student will earn one (1) point for each hour of attendance and their participation in the classroom activities. Should a student miss a class, or a portion of the class, they will earn no points for the hour(s) missed. There is no make-up for this activity. **Maximum points = 30.**

Tests:

There will be one (1) multiple choice exam given after completion of Chapter 9. The exam will be administered in the classroom on the appointed day. The student will have one (1) hour to complete the exam. Normal classroom instruction will follow for the balance of the day. **Maximum points = 50.**

Failure to take the exam on the appointed day reduces the student's score 10 points. The student will be responsible for making arrangements with the instructor to take the exam before the next classroom session.

Three (3) Contract Completion Exercises. These will be take home exercises. **Maximum points = 10 per exercise; 30 total.**

Final Exam - Contract Completion Scenario – Open Book – in class. **Maximum points = 80.**

Grades:

A student's grade is based points earned from Class Participation, two Exams and three Exercises. **See Item #10 for Continuing Education student's attendance requirements and grading.**

A = 90% or More of total points possible
B = 80% to 89.9% of total points possible
C = 70% to 79.9% of total points possible
D = 60% to 69.9% of total points possible
F = Below 60%

8. Course Policies:

Academic Freedom:

Each student is strongly encouraged to participate in class. In any classroom situation that includes discussion and critical thinking, there are bound to be many differing viewpoints. These differences enhance the learning experience and create an atmosphere where students and instructors alike will be encouraged to think and learn. On sensitive and volatile topics, students may sometimes disagree not only with each other but also with the instructor. It is expected that faculty and students will respect the views of others when expressed in classroom discussions.

Attendance:

Attending class will provide the benefit of interacting with the instructor and classmates. Part of your grade is determined by your attendance and participation (See Section 6 above). **Additionally per ACC Real Estate Department policy: a student must attend 90% of the total class hours, making up any time they are absent, and pass a final evaluation.**

TREC and ACC require all missed work to be made up with a maximum make-up of 10%. For a 30 classroom hour course this equates to 3 hours. That being said, a student can only miss one-half day in a four (4) or six (6) day course, one (1) session in a month long course, and one (1) session in a semester course where the class meetings are 3 to 4 hours long. Beyond that no credit will be given per TREC or ACC rule. Additionally the student will be given written homework to make up the missed session.

Departmental Website: <http://www.austincc.edu/mkt>

Incomplete:

An incomplete (I) will be rarely granted. This course is based primarily on the completion of two exams. With penalty a student could miss a scheduled exam date but would have a week to take the exam. That said, it is the responsibility of the student to contact their advisor or Admissions and Records to withdraw from the course within any permitted deadline.

Rule of Three:

Per State of Texas law, effective Spring, 2006, any student taking a class for the third time or more may be charged an additional \$60 per credit hour unless exempted. The Texas Higher Education Coordinating Board has mandated that all publicly funded higher education institutions will not receive funding for courses a student takes for the third time. Without the state funding for those affected classes, ACC will charge the additional tuition to cover the cost of the class. The new 'Rule of Three' will not apply to developmental courses and special studies courses in which the content changes each semester.

Withdrawal:

It is the student's responsibility to withdraw from a course. Instructors are allowed to withdraw students, but a student should not rely on the instructor to do so should the student wish to withdraw. Note: POTENTIAL SERIOUS CONSEQUENCES FOR RECEIVING A "W" IN A COURSES: The Texas Legislature has for the second session in a row, instituted some substantial consequences for students who withdraw from courses. Students have traditionally thought of a W as a non-penalty grade, thus it is very important that students understand the direction that the state is going about withdrawals so that they can avoid substantial negative consequences later. In 2007, the state declared that, for incoming freshmen in Fall 2007 and later, there will be a limit of six W's overall in the student's college career.

Scholastic Dishonesty:

Acts prohibited by the college for which discipline may be administered include scholastic dishonesty, including but not limited to cheating on an exam or quiz,

plagiarizing, and unauthorized collaboration with another in preparing outside work.

Academic work submitted by students shall be the result of the student's thought, research or self-expression. Academic work is defined as, but not limited to tests, quizzes, whether taken electronically or on paper; projects either individual or group; classroom presentations, and homework. Violation of scholastic dishonesty will result in the student receiving an F on the text, quiz or project, and a possible failure in the course.

Students with Disabilities:

Each ACC campus offers support services for students with documented physical or psychological disabilities. Students with disabilities must request reasonable accommodations through the office for Students with Disabilities on the campus where they expect to take a majority of their classes. Students are encouraged to take care of these issues three (3) weeks before the start of the semester.

Student Discipline:

Classroom behavior should support and enhance learning. Disruptive behavior prevents everyone from learning and will be dealt with appropriately.

9. Tentative Schedule: (All Sessions Begin at 6PM Unless Indicated)

See Specific Course for Dates Campus Location and Schedule of Topics and Exams
--