

# Real Estate Principles Syllabus

RELE 1406

Date: To Be Determined

Campus: To Be Determined

## 1. Instructor Information:

Adjunct Professor: Gordon T. Gorychka, **GRI / CRB / ABR / MBA**  
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## 2. Course Description:

The course provides a general overview of the real estate industry including in the first 21 chapters of the text all of the topics required by the Texas Real Estate License Act for four (4) hours of core real estate instruction.

## 3. Required Text:

Modern Real Estate Practice in Texas, 13<sup>th</sup> Edition, Cheryl Peat Nance. We will cover all 23 chapters in this text. Additionally the text contains information and sample test questions related to the Texas license exam, license application procedures and other helpful resources.

## 4. Instructional Methodology:

This course will be primarily lecture with a 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. A standard calculator (**not a cell phone**) will be necessary to successfully meet the math requirements of several chapters. 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 the basic concepts of real estate. This introductory course will provide an initial exposure to real estate as required by the Texas Real Estate Commission should the student desire to ultimately obtain a license. Some of the topics include: the real estate market, concepts of ownership, brokerage, agency, fair housing, the Texas Real Estate License Act, etc. Completion of the course will provide students with a better understanding of the complexity and breath of the real estate industry.

6. Course Learning Objectives and Outcomes:

Upon completion of the course the student will have a greater understanding of the real estate laws, practices and terminology. Additionally, the student will gain increased knowledge about the information necessary to pass the Texas license examination, and information about the related fields of appraisal, finance, law, property management, inspection and insurance. 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 four (4) Exams.

Class Participation:

The class will meet for 60 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 even though the student has to make up missed work.

Tests:

There will be four (4) multiple choice exams given throughout the semester each worth 60 points. The exams will be administered in the classroom on the appointed day at 6pm unless noted otherwise. The student will have one (1) hour to complete the exam. **Normal classroom instruction will follow for the balance of the evening except for Exam #4.**

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.

The exams will be cover the text chapters indicated.

Exam 1	Chapters 1 – 6	6	0
Exam 2	Chapters 7 – 12	Points	60
Exam 3	Chapters 13 – 18	P o i n t s	
Exam 4	Chapters 19 – 24	60	Points
Attendance		6	0
Total Points Possible		Points	
60	P o i n t s		300 Points

Grades:

A student’s grade is based points earned from Class Participation and the four Exams.

- 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 classmate classmates, however, there is no requirement to attend. 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.**

### Incomplete:

An incomplete (I) will be rarely granted. This course is based primarily on the completion of four exams. With penalty a student could miss a scheduled exam date but would have a week to take the exam. That said, if there is a personal circumstance that prevents course completion after the deadline to withdraw (November 26, 2007), then the student must make arrangements with the instructor to agree via contract for course completion.

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

### 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.

### 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.

**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.

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

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