

# Real Estate Principles I Syllabus

RELE 1201

Date: TBD

Campus: HBC

## 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 in Chapters 1 through 12 many of the topics required by the Texas Real Estate License Act for two (2) hours of core real estate instruction. Completion of Principles I along with Principles II, will complete TREC's requirements regarding basic core real estate principles.

## 3. Required Text:

Modern Real Estate Practice in Texas, 13<sup>th</sup> Edition, Cheryl Peat Nance. In Principles I we cover 12 chapters in this text. Principles II covers the remaining chapters through Chapter 23. 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 this and the following Principles II 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 Two (2) Exams.

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 even though the student has to make up missed work.

Tests:

There will be two (2) multiple choice exams given throughout the semester. All exams 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 evening. 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

Exam 2 Chapters 7 – 12

Grades:

A student's grade is based points earned from Class Participation and the two 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%

**See Item #10 For Continuing Education student's grading.**

## 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:

See Specific Course for Dates, Campus and Content Schedule

#### 10. Addendum for Continuing Education Students

Grading is based on successful completion (60% or greater) of the course requirements, and the student will be given a 'S'; those who score less will be given a 'U'. A letter grade will also be given in the event you wish to transfer your record to the College side. A certificate of course completion will be given for submission to TREC.