

Course Information

Real Estate Principles and Practices – REAL 2100

Fall, 2015

Section 003 –W 6:30pm-9:20pm

BLB 040

PROFESSOR:

Dr. Anjelita Cadena

Office: BLB 331B (940) 565-3099

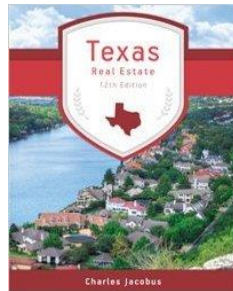
E-Mail: Anjelita.Cadena@UNT.edu

Office Hours: W 8am-12pm, and by appointment.

COURSE DESCRIPTION:

Real estate principles, law, and operating procedures in the state of Texas are presented. Topics include arithmetical calculations for real estate transactions, conveyancing, land economics and appraisals, obligations between the principal and the agent, ethics, and rules and regulations of the Texas Real Estate Commission. The usages of various real estate instruments are covered, including deeds, deed of trust, mortgages, land contracts of sale, leases, liens, and listing contracts.

TEXTBOOK:



Texas Real Estate

Author: Charles J. Jacobus

Format: Paperback

Publisher: ONCOURSE

Edition: 12th Edition (2014)

ISBN-10: 1629800015

ISBN-13: 978-1629800011

TECHNOLOGY:

Blackboard will be used as a supplemental tool for discussions, communication, documents distribution, announcements, and assignment submittal. Verify that you have access.

A **Basic Calculator** will be needed for some of the real estate calculations. A calculator on your phone or other electronic device will be not permitted during exams.

The **BLB Computer Lab** is available to all students during the semester. For locations, availability, and software licensing, check their website <https://www.cob.unt.edu/lab/hours.php>

The **Software** necessary to complete your assignments (Word, Excel, PowerPoint, etc.) are available at the BLB Computer Lab and for individual use through the COB/Microsoft Licensing Agreement. Check the website above for more details.

COURSE OBJECTIVES: The Real Estate Principles and Practices course is a survey course; an introduction to the practice of Real Estate. It is general in nature and designed to prepare the student for further study in one or more specific areas of Real Estate Finance, Law, Marketing, Appraisal, Property Management, and Investment Real Estate, and to develop the skills to manage personal real estate. Students are expected to comprehend real estate terminology and contract features and to acquire the knowledge, judgement and expertise to understand the real estate process.

1. To introduce the student to the practice of Real Estate
2. To provide the student with the language and terminology of real estate
3. To prepare the student for a more in depth study of the key functional areas of real estate.
4. To prepare students to be more educated home buyers.

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|------------------|-----|--|
| GRADING*: | | (* PROPOSED – SUBJECT TO CHANGE) |
| Quizzes: | 20% | Quizzes, In-Class Assignments, Participation |
| Assignments: | 20% | As assigned |
| Exams: | 60% | Two exams (20% each) plus a Final Exam (20%) |

Your instructor has the right to drop or add quizzes, assignments, projects in an effort to evaluate your progress. You can check Blackboard for those changes.

A=100-90%; B=89-80%; C=79-70%; D=69-60%; F=<60%

TEACHING PHILOSOPHY UNT’s College of Business is a professional college whose mission

ATTENDANCE: Students are required to attend all classes and be punctual in order to be certified to the Texas Real Estate Commission. Make-up quizzes and exams will not be given without prior instructor approval.

DISABILITY ACCOMMODATION *The University of North Texas is on record as being committed to both the spirit and letter of federal equal opportunity legislation; reference Public Law 92-112 – The Rehabilitation Act of 1973 as amended. With the passage of new federal legislation entitled Americans with Disability Act (ADA), pursuant to section 504 of the Rehabilitation Act, there is renewed focus on provided this population with the same opportunities enjoyed by all citizens.*

As a faculty member, I am required by law to provide “reasonable accommodations” to students with disabilities, so as not to discriminate on the basis of that disability. Student responsibility

primarily rests with informing faculty of their need for accommodations and in providing authorized documentation through designated administrative channels. Information regarding specific diagnostic criteria and policies for obtaining academic accommodations can be found at the Office of Disability Accommodation in Sage Hall, Suite 167, (940) 565-4323 or visit their website:

<http://www.unt.edu/oda/apply/index.html>. ***If you need an accommodation, please contact me as soon as possible.***

**ACADEMIC
DISHONESTY
(CHEATING)**

Academic dishonesty is defined in the UNT policy on Student Standards for Academic Integrity. Any suspected case of Academic Dishonesty will be handled in accordance with University policy and procedures. Possible academic penalties include a grade of "F" in the course. You can find the policy and procedures at <http://vpaa.unt.edu/academic-integrity.htm>.

If I suspect that you have engaged in academic dishonesty, I will deal with the situation as outlined in the University Policy shown above. You will be allowed to remain in the class during the entire time that the academic misconduct accusation is being investigated, adjudicated, and appealed. As noted above, the maximum academic penalty that can be assessed by an instructor is an "F" in the course. However, university officials use the academic misconduct information to decide if other misconduct sanctions are then to be applied and the student has separate rights to appeal those decisions, remaining in the class until all appeals are exhausted.

**STUDENT EVALUATION
OF TEACHING
EFFECTIVENESS (SETE)**

The Student Evaluation of Teaching Effectiveness (SETE) is a requirement for all organized classes at UNT. This short survey will be made available to you at the end of the semester, providing you a chance to comment on how this class is taught. The administration of the SETE will begin a couple of weeks before the end of the semester and remain open through the week of finals to try to maximize student participation.

I work continuously to improve my teaching and preparation for this course. Your participation in the SETE is an important part of this process and your involvement in this class and in all of your classes. Please participate in the SETE process.

**TEACHING
PHILOSOPHY**

Current business and career opportunities require our students to be proficient with several software suites for research, communication, and reporting. I modify my teaching methods to keep up with the technology available and incorporate websites into my lectures and

assignments to make sure the students use this technology in an efficient manner. Where appropriate, I make extensive use of the computer lab for hands-on training geared to the introductory level but adjustable depending on the students.

Learning should not be a passive act, sitting in the classroom listening and taking notes. I encourage students to form study groups and to look for me online during their study times, in case they have questions. Because of the diversity of the student population in all aspects – age, culture, language, and technological competency, it is challenging to keep communication channels open so that the students feel free to ask questions and encouraged to work up to the course expectations.

I provide additional group study sessions prior to exams, especially the final exam so students can learn how study groups help in the learning process.

Finally, please keep in contact throughout the semester. Call to schedule an appointment or just stop by during office hours.

Academic Calendar for Fall Term 2015

(check official link for updates: (<http://www.unt.edu/catalogs/2015-16/calendar.htm>))

| Date | Event |
|-------------------------------------|--|
| August 24, 2015 | First Class Day (Monday) |
| September 7, 2015 | Labor Day (no classes; university closed) |
| November 26–29, 2015 | Thanksgiving Break (no classes; university closed) |
| November 28 – December 4, 2015 | Pre-finals Week |
| December 3, 2015 | Last Class Day |
| December 4, 2015 | Reading Day (no classes) |
| December 5–11, 2015 | Finals |
| December 24, 2015 – January 1, 2016 | Winter Break (no classes; university closed) |

Proposed Schedule, Fall 2015

| Date | Meeting | Subject/Reading Assignment |
|------------|---------|--|
| 8/26/2015 | 1 | Chapter 1: Introduction Chapter 2: Nature and Description of Real Estate <i>Assignment Due Today: Student Survey and Math Assessment</i> |
| 9/2/2015 | 2 | Chapter 3: Rights and Interests in Land Chapter 4: Forms of Ownership <i>Assignment Due Today: TBD</i> |
| 9/9/2015 | 3 | Chapter 5: Issues in Home Ownership Chapter 6: Condominiums, Cooperatives, PUDs, and Timeshares <i>Assignment Due Today: TBD</i> |
| 9/16/2015 | 4 | Chapter 7: Contract Law Chapter 8: Texas Real Estate Sales Contracts <i>Assignment Due Today: TBD</i> |
| 9/23/2015 | 5 | Exam #1: Chapters 1 - 8 Chapter 9: Licensing Laws and Professional Affiliation |
| 9/30/2015 | 6 | Chapter 10: The Principal-Broker Relationship: Employment Chapter 11: The Principal-Broker Relationship: Agency <i>Assignment Due Today: TBD</i> |
| 10/7/2015 | 7 | Chapter 12: Fair Housing: ADA, Equal Credit, and Community Reinvestment Chapter 13: Transferring Title <i>Assignment Due Today: TBD</i> |
| 10/14/2015 | 8 | Chapter 14: Recordation, Abstracts, and Title Insurance Chapter 15: Mortgage Theory and Law <i>Assignment Due Today: TBD</i> |
| 10/21/2015 | 9 | Chapter 16: Lending Practices <i>Assignment Due Today: TBD</i> |
| 10/28/2015 | 10 | Exam #2: Chapters 9 - 16 Chapter 17: Sources of Financing |
| 11/4/2015 | 11 | Chapter 18: Types of Financing Chapter 19: The Loan and the Consumer <i>Assignment Due Today: TBD</i> |
| 11/11/2015 | 12 | Chapter 20: Real Estate Leases Chapter 21: Real Estate Appraisal <i>Assignment Due Today: TBD</i> |
| 11/18/2015 | 13 | Chapter 22: Title Closing and Escrow Chapter 23: Land-Use Control <i>Assignment Due Today: TBD</i> |
| 11/25/2015 | 14 | Chapter 24: Investing in Real Estate Chapter 25: Specialization <i>Assignment Due Today: TBD</i> |
| 12/9/2015 | 15 | Final Exam, 6:30pm; BLB 040 |

**Final Exams are subject to University schedule, posting, and official changes. Please confirm final exam time/date with posted schedule.

* Exams to be announced at least one class period in advance. Dates above are negotiable and subject to change.