

Course Information

Real Estate Principles and Practices – REAL 2100

Spring, 2016

Section 002 –W 6:30pm-9:20pm

BLB 040

PROFESSOR:

Dr. Anjelita Cadena

Office: BLB 331B (940) 565-3099

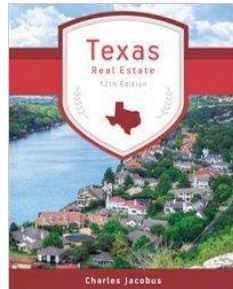
E-Mail: Anjelita.Cadena@UNT.edu

Office Hours: Tue/Thu 1pm-2pm, 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 homebuyers.

GRADING: **(PROPOSED – SUBJECT TO CHANGE)**

Quizzes:	25%	Participation: Discussions, In-Class Assignments, Attendance
Project:	25%	Business Plan
Exams:	50%	Two exams (20% each) plus a Final Exam (30%)

Your instructor has the right to drop or add quizzes, assignments, projects in an effort to evaluate your progress. Check Blackboard for any and all 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
PERCEPTIONS OF
TEACHING (SPOT)**

Student feedback is important and an essential part of participation in this course. The student evaluation of instruction is a requirement for all organized classes at UNT. The short SPOT survey will be made available **April 18th – May 1st** to provide you with an opportunity to evaluate how this course is taught. For the spring 2016 semester you will receive an email on **April 18th (12:01 a.m.)** from "UNT SPOT Course Evaluations via IASystem Notification" (no-reply@iasystem.org) with the survey link. Please look for the email in your UNT email inbox. Simply click on the link and complete your survey. Once you complete the survey you will receive a confirmation email that the survey has been submitted. For additional information, please visit the spot website at www.spot.unt.edu or email spot@unt.edu.

**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 Spring Term 2016

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

Date	Event
January 18, 2016	MLK Day (no classes; university closed)
January 19, 2016	First Class Day
March 14-20, 2016	Spring Break (no classes)
April 30-May 6, 2016	Pre-finals Week
May 4-5, 2016	Pre-finals days, no new content
May 6, 2016	Reading Day (no classes)
May 7-13, 2016	Finals

**You may also want to check the:
Office of the Registrar Spring 2016 Registration Guide**

For registration and drop dates: (<http://registrar.unt.edu/registration/spring-registration-guide>)

Proposed Schedule

Week	Date	Subject/Reading Assignment
1	Tue, Jan 19	Ch01: Introduction & Ch02: Nature and Description of RE <i>Project: BP Goals</i>
2	Tue, Jan 26	Ch03: Rights and Interests in Land & Ch04: Forms of Ownership <i>Project: BP Organization, Management, Goals</i>
3	Tue, Feb 02	Ch05: Issues in Home Ownership Ch06: Condominiums, Cooperatives, PUDs, and Timeshares <i>Project: Investing in a Foreclosure</i>
4	Tue, Feb 09	Ch07: Contract Law Ch08: Texas Real Estate Sales Contracts
5	Tue, Feb 16	Exam #1: Chapters 1 - 8 Ch09: Licensing Laws and Professional Affiliation
6	Tue, Feb 23	The Principal-Broker Relationship: Ch10: Employment & Ch11: Agency <i>Project: Market Analysis & Marketing Plan</i>
7	Tue, Mar 01	Ch12: Fair Housing: ADA, Equal Credit, and Community Reinvestment Ch13: Transferring Title
8	Tue, Mar 08	Ch14: Recordation, Abstracts, and Title Insurance Ch15: Mortgage Theory and Law
9	Tue, Mar 15	Spring Break
10	Tue, Mar 22	Ch16: Lending Practices <i>Project: BP Financing Needed</i>
11	Tue, Mar 29	Exam #2: Chapters 9 - 16 Ch17: Sources of Financing
12	Tue, Apr 05	Ch18: Types of Financing & Ch19: The Loan and the Consumer <i>Project: BP: Consumer Assistance Services</i>
13	Tue, Apr 12	Ch20: Real Estate Leases & Ch21: Real Estate Appraisal <i>Project: BP: Prop Management Services</i>
14	4/19/2016	Ch22: Title Closing and Escrow Ch23: Land-Use Control
15	Tue, Apr 26	Ch24: Investing in Real Estate & Ch25: Specialization <i>Project: BP: RE Investment Plan</i>
16	Tue, May 03	Wrapup <i>Project: BP Completed, Presentations</i>
FINAL	EXAM	Week of May 9th

**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.