

## Course Information

### Real Estate Principles and Practices – REAL 2100

Summer II, 2015

Section 001 – MW 6:00pm-9:50pm

BLB 040

**PROFESSOR:**

Dr. Anjelita Cadena

Office: BLB 331B (940) 565-3099

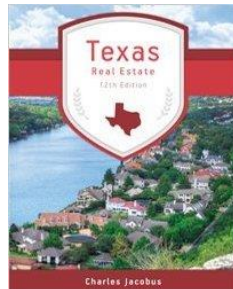
E-Mail: [Anjelita.Cadena@UNT.edu](mailto:Anjelita.Cadena@UNT.edu)

Office Hours: MW 1pm to 4pm, 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:** 12<sup>th</sup> Edition (2014)

**ISBN-10:** 1629800015

**ISBN-13:** 978-1629800011

**TECHNOLOGY:**

**Blackboard** will be used as a supplemental tool for 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 summer semesters. 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.

<b>GRADING* :</b>		<b>(* PROPOSED – SUBJECT TO CHANGE)</b>
Quizzes:	10%	Quizzes, In-Class Assignments, Participation
Assignments:	20%	1. Starter Home Project. 2. Mortgage Calculation 3. Offer to buy Lease and Listing Agreements 4. Final Savings
Exams:	70%	Two exams: Mid-term (30%) and Final Exam (40%)

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.

And, even though my door might be physically closed, I have an open door policy with my students. Call to schedule an appointment or just stop by during office hours. My personal cell phone number is (210) 585-0424, and my personal website is <http://www.acadena.com>.

## Academic Calendar for 5W2 Term 2015

(check official link for updates: [http://catalog.unt.edu/content.php?catoid=11&navoid=708#5W2\\_Term\\_2012](http://catalog.unt.edu/content.php?catoid=11&navoid=708#5W2_Term_2012))

---

July 13, 2015	First class day
July 13, 2015	Student-requested schedule changes may be made during add/drop.
July 13, 2015	Last day for change of schedule other than a drop. (Last day to add a class.)
July 17 – August 5, 2015	Student may drop a course with written consent of instructor.
July 23, 2015	Last day for change in pass/no pass status.
July 23, 2015	Last day to drop a course or withdraw from the university with a grade of W for courses a student is not passing. After this date a grade of WF may be recorded.
July 24 – August 5, 2015	Instructors may drop students with a grade of WF for nonattendance.
August 5, 2015	Last day to withdraw from the semester. Process must be completed by 5 p.m. in the Dean of Students Office.
August 6, 2015	Beginning this date a student who qualifies may request a grade of I, incomplete. (See "Grading system" in the Academics section of this catalog.)
August 13, 2015	Last class day
August 14, 2015	Final examinations

## Proposed Schedule

Meeting	Subject/Reading Assignment
1 Mon, 07/13	Chapter 1: Introduction Chapter 2: Nature and Description of Real Estate
2 Wed, 07/15	Chapter 3: Rights and Interests in Land Chapter 4: Forms of Ownership Chapter 5: Issues in Home Ownership
3 Mon, 07/20	Chapter 6: Condominiums, Cooperatives, PUDs, and Timeshares Chapter 7: Contract Law Chapter 8: Texas Real Estate Sales Contracts Assignment Due: Starter Home Project
4 Wed, 07/22	Chapter 9: Licensing Laws and Professional Affiliation Chapter 10: The Principal-Broker Relationship: Employment Chapter 11: The Principal-Broker Relationship: Agency
5 Mon, 07/27	Mid-Term Exam Chapter 12: Fair Housing: ADA, Equal Credit, and Community Reinvst. Chapter 13: Transferring Title Chapter 14: Recordation, Abstracts, and Title Insurance
6 Wed, 07/29	Assignment Due: Mortgage Calculation Chapter 15: Mortgage Theory and Law Chapter 16: Lending Practices
7 Mon, 08/03	Chapter 17: Sources of Financing Chapter 18: Types of Financing Chapter 19: The Loan and the Consumer Chapter 20: Real Estate Leases
8 Wed, 08/05	Assignment Due: Offer to buy and Lease forms Chapter 21: Real Estate Appraisal Chapter 22: Title Closing and Escrow
9 Mon, 08/10	Chapter 23: Land-Use Control Chapter 24: Investing in Real Estate Chapter 25: Specialization
10 Wed, 08/12	Assignment Due: Savings Potential Review
FE Fri, 08/14	Final Exam, same time and room.

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