



## Course Syllabus Principles of Real Estate RELE 1301

<b>Semester with Course Reference Number (CRN)</b>	Fall 2011 - 56503
<b>Instructor contact information (phone number and email address)</b>	Prof. Alex Binkley - 713-718-5240, alex.binkley@hccs.edu
<b>Office Location and Hours</b>	5601 West Loop South, by appointment
<b>Course Location/Times</b>	Online Course: October 24 – December 2
<b>Course Semester Credit Hours (SCH) (lecture, lab) if applicable</b>	Credit Hours 3.00 Lecture Hours 3.00 Laboratory Hours
<b>Total Course Contact Hours</b>	48
<b>Continuing Education Units (CEU): if applicable</b>	n/a
<b>Course Length (number of weeks)</b>	6
<b>Type of Instruction</b>	Online
<b>Course Description:</b>	Overview of licensing as a real estate broker or salesperson. Includes ethics of practice as a license holder, titles to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, distinctions between personal and real property, appraisal, finance and regulations, closing procedures, and real

estate mathematics. Covers at least three hours of classroom instruction on federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. Fulfills at least 30 of 60 hours of required instruction for salesperson license.

**Course Prerequisite(s)**

None

**Academic Discipline/CTE Program Learning Outcomes**

1. Explain the three Articles of the Texas Real Estate Commission "Canons of Professional Ethics". Analyze the disclosure requirements in various real estate situations. Describe the real estate sales/transaction process.

**Course Student Learning Outcomes (SLO): 4 to 7**

1. Define real estate and explain its nature, character and importance as a commodity.
2. Understand different rights, interests, and forms of ownership in real estate.
3. Analyze the various ways of transferring interest in real property including principles of conveyancing real estate and methods of title assurances.
4. Describe verbally and in writing the essential elements of a valid real estate contract and the laws and mechanics of a sales transaction.
5. Explain and compare alternative ways of financing real estate, sources of funds, financial calculations, mortgage lending procedures and the legal instruments involved.
6. Understand basic real estate mathematics.

**Learning Objectives (Numbering system should be linked to SLO - e.g., 1.1, 1.2, 1.3, etc.)**

See Above

**SCANS and/or Core Curriculum Competencies: If applicable**

**SCANS**  
**1. Define real estate and explain its nature, character and importance as a commodity.**  
Foundation Skills - Basic -Reading  
**Understand different rights, interests, and forms of ownership in real estate.**  
Foundation Skills - Thinking -Knowing How to Learn

**Instructional Methods**

Class discussions, power point presentations and email.

**Student Assignments**

Students visit four industry websites and write a description of each one.

**Student Assessment(s)**

Chapter Quizzes, Mid-Term and Final

**Instructor's Requirements**

Assignments (Internet Field Trips and Case Study):  
Assignments are to be completed and returned no later than when the final exam

is taken. Each assignment should include your name, student ID or last four digits of your social security number, and the course number. If the assignment is emailed, please confirm that it was received. Do not leave with proctors at testing centers. Please email through the Blackboard/Vista course. Instructions for attaching assignments in Blackboard/Vista email are found by clicking on the Assignments icon on the course Home Page. Assignments may be delivered to: Houston Community College, If Assignments are received after the last scheduled day of the course, the final grade will be dropped 10 points.

Class Participation: Participation is defined as discussion through email, bulletin Board postings, and Chat/Review sessions. For Internet, the Chat/Review Sessions are also considered to be "Office Hours" for the instructor to be available to offer assistance. Check the Blackboard/Vista calendar for the Internet calendar when these sessions are held.

### **Suggested Time Line**

Week One – Chapters 1 & 2 – "SCANS- Reading"

Week Two – Chapters 3 & 4

Week Three – Chapters 5 & 6

Week Three – Mid Term – Covers Chapters 1 – 6

Week Four – Chapters 7 & 8

Week Five – Chapters 9 & 10

Week Six – Chapter 11- "SCANS-Knowing How to Learn"

Week Six – Final – Covers Chapters 7 - 11

### **Program/Discipline Requirements: If applicable**

#### **HCC Grading Scale**

A = 100- 90	4 points per semester hour
B = 89 - 80:	3 points per semester hour
C = 79 - 70:	2 points per semester hour
D = 69 - 60:	1 point per semester hour
59 and below = F	0 points per semester hour
IP (In Progress)	0 points per semester hour
W(Withdrawn)	0 points per semester hour
I (Incomplete)	0 points per semester hour
AUD (Audit)	0 points per semester hour

IP (In Progress) is given only in certain developmental courses. The student must re-enroll to receive credit. COM (Completed) is given in non-credit and continuing education courses. To compute grade point average (GPA), divide the total grade points by the total number of semester hours attempted. The grades "IP," "COM"

and "I" do not affect GPA.

**Instructor Grading Criteria** Mid-term Exam 30% Covers Chap 1 thru 6. (Online)  
Final Exam 30% Covers Chap 7 thru 11. Proctored by the college as required by the TREC  
Assignments: 20% Field Trip summary  
Participation: 10%  
Chapter Quizzes 10%

**Instructional Materials** Texas Real Estate by Charles J. Jacobus (11th Edition)

Where to buy the book:

1. The HCC Bookstore at 5601 West Loop South, Houston, TX 77081
2. [www.amazon.com](http://www.amazon.com)
3. <http://hccs.bncollege.com>
4. [www.cengagebrain.com](http://www.cengagebrain.com) (This is the publisher's site)

#### **HCC Policy Statement:**

**Access Student Services Policies on their Web site:** <http://hccs.edu/student-rights>

#### **Distance Education and/or Continuing Education Policies**

**Access DE Policies on their Web site:** [http://de.hccs.edu/Distance\\_Ed/DE\\_Home/faculty\\_resources/PDFs/DE\\_Syllabus.pdf](http://de.hccs.edu/Distance_Ed/DE_Home/faculty_resources/PDFs/DE_Syllabus.pdf)

**Access CE Policies on their Web site:** <http://hccs.edu/CE-student-guidelines>