| Semester with Course Reference Number (CRN) | Fall 2016  
|                                            | CRN 18446 |
| Instructor contact information (e-mail address) | George Silaski  
george.silaski@hccs.edu |
| Office Location and Hours | By appointment made with Instructor using HCC e-mail. |
| Last Day to Withdraw | August 24, 2016 |
| Course Location/Times | Room 153 C Wing, Monday evenings 6:00 pm to 10:00 pm starting August 22, 2016 to September 17, 2016 |
| Course Semester Credit Hours (SCH) (lecture, lab) If applicable | Credit Hours: 2  
Lecture Hours: 2  
Laboratory Hours:  
External Hours: |
| Total Course Contact Hours | 32.00 |
| Course Length (number of weeks) | 5 |
| Type of Instruction | Lecture and classroom discussion |
| Course Description: | Elements of a contract, offer and acceptance, statute of frauds, specific performance, statute of limitations and remedies for breach, unauthorized practice of law, commission rules relating to use of adopted forms, and owner disclosure requirements |
| Course Prerequisite(s) | FREQUENT REQUISITES |
MATH 0306 (Basic Math Pre-Algebra)
GUST 0342 (9th -11th Grade Reading)
ENGL 0300 or 0347

### Academic Discipline/CTE Program

**Learning Outcomes**

1. Explain the Articles of the Texas Real Estate Commission’s “Canons of Professional Ethics”.
2. Analyze the disclosure requirements in various real estate situations.
3. Describe the real estate sales/transaction process.
4. Develop a working knowledge of the law of contracts.

### Course Student Learning Outcomes (SLO): 1 to 4

1. State what constitutes competent parties
2. Explain the elements of a valid contract.
3. Explain the statute of frauds, statute of limitations and breach of contract.
4. Complete a real estate sales contract and required addenda.

### Learning Objectives

(State what constitutes competent parties

- Compose a brief written description of the elements of competent parties.

- Explain the elements of a valid contract.

- Explain the statute of frauds, statute of limitations and breach of contract.

- Explain the remedies for breach of contract.

- Explain the handling of earnest money deposits.

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

**SCANS**

State what constitutes competent parties

Workplace Competencies - Interpersonal - Negotiates to Arrive at a Decision

Explain the elements of a valid contract.

Workplace Competencies - Interpersonal - Serves Clients/Customers

Explain the statute of frauds and breach of contract.

Foundation Skills - Thinking - Reasoning

Complete a real estate sales contract and required addenda.

Workplace Competencies - Systems - Understands Systems

### Instructional Methods

**Hybrid (Classroom Lecture, Discussion, Online and Home Study)**

### Study Schedule

**Start off right by reading the Syllabus and complete the Syllabus Quiz!**

It is a great idea for you to write down questions that you have, so you will remember to bring them up in class!

**First week:**

- Read everything under First Week Parts 1, 2 & 3: Contract Rules of Construction
- Understanding Contracts and Addendum
- Review a Residential Resale Contract
- Use your Textbook to look up what you do not understand.
- Take the First Quiz.
Second week:
- Read everything under Second Week Parts 1 & 2
- Deceptive Trade Practices Act
- Review a NEW Home Contract
- Use your Textbook as a guide.
- Take the Second Quiz.

Third week:
- Read your online notes.
- Leasehold Estates
- Use your Textbook as a guide.
- COMPLETE The MIDTERM EXAM!

Forth week:
- Closings & Closing Disclosure Statement
- Review your online notes, Quizzes and Midterm to help prepare for your Final Examination.

Student Assignments
- State what constitutes competent parties
  - No assignments selected for this outcome

- Explain the elements of a valid contract.
  - No assignments selected for this outcome

- Explain the statute of frauds and breach of contract.
  - No assignments selected for this outcome

Student Assessments
- State what constitutes competent parties
  - In-class discussions
  - Quizzes/Tests which may include: definitions, multiple choice, true/false, short answer, brief essay

- Explain the elements of a valid contract.
  - Quizzes/Tests which may include: definitions, multiple choice, true/false, short answer, brief essay
  - Group and/or individual projects

- Explain the statute of frauds and breach of contract.
  - In-class discussions
  - Quizzes/Tests which may include: definitions, multiple choice, true/false, short answer, brief essay
  - Group and/or individual projects

Instructor's Requirements
- Attend all classes. Complete all assignments, online Quizzes, Midterm and Final Exam.
- Students must attend all classes and earn a passing grade on the Final Exam.
Students must complete all online assignments timely. It is important to check "news forum" for additional assignments that may be added to the course.

**Testing Environment**
The Texas Real Estate Commission requires proctored final exams. Students will not be allowed to use any electronic devices including cell phones during the final exam. All devices must be put away. If you are taking a course which includes math, bring a simple 4-function calculator; you will not be allowed to access a calculator on any other device. Once you open the exam you must complete it without leaving the testing room. Restrooms are available directly across from our testing room, and you may visit them before you enter the room to open your exam.

**HCC Grading Scale:**

<table>
<thead>
<tr>
<th>Grade</th>
<th>Description</th>
<th>Points per Semester Hour</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>100 - 90</td>
<td>4</td>
</tr>
<tr>
<td>B</td>
<td>89 - 80</td>
<td>3</td>
</tr>
<tr>
<td>C</td>
<td>79 - 70</td>
<td>2</td>
</tr>
<tr>
<td>D</td>
<td>69 - 60</td>
<td>1</td>
</tr>
<tr>
<td>59 and below</td>
<td>F</td>
<td>0</td>
</tr>
<tr>
<td>FX (Failure due to non-attendance)</td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>IP (In Progress)</td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>W (Withdrawn)</td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>I (Incomplete)</td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>AUD (Audit)</td>
<td></td>
<td>0</td>
</tr>
</tbody>
</table>

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.

**FINAL GRADE OF FX:** Students who stop attending class and do not withdraw themselves prior to the withdrawal deadline may either be dropped by their professor for excessive absences or be assigned the final grade of "FX" at the end of the semester. Students who stop attending classes will receive a grade of "FX", compared to an earned grade of "F" which is due to poor performance. Logging into a DE course without active participation is seen as non-attending. Please note that HCC will not disperse financial aid funding for students who have never attended class.

Students who receive financial aid but fail to attend class will be reported to the Department of Education and may have to pay back their aid. A grade of "FX" is treated exactly the same as a grade of "F" in terms of GPA, probation, suspension, and satisfactory academic progress.

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.
Health Sciences Programs Grading Scales may differ from the approved HCC Grading Scale. For Health Sciences Programs Grading Scales, see the “Program Discipline Requirements” section of the Program's syllabi.

**Instructor Grading Criteria**

10% attendance and active participation, 30% online quizzes, 30% Midterm Exam and 30% Final Exam. Student must pass the Final Exam in order to pass the course.

**Instructional Materials**

Texas Real Estate Contract Law – Law by Jim Wiedemer

**HCC Policy Statement:**

HCC Policy Statement: Access Student Services Policies on their Web site:

http://hccs.edu/student-rights

**EGLS3 – Evaluation for Greater Learning Student Survey System**

At Houston Community College, professors believe that thoughtful student feedback is necessary to improve teaching and learning. During a designated time near the end of the term, you will be asked to answer a short online survey of research-based questions related to instruction. The anonymous results of the survey will be made available to your professors and department chairs for continual improvement of instruction. Look for the survey as part of the Houston Community College Student System online near the end of the term.

**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

Access CE Policies on their Web site:

http://hccs.edu/CE-student-guidelines

**Title IX of the Educational Amendments Act Of 1972**

Title IX requires that institutions have policies and procedures that protect students’ rights with regard to sex/gender discrimination. Information regarding these rights are on the HCC website under Students-Anti-discrimination. Students who are pregnant and require accommodations should contact any of the ADA Counselors for assistance.

It is important that every student understands and conforms to respectful behavior while at HCC. Sexual misconduct is not condoned and will be addressed promptly. Know you rights and how to avoid these difficult situations.

Log in to www.edurisksolutions.org. Sign in using your HCC student email account, then go to the button at the top right that says Login and enter your student t number.