



**RELE 1238 - Principles of Real Estate II**  
**CRN: 12504    Fall2018**  
**October 22 - November 18**

**Location - Online**

**Textbook (required) - Texas Real Estate, 12<sup>th</sup> Ed. By Charles J. Jacobus**

ISBN-13:978-1-111-42695-8, ISBN-10: 1-111-42695-3 May

be found at:

1. The HCC Bookstore at 5601 West Loop South, Houston, TX 77081
2. <http://hccs.bncollege.com>
3. [www.amazon.com](http://www.amazon.com)
4. <http://recampus.com/REcampus/home.aspx> (Publisher's Site)

**Helpful Hint: Always log in to the online course within the first 2 days or the system will automatically drop you.**

**Instructor - Steven OBrien**

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**Credit Hours 2.0**

**Laboratory Hours 0**

**Total Course Contact Hours 32**

**Course Length - 5 weeks (Oct 22- Nov 18)**

**Type of Instruction -100% ONLINE**

**Course**

Overview of licensing as a broker or salesperson. Includes ethics, 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 a 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.

**Prerequisites** - None

**Academic Discipline/CTE Program Learning Outcomes** -

1. Explain the three 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/transactions process.

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

1. Demonstrate an advanced comprehensive working knowledge of the principles of real estate and how they apply to the real estate industry.
2. Describe sources and types of financing
3. Explain taxes and assessments
4. Define real estate leases and appraisal
5. Describe the principal-broker relationship

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

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

Demonstrate an advanced comprehensive working knowledge of the principles of real estate and how they apply to the real estate industry.

Foundation Skills -Basic -Reading

Describe sources and types of financing

Explain taxes and assessments

Define real estate leases and appraisal Describe the principal broker relationship.

Foundation Skills -Basic Speaking

**Instructional Methods**

Online Lessons, online quizzes, reading assignments in textbook, participation in online forums, list of real estate related websites, online list of key terms, course email.

**Student Assignments**

Reading assignments in textbook and in online Lessons, required online quizzes, participation in class email and class forums

**Student Assessment(s)**

Required forum participation, required online quizzes, online midterm exam, in- person final exam

**Instructor's Requirements**

Participation in course forums and course email, plus completion of all quizzes, midterm exam, and final exam, by posted dates.

**HCC Grading Scale**

We will no longer offer make-up exams the Monday after final exam dates. HCC is now requiring teachers to post final grades immediately after the posted exam date. If a student misses the final exam in this course he/she will receive an F in this course. The student must contact the course instructor. Students might be able to arrange to take exams early through their instructor. Any such arrangement must be made during the first 2 weeks of class.

Instructor Grading Criteria Access Student Services Policies on their Web site:

A = 100-90 B

= 89 -80:

C = 79 -70:

D = 69 -60:

59 and below = F W

(Withdrawn)

If a student decides to drop, it is his responsibility to withdraw himself from the class.

I (Incomplete) (You must have completed 75% of the course, and have a documented dire emergency.)

FX (failure due to non-participation/non-attendance)

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 course. Logging into a DE course without active participation is seen as non-attendance. Students who stop attending classes will receive a grade of "FX," compared to an earned grade of "F," which is due to poor performance. Please note that HCC will not disburse financial aid funding for students who have never attended class.

### Instructor Grading Criteria:

Chapter Quizzes                    25% of total course grade (may be taken multiple times)

Mid Term Exam                    25% (open book, taken online); covers Ch.13-19

Final Exam                        25% (monitored by proctor, need photo ID); covers Ch. 13-25

Participation                      15% (forum discussions, postings, chat sessions)

Assignment                        10% Submitted prior to the exam

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

#### TEXAS REAL ESTATE COMMISSION COURSE REQUIREMENTS

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

Access CE Policies on their Web site:

<http://hccs.edu/CE-student-guideline>

## **Real Estate Math**

Key Terms/Overview

Calculators

Fractions & Interest

Profit & Interest

Amortization Loan Discounts & Prorating

Property taxes & Insurance Premiums

Measurements

## **Real Estate Appraisal**

Texas Requirements to Become an Appraiser

Key Appraisal Terms

Appraising & the Appraisal Process

Value

Three Approaches to Value

Pricing a Property

## **Real Estate Financing Principles – *Finance & Regulations***

Sources of Real Estate Financing

Mortgage Market

Application for Credit

Payment Plans

Conventional, FHA & VA Loans

Texas Loan Programs

Govt. Influence in Mortgage Lending

Other Financing Techniques

Financing Legislation

## **Control of Land Use**

Land-Use Controls

Public Ownership

Interstate Land Sales Full Disclosure Act

Environmental Protection Legislation

**Specializations**

Leases

Property Management

Resort

Investment

Land

Farm/Ranch

REO

Short Sale

Auction

Foreclosure

Residential

Commercial

Competency Policy/Scope of Authority

**Real Estate Investments-** *Titles to and conveyance of real estate; finance and regulation*

Investing in Real Estate

The Investment

The Benefits

Real Estate Investment Syndicates

Real Estate Investment Trusts

Real Estate Mortgage Investment Conduits

**Leases**

Leasing Real Estate

Leasehold Estates

Common Lease Provisions

Landlord & Tenant Act

Types of Leases

**Property Management** –*Licensing as a broker or salesperson; Ethics of practice as a license holder*

Property Management  
Management Considerations  
The Management Profession

**Estates, Transfers and Titles- *Titles and Conveyance of real estate; deed, encumbrances and liens***

Deeds  
Title  
Public Records, Recording & Acknowledgment  
Evidence of Title  
Acquisitions & Transfers  
Estate Ownership  
Transfer of a Decedent's Property  
Voluntary Alienation  
Involuntary Alienation

**Closing Procedures/Closing the Real Estate Transaction**

Pre-closing Procedures/Closing the Transaction  
Conducting the Closing  
RESPA/Uniform Settlement Statement  
Preparation of Closing Statements

**Suggested Schedule for 5 Week Format**

**Week One- Syllabus and Quiz, Ch. 13, 14, 15**

**Week Two- Ch. 16, 17, 18**

**Week Three - Ch. 19 and Mid Term Reviews and Exam, Ch. 20 and 21**

**Week Four - Ch. 22, 23, 24**

**Week Five - Ch. 25, Final Reviews and Exam**