





<p><b>REAL 3100: Real Estate Agency</b>  <b>Spring 2019</b>  <b>Thursday, 6:30 – 9:20 pm, BLB 270</b></p>	
<b>PROFESSOR:</b>	<p>Dr. Anjelita Cadena</p> <p>Office: BLB 331B (940) 565-3099 (940) 222-0839 Personal Cell</p> <p>E-Mail: <a href="mailto:Anjelita.Cadena@UNT.edu">Anjelita.Cadena@UNT.edu</a></p> <p>Office Hours: Wed &amp; Thu 9:30-10pm and by appointment.</p>
<b>COURSE DESCRIPTION:</b>	<p>Real Estate Agency. 3 hours. Creation, termination and practice of real estate agency relationship in regards to traditional leasing and marketing of property. Sub-agency, buyers' agents and dual agency theory and practice are presented as required by all persons seeking a Texas Real Estate License.</p>
<b>PREREQUISITE(S):</b>	None
<b>TEXTBOOK:</b>	<div style="display: flex;"> <div style="flex: 1;">   </div> <div style="flex: 2; padding-left: 10px;"> <p><b>Required Text</b></p> <hr/> <p><b>Title:</b> Texas Real Estate Agency  <b>Author:</b> Peeples, Peeples, and Williams  <b>Publisher:</b> Dearborn Real Estate Education  <b>Edition:</b> 8<sup>th</sup>  <b>ISBN:</b> 9781475428094</p> <p><b>Reference/Supplemental Text (From REAL 2100)</b></p> <hr/> <p><b>Title:</b> Texas Real Estate  <b>Author:</b> Jacobus  <b>Publisher:</b> OnCourse  <b>Edition:</b> 12<sup>th</sup>  <b>ISBN:</b> 9781629800011</p> </div> </div>
<b>TECHNOLOGY:</b>	<p><b>Blackboard</b> (learn.unt.edu) is the supplemental tool used for discussions, communication, documents distribution, announcements, and assignment submittal. Verify that you have access.</p> <p>Finance <b>Tutor Lab</b> is in BLB 006 and starts the second week of class.</p> <p>The <b>BLB Computer Lab</b> is available to all students during the semester. For locations, availability, and software licensing, check their website (<a href="https://www.cob.unt.edu/lab/hours.php">https://www.cob.unt.edu/lab/hours.php</a>). The <b>Software</b> necessary to complete your assignments (Word, Excel, PowerPoint, etc.) is available at the BLB Computer Lab and for individual use through the COB/Microsoft Licensing Agreement</p>
<b>GRADING*:</b>	<p><b>*PROPOSED – SUBJECT TO CHANGE, CHECK BLACKBOARD FOR CHANGES.</b></p> <p style="text-align: center;">             In-Class 20% Discussions, In-Class Assignments, Presentations              Quizzes 30% Online Weekly to be completed prior to class              Exams 50% Exams 1-3 = 10%, Final Exam 20%  <b>A=100-90%; B=89-80%; C=79-70%; D=69-60%; F=&lt;60%</b> </p>

ATTENDANCE:	Make-up exams must be pre-approved.
ACCEPTABLE STUDENT BEHAVIOR:	Acceptable Student Behavior. Student behavior that interferes with an instructor's ability to conduct a class or other students' opportunity to learn is unacceptable and disruptive and will not be tolerated in any instructional forum at UNT. Students engaging in unacceptable behavior will be directed to leave the classroom and the instructor may refer the student to the Dean of Students to consider whether the student's conduct violated the Code of Student Conduct. The University's expectations for student conduct apply to all instructional forums, including University and electronic classroom, labs, discussion groups, field trips, etc. The Code of Student Conduct can be found at <a href="http://deanofstudents.unt.edu/conduct">deanofstudents.unt.edu/conduct</a> .
ELECTRONIC DEVICES:	Electronic devices (includes phones and laptops) are permitted for note taking and accessing information pertinent to the topic. They should be muted and on your desktops AND NOT TAKING UP ALL YOUR ATTENTION.
ACADEMIC INTEGRITY STANDARDS AND SANCTIONS FOR VIOLATION (CHEATING, PLAGIARISM, ETC.)	According to UNT Policy 18.1.16, Student Academic Integrity, academic dishonesty occurs when students engage in behaviors including, but not limited to cheating, fabrication, facilitating academic dishonesty, forgery, plagiarism, and sabotage. A finding of academic dishonesty may result in a range of academic penalties or sanctions ranging from admonition to expulsion from the University. <b>[All incidences will be reported to FIREL office – Dr. Cadena ]</b>
(ADA) DISABILITY ACCOMMODATION	UNT makes reasonable academic accommodation for students with disabilities. Students seeking accommodation must first register with the Office of Disability Accommodation (ODA) to verify their eligibility. If a disability is verified, the ODA will provide a student with an accommodation letter to be delivered to faculty to begin a private discussion regarding one's specific course needs. Students may request accommodations at any time, however, ODA notices of accommodation should be provided as early as possible in the semester to avoid any delay in implementation. Note that students must obtain a new letter of accommodation for every semester and must meet with each faculty member prior to implementation in each class. For additional information, see the ODA website at <a href="http://disability.unt.edu">disability.unt.edu</a> .
EMERGENCY NOTIFICATION AND PROCEDURES	UNT uses a system called Eagle Alert to quickly notify students with critical information in the event of an emergency (i.e., severe weather, campus closing, and health and public safety emergencies like chemical spills, fires, or violence). In the event of a university closure, please refer to Blackboard for contingency plans for covering course materials.
ACCESS TO INFORMATION  Sign in to EagleConnect	Students' access point for business and academic services at UNT is <a href="http://my.unt.edu">my.unt.edu</a> .  All official communication from the University will be delivered to your Eagle Connect account. For more information, please visit the website that explains Eagle Connect and how to forward e-mail: <a href="http://eagleconnect.unt.edu/">eagleconnect.unt.edu/</a>
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 survey will be made available during weeks 13 and 14 of the long semesters to provide students with an opportunity to evaluate how this course is taught. Students will receive an email from "UNT SPOT Course Evaluations via IASystem Notification" (no-reply@iasystem.org) with the survey link. Students should look for the email in their UNT

	email inbox. Simply click on the link and complete the survey. Once students complete the survey they will receive a confirmation email that the survey has been submitted. For additional information, please visit the spot website at <a href="http://www.spot.unt.edu">www.spot.unt.edu</a> or email <a href="mailto:spot@unt.edu">spot@unt.edu</a> .
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## Academic Calendar

check official link for updates: ([http://catalog.unt.edu/content.php?catoid=20&navoid=2120#spring\\_2019](http://catalog.unt.edu/content.php?catoid=20&navoid=2120#spring_2019))

### Spring 2019

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January 11–18, 2019	Student-requested schedule changes may be made during add/drop.
January 14, 2019	First class day
January 18, 2019	Last day for change of schedule other than a drop. (Last day to add a class.)
January 21, 2019	MLK Day (university closed)
January 29 – April 1, 2019	Student may drop a course with a grade of W by completing the Request to Drop Class form and submitting it to the Registrar’s Office.
February 22, 2019	Last day for change in pass/no pass status.
March 11-17, 2019	Spring break (no classes)
April 1, 2019	Last day to drop a course.
April 8, 2019	Beginning this date a student who qualifies may request a grade of I, incomplete. (See “Grading system” in the Academics section of this catalog.)
April 19, 2019	Last day to withdraw from the semester. Process must be completed by 5 p.m. in the Dean of Students Office. Grades of W are assigned.
May 1 - 2, 2019	Pre-finals days
May 2, 2019	Last class day
May 3, 2019	Reading day (no classes)
May 4-10, 2019	Final examinations
May 10-11, 2019	Graduation ceremonies

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<b>Proposed Schedule</b>			
<b>Class</b>	<b>Date</b>	<b>Today's Topic</b>	<b>Items Due</b>
1	Thu 01/17	Ch 1: Agency Concepts	Quiz #1: Syllabus
2	Thu 01/24	Ch 2: Basic Agency Relationships	Quiz #2: Ch 1 & 2
3	Thu 01/31	Ch 3: Duties & Disclosures 3rd Parties	Quiz #3: Ch 3
4	Thu 02/07	<b>Exam #1</b>	
5	Thu 02/14	Ch 4 & Ch 5: Seller/Buyer Agency	Quiz #4: Ch 4 & 5
6	Thu 02/21	Ch 6: Intermediary	Quiz #5: Ch 6
7	Thu 02/28	Ch 7: Creation and Termination	Quiz #6: Ch 7
8	Thu 03/07	<b>Exam #2</b>	
	Thu 03/14	Spring Break	
9	Thu 03/21	Ch 8: Clarifying Agency Relationships	Quiz #7: Ch 8
10	Thu 03/28	Ch 9: Employment Issues	Quiz #8: Ch 9
11	Thu 04/04	Ch 10: Agency, Ethics, and the Law	Quiz #9: Ch 10
12	Thu 04/11	<b>Exam #3</b>	
13	Thu 04/18	Ch 11: Deceptive Trade	Quiz #10: Ch 11
14	Thu 04/25	Ch 12: Implementation and Presentation	Quiz #11: Ch 12
15	Thu 05/02	Presentations	Quiz #12: Appendices
<b>Final Exam: Wednesday, May-08 12:00 AM; Same room !!!</b>			

\*\*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.