

**Course Information**

**REAL 2100: Principles of Real Estate**

MW: 6:00pm-9:50pm  
BLB 075

**PROFESSOR:** Dr. Anjelita Cadena

Office: BLB 331B (940) 565-3099

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

Office Hours: MW 9:50pm-10:20pm and by appointment.

**COURSE DESCRIPTION:** REAL 2100 (1301). Principles of Real Estate. 3 hours. A survey of real estate principles, including real estate market, financial, investment and legal analysis. Home ownership and real estate investment for personal benefit are emphasized.

**PREREQUISITE(S):** None.

**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 homebuyers.

**TEXTBOOK:**



|                   |                                       |
|-------------------|---------------------------------------|
| <b>Title:</b>     | <b>Texas Real Estate</b>              |
| <b>Author:</b>    | Charles J. Jacobus                    |
| <b>Publisher:</b> | OnCourse Learning                     |
| <b>Edition:</b>   | <b>12<sup>th</sup> Edition (2014)</b> |
| <b>ISBN-10:</b>   | 1629800015                            |
| <b>ISBN-13:</b>   | 978-1629800011                        |

**TECHNOLOGY:** **Calculator:** A basic calculator will be needed for some of the real estate calculations. A calculator on your phone or other electronic device will not be permitted during exams.

**Blackboard** (learn.unt.edu) will be used as a supplemental tool for discussions, communication, documents distribution, announcements, and assignment submittal. Verify that you have access.

**Software:** Basic office software is 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 UNT website (<https://it.unt.edu/installoffice365>) for more details.

The **BLB Computer Lab** is available to all students during the semester. For locations, availability, and software licensing, check their website (<https://cob.unt.edu/lab>)

**GRADING\*:**

**\*PROPOSED – SUBJECT TO CHANGE, CHECK BLACKBOARD FOR CHANGES.**

|   |     |                                     |
|---|-----|-------------------------------------|
| In-Class  | 20% | Discussions, Quizzes, Presentations |
| Outside-of-class  | 30% | Weekly Assignments                  |
| Exams & Projects  | 50% | Mid-Term and Final                  |
| <b>A=100-90%; B=89-80%; C=79-70%; D=69-60%; F=&lt;60%</b> |     |                                     |

**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.

**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 [deanofstudents.unt.edu/conduct](http://deanofstudents.unt.edu/conduct).

**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.

**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. [Insert specific sanction or academic penalty for specific academic integrity violation].

**(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 [disability.unt.edu](http://disability.unt.edu).

**ACCESS TO INFORMATION**

Eagle Connect. Students' access point for business and academic services at UNT is located at: [my.unt.edu](http://my.unt.edu). 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: [eagleconnect.unt.edu/](http://eagleconnect.unt.edu/)

**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 the last week of class (Aug 4-10) 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](mailto: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 [www.spot.unt.edu](http://www.spot.unt.edu) or email [spot@unt.edu](mailto:spot@unt.edu).

**Academic Calendar for Spring 2017**

**check official link for updates:** ([http://catalog.unt.edu/content.php?catoid=17&navoid=1737#5w2\\_term\\_2018](http://catalog.unt.edu/content.php?catoid=17&navoid=1737#5w2_term_2018))

---

|                          |  |
|--------------------------|--|
| July 9, 2018             | First class day  |
| July 9, 2018             | Student-requested schedule changes may be made during add/drop.  |
| July 9, 2018             | Last day for change of schedule other than a drop. (Last day to add a class.)  |
| July 13 – August 1, 2018 | Student may drop a course with written consent of instructor.  |
| July 19, 2018            | Last day for change in pass/no pass status.  |
| July 19, 2018            | 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 20 – August 1, 2018 | Instructors may drop students with a grade of WF for nonattendance.  |
| August 1, 2018           | Last day to withdraw from the semester. Process must be completed by 5 p.m. in the Dean of Students Office.  |
| August 2, 2018           | 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 9, 2018           | Last class day   |

**You may also want to check the Office of the Registrar’s Registration Guide**

**For registration and drop dates:** <http://registrar.unt.edu/registration/summer-registration-guide>

## REAL 2100: Principles of Real Estate

| Proposed Schedule |  |
|-------------------|--|
| Week              | Subject/Reading Assignment   |
| 1                 | Ch1: Introduction to Real Estate<br>Ch2: Nature and Description of Real Estate<br>Ch3: Rights and Interests in Land<br>Ch4: Forms of Ownership<br>Ch5: Issues in Home Ownership<br><b>Assignment: Investing in your personal home</b>  |
| 2                 | Ch6: Condominiums, Cooperatives, PUDs and Timeshares<br>Ch7: Contract Law<br>Ch8: Texas Real Estate Sales Contracts<br>Ch9: Licensing Laws and Professional Affiliation<br>Ch10: The Principal-Broker Relationship: Employment<br><b>Assignment: RE Career</b>                   |
| 3                 | Ch11: The Principal-Broker Relationship: Agency<br>Ch12: Fair Housing, ADA, Equal Credit, and Community Reinvestment<br>Ch13: Transferring Title<br>Ch14: Recordation, Abstracts, and Title Insurance<br>Ch15: Mortgage Theory and Law<br><b>Assignment: Current Legal Issue</b> |
| 4                 | Ch16: Lending Practices<br>Ch17: Sources of Financing<br>Ch18: Types of Financing<br>Ch19: The Loan and the Consumer<br>Ch20: Real Estate Leases<br><b>Assignment: RE Scenarios</b>  |
| 5                 | Ch21: Real Estate Appraisal<br>Ch22: Title Closing and Escrow<br>Ch23: Land-Use Control<br>Ch24: Investing in Real Estate<br>Ch25: Specialization<br><b>Assignment: Investing in a Foreclosure</b>   |
| <b>FINAL</b>      | <b>Final Exam: Friday 08/10</b>  |

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