

Syllabus

Course: REAL 2100 - Real Estate Principles

INET Based Class - Asynchronous

Instructor: Benjamin Hart

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Text:

Title: Modern Real Estate Practice in Texas, 19th Edition

Author: Loretta R. DeHay

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Course Objectives

Student Learning 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, judgment and expertise to understand the real estate process.

1.
 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 home buyers.

My Objective: UNT, The College of Business, and I want you to be successful in your careers and in life. I will make every reasonable effort to be available and provide guidance to make sure you succeed in this class and beyond.

Assignments

Quizzes/Homework: There will be a quiz during each class period that an exam is not scheduled. The lowest 2 quiz grades will be dropped at the end of the semester. The quiz will be at sometime during class, and you must be present to take the quiz. It will be a one-question quiz over something in your reading for that week, or a homework assignment. The lowest grade possible on the quizzes will be a 60.

Each chapter will have an online quiz. The online quiz will become available the Monday before each class period. You will have two attempts for each online quiz. The higher of your 2 attempts will be the grade recorded. The online quiz will be available the Monday prior to the date its chapter is scheduled in class and will remain open until the next scheduled exam begins. **Online quizzes must be completed prior to the start time of the next exam.**

Exams

Mid Terms: There will be two (2) mid term exams. Exams will begin promptly at the start of class. Students who show up late will not be given extra time to finish. My goal is to prepare you well for the exams so that there are no surprises.

Final Exam: The final exam will be comprehensive, and is scheduled for **the date shown in Assignments**

Other Exam Info: Take off headwear, sunglasses, earphones, headsets, etc. No cell phones or other electronic devices are to be used during an exam.

Make Up Exams: No make-up exams will be given. If you know you will be absent for an exam, you must make prior arrangements with the instructor to take the test prior to the rest of the class. Please see the **Responsibility to Notify** policy below.

Cheating: Cheating will result in a minimum of a Zero on the assignment, an “F” in the class, and earn you a trip to the Dean’s office to have a discussion about “Academic Dishonesty”. Your future in business depends on having an honest reputation. If you need more info, please see: https://policy.unt.edu/sites/default/files/untpolicy/pdf/7-Student_Affairs-Academic_Integrity.pdfhtm for UNT rules.

Course Grade Weighting

40% - Chapter Quizzes

40% - Exams 1&2

20% - Final Exam

100% Total

Extra Credit: There is no “extra credit” offered in this course. Do not ask if you can have “extra credit” assignments. Do your best on the assignments listed above.

Quality of Work Expectations: I expect to see your best effort; in a professional, high quality, well planned, coherent presentation. Essays should be planned out, and follow a logical sequence. If you wouldn’t turn it in to your boss in the future, please don’t do it here.

Class Participation: I expect everyone to participate, even if you’re shy. You will have a hard time becoming successful in business if you’re not able to engage with others. Building relationships, developing communication skills, and being able to express your thoughts in a convincing manner will help as well.

Attendance Policy: You need to be present and engaged during each class. Every class session is important and is designed to provide value to your future career. If you miss a class, please engage with your fellow classmates first. If you need further clarification on a topic, you are welcome to call or write. Please do not call or write and ask if you missed anything important; the answer will be “Yes”. Additionally, I will follow the UNT attendance policies located at: [UNT Student Attendance Policy \(PDF\) Links to an external site.](https://policy.unt.edu/policy/06-039) (<https://policy.unt.edu/policy/06-039>).

Disability Accommodations: I will follow UNT policies regarding ADA accommodations. It is important that you do your part to communicate with me and ODA well in advance of tests, assignments, etc that may require accommodations. Waiting until the week before, or the day of, to let me know you need accommodations can create substantial and difficult problems for all of us.

Late Submissions of Assignments: You need to turn your assignments in on time. Assignments submitted late will receive a 20-point penalty. If the assignment has closed for submission in Canvas, the assignment will not be accepted by any delivery method (including email or Canvas messages) and will be counted as a zero. It is your responsibility to verify the due date and time in Canvas and plan ahead to give yourself time to deal with any tech problems that will occur at the last minute.

Responsibility to Notify: You have an affirmative duty, responsibility, or obligation to notify me as soon as practicable if you are struggling with the course or experiencing a life event or illness that is affecting your performance. This includes, but is not limited to, general illness, injuries, and hospitalizations. If you inform me of your situation, I will do my best to support you in turning things around. This policy applies to all assigned work, including exams. Failure to notify me in a timely manner will result in the denial of any requests for assistance or accommodations.

Cure Period: You have seven (7) calendar days (the "Cure Period") to notify me of any issue with your grade or the grading of an assignment. The Cure Period begins when you receive notification through Canvas or when I enter the grades. I will make every effort to keep the gradebook up to date. It is your responsibility to notify me of any discrepancies within the Cure Period. If you fail to contact me about a grading issue within this timeframe, I will not discuss, review, or modify any grade that falls outside of the Cure Period.

UNT/College of Business Policies

Academic Integrity Standards and Consequences. According to UNT Policy 06.003, 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.