

REAL 2100 - Principles of Real Estate

Fall 2026

Syllabus

Tuesdays and Thursdays – 9:35am to 10:55am

Location: BLB 010

Instructor: Benjamin Hart

Office: BLB 318B

Office Hours: By Appointment

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Text

Title: Modern Real Estate Practice in Texas, 20th Edition

Author: Loretta R. DeHay

Format: Paperback

Publisher: Dearborn

Edition: 20th Edition (2025)

ISBN: 978-1-0788-5214-2

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.

- To introduce the student to the practice of Real Estate
- To provide the student with the language and terminology of real estate
- To prepare the student for a more in depth study of the key functional areas of real estate.
- 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.

Schedule *(subject to change)*

Week	Dates	Topics Covered	Reading
Week 1	TU Aug 18 and THU Aug 21	Introduction to Modern Real Estate Practice	CH 1
Week 2	TU Aug 25 and THU Aug 27	Real Property	CH 2
Week 3	TU Sep 1 and THU Sep 3	Interest in Real Estate	CH 3
Week 4	TU Sep 8 and THU Sep 10	Legal Descriptions / How Home Ownership is Held	CH 4 and 5
Week 5	TU Sep 15 and THU Sep 17	Guest Speaker / EXAM 1	CH 1-5
Week 6	TU Sep 22 and THU Sep 24	Contracts	CH 6
Week 7	TU Sep 29 and THU Oct 1	Estates Title	CH 7
Week 8	TU Oct 6 and THU Oct 8	Mortgages and Promissory Notes	CH 8
Week 9	TU Oct 6 and THU Oct 9	Closing Procedure	CH 9
Week 10	TU Oct 13 and THU Oct 15	Math / Financing	CH 10 and 11
Week 11	TU Oct 20 and THU Oct 22	Appraisal / Leases	CH 12 and 13
Week 12	TU Oct 27 and THU Oct 29	Guest Speaker / EXAM 2	CH 6 - 13
Week 13	TU Nov 3 and THU Nov 5	Control of Land	CH 14
Week 14	TU Nov 10 and THU Nov 12	RE License Act / Guest Speaker	CH 15
Week 15	TU Nov 17 and THU Nov 19	Brokerage Agency	CH 16
Week 16	TU Nov 24 and THU Nov 26	NO CLASS - THANKSGIVING	n/a
Week 17	TU Nov 3 and THU Nov 9	Fair Housing	CH 17
Week 18	TU Dec 1 and THU Dec 3	Property Management / Guest Speaker	CH 18
Week 19	TU Dec 8 and THU Dec 10	Review / FINAL EXAM	CH 14 - 18

Assignments

Quizzes/Homework: There will be a quiz during each class period that an exam is not scheduled. 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. If you are present and take the quiz, the lowest grade possible is an 80.

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

Exams: There will be three total exams covering the material. Exams will be online and will be open for several days.

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.

Academic Integrity: The University of North Texas promotes the integrity of learning and embraces the core values of trust and honesty. For more information, please see Faculty Affairs Policy 06.003.

Course Grade Weighting

20% - Exam 1

20% - Exam 2

30% - Online Quizzes / Daily Quizzes

30% - 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 any 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.