

REAL2100: PRINCIPLES OF REAL ESTATE (Online)

Semester: Summer 2026

Classroom: Online

Class Time: Online

Office Hours: Friday 1:00 pm – 2:00 pm (via Zoom)

Credit Hours: 3.0

Instructor: Xun Bian, Ph.D., CFA

Pronouns: he/him/his

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Basic Course Information

Course Structure

- This is an asynchronous online class and is primarily reading-based. Interactions between students and the instructor will take place online via emails, online office hours (via Zoom), CANVAS announcements, etc.
- Students are expected to read the textbook and class notes (PowerPoint slides on CANVAS). Recorded video lectures by the instructor are available for selected topics that are quantitative and analytical.
- You will have opportunities to attend guest lecture events. A recording will be available if the speaker approves.

Required Course Materials:

- **Modern Real Estate Practice in Texas: Principles I and II 19th Edition**, by Loretta R. DeHay, Dearborn Real Estate Education 2024.
- You will also need a **financial calculator** to work through problems and answer questions in quizzes and exams. The use of a financial calculator to solve problems will be demonstrated in class using the *Texas Instruments BAII Plus* financial calculator. **Students are responsible for knowing how to use their calculators in class and during exams.**
 - Please note: in lecture videos, you may see an image of a calculator and demonstrations. The image is used with the express permission of Texas Instruments and may not be further reproduced or shared.
 - **Note:** The BA II Plus™ Professional calculator is a trademark of Texas Instruments.
- You will need access to **Office 365**. As an enrolled UNT student, you are eligible for the free version of it.

Course Description: Examination of the process and methods of managing real property assets. Topics include property leasing, marketing, maintenance, personal supervision, value analysis, taxation, and cash-flow analysis.

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, 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.

Grades

Your grade will be based on 3 exams, 8 quizzes, and 2 extra-credit assignments. Exams are not cumulative. For each exam, you are allowed to have a one-page cheat sheet and a financial calculator. **Exams must be completed before their deadlines.** In general, there will be no make-up exams. A mark of zero will be recorded for exams missed. Exceptions will be made for university-excused absences (see [UNT policy 06.039](#) for more details). Students must supply documentation within 48 hours of the missed exam.

Quizzes will be given on a regular basis and must be completed before their deadlines. In general, there will be no make-up quizzes. A mark of zero will be recorded for quizzes missed. Exceptions will be made for university-excused absences (see [UNT policy 06.039](#) for more details). Students must supply documentation within 48 hours of the missed quiz. I allow the two lowest quiz grades to be dropped from your grade calculation.

Assigned readings for each module are listed on the course schedule below. Students are expected to complete those before working on other class activities (e.g., video lectures, quizzes, etc.). A practice problem set will be assigned before each exam. These problem sets will **not** be collected or graded. However, **I strongly encourage students to work on them as similar questions are likely to show up on the exam.**

The grading breakdown is shown below:

Item	Weight
Pop Quizzes (8)	25%
Exam 1	25%
Exam 2	25%
Exam 3	25%
Extra-Credit Assignments (2)	10%

The following grading scale will be applied

Percent	Grade
$\geq 90\%$	A
$\geq 80\%$ and $< 90\%$	B
$\geq 70\%$ and $< 80\%$	C
$\geq 60\%$ and $< 70\%$	D
$< 60\%$	F

Tentative Course Schedule

Week	Module	Topics	Textbook Reading & Class Notes	Quizzes	Exams	Other Assignments
1	n/a	<ul style="list-style-type: none"> Get ready for the course 				<ul style="list-style-type: none"> Navigate the course website and read the course syllabus. Get the textbook and a financial calculator.
	1	<ul style="list-style-type: none"> Introduction to Modern Real Estate Practices Real Property 	Units 1 and 2	Quiz 1 (May 24)		
2	2	<ul style="list-style-type: none"> Homeownership Legal Description 	Units 3, 8, and 11	Quiz 2 (May 30)		
	1 & 2	Exam 1 (covers Modules 1 and 2)			Exam 1 (May 31)	Practice problem set for Exam 1
	3	<ul style="list-style-type: none"> Real Estate Brokerage and Listing Agreements Texas Real Estate License Act / Ethics of Practice 	Units 4, 6, 7, and 12	Quiz 3 (May 31)		
3	4	<ul style="list-style-type: none"> Real Estate Appraisal 	Unit 14	Quiz 4 (June 6)		
	5	<ul style="list-style-type: none"> Mortgage Theory and Law Fair Housing Laws 	Units 5 and 15	Quiz 5 (June 6)		
	3, 4, & 5	Exam 2 (covers Modules 3, 4, and 5)			Exam 2 (June 7)	Practice problem set for Exam 2
4	6	<ul style="list-style-type: none"> Real Estate Math 	Unit 13	Quiz 6 (June 14)		

	7	<ul style="list-style-type: none"> Real Estate Financing Principles 	Unit 15	Quiz 7 (June 14)		
5	8	<ul style="list-style-type: none"> Leasing and Real Estate Investment 	Units 18 and 19	Quiz 8 (June 17)		
	Last Week of Class	Interest in Real Estate (extra-credit assignment)	Units 10			<ul style="list-style-type: none"> Extra-Credit – Real Estate Contracts and Interest in Real Estate (June 17) Extra-Credit – RPM Certificate Sign-Up <u>OR</u> Handshake (June 17)
	6, 7, & 8	Exam 3 (covers Modules 6, 7, and 8)			Exam 3 (June 18)	Practice problem set for Exam 3

Note: Graded assignments are in **bold**, and due dates are in parentheses. **All graded assignments are due at 11:59 pm on their due dates.**

Course Policies

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 late in the semester to provide you with an opportunity to evaluate how this course is taught. You will receive an email from "UNT SPOT Course Evaluations via IASystem Notification" (no-reply@iasystem.org) with the survey link. Please look for the email in your UNT email inbox. Simply click on the link and complete your survey. Once you complete the survey you will receive a confirmation email that the survey has been submitted.

Academic Integrity

The G. Brint Ryan College of Business takes academic honesty seriously. Ethics and integrity are important business values, essential to building trust and adhering to both professional and legal standards. Academic dishonesty destroys trust, damages the reputation and the value of the degree, and is unacceptable.

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 from admonition (a warning) to expulsion from the University.

Some of the most common examples of academic integrity violations include plagiarism or cheating, such as unauthorized assistance on examinations, homework, research papers, or case analyses. Your work must be entirely your own. When working on assignments, you should not discuss your work with others unless approved by the course instructor. Group assignments should only be discussed with members assigned to your group, and all group members may be held accountable in some way for known academic integrity violations in a group assignment.

Another example of academic dishonesty relates to improper attribution. When preparing your assignments, you must cite all outside sources in the manner requested by your instructor. Copying or using material from any source prepared by or previously submitted by others, at UNT or other institutions, or downloaded from the Internet, is plagiarism. Unless directed otherwise in an assignment, large-scale "cutting and pasting" from other sources, even if properly footnoted, is not appropriate. You should synthesize this material in your own words and provide a footnote.

Your instructor will specify what materials if any, may be used on the tests and exams. Using materials other than those permitted, talking with other individuals during the exam, individuals exchanging information about an exam when one has taken the exam and the other has not, or copying or using material from another individual's exam is academic dishonesty and will result in a meeting to discuss academic integrity violations and potentially issue sanctions mentioned above, and may result in ineligibility for academic scholarships. The use of online assistance, such as sites commonly used for finding homework solutions, group chat, cell phones, smartwatches, and similar tools during exams is not allowed for any reason unless specifically permitted. No portion of an exam may be copied or photographed without permission.

Students are expected to conduct themselves in a manner consistent with the University's status as an institution of higher education. A student is responsible for responding to a request to discuss suspected academic dishonesty when issued by an instructor or other University official. If a student fails to respond after a proper attempt at notification has been made, the University may take appropriate academic actions in the absence of the student's participation.

UNT Policies

ADA Accommodation Statement

UNT makes reasonable academic accommodations 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 the 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 \(https://disability.unt.edu/\)](https://disability.unt.edu/).

Prohibition of Discrimination, Harassment, and Retaliation

The University of North Texas (UNT) prohibits discrimination and harassment because of race, color, national origin, religion, sex, sexual orientation, gender identity, gender expression, age, disability, genetic information, veteran status, or any other characteristic protected under applicable federal or state law in its application and admission processes; educational programs and activities; employment policies, procedures, and processes; and university facilities. The University takes active measures to prevent such conduct and investigates and takes remedial action when appropriate.

Emergency Notification & 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 Canvas for contingency plans for covering course materials.

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 classrooms, labs, discussion groups, field trips, etc. Visit UNT's [Code of Student Conduct \(https://deanofstudents.unt.edu/conduct\)](https://deanofstudents.unt.edu/conduct) to learn more.