

**GBUS 4315 – Current Topics in Business Administration**  
***Real Estate Principles***  
**Sul Ross State University – Rio Grande College**  
**Dr. Terry C. Carson**

**Course Description**

The real estate industry is a large and influential sector of the U.S. economy, employing millions of people nationwide. This industry is closely allied with the construction industry, and also with the mortgage industry, the financial institutions, private companies, and other investors that provide financing to real estate owners, developers, and buyers.

The real estate industry is divided into two main branches: residential real estate and commercial real estate. The residential branch is concerned with all types of housing: single family homes, apartment buildings, and condominium units. The commercial branch is concerned with retail property, shopping centers, office buildings, and commercial property.

Several million real estate transactions take place in the United States every year, representing billions of dollars in economic activity. Although real estate activity has a national economic impact, the real estate business is essentially a local business, dealing with property in a particular area or neighborhood. It is carried out one property at a time, one transaction at a time (Rockwell Publishing, 2014). This Principles of Real Estate course is designed to provide students with the necessary background to understand the fundamentals of the real estate industry and real estate transactions.

**Course Objectives**

The general course objectives are to:

Introduce the student to the principles of the residential and commercial real estate industry, including:

- The Nature of Real Property
- Real Property Ownership
- Transferring Real Property
- Encumbrances
- Contract Law
- Real Estate Contracts
- Agency Law
- Regulation
- Real Estate Financing
- Mortgages
- Home Ownership and Construction
- Real Estate Math

## **Assessment**

Discussion questions, industry article reviews, research questions, and written exams will be used for assessment.

## **Lecture Focus**

Chapter 1	Introduction to real estate
Chapter 2	Nature of Real Property
Chapter 3	Property Ownership
Chapter 5	Encumbrances
Chapter 7	Contract Law
Chapter 8	Contracts
Chapter 9	Agency Law
Chapter 10	Industry Regulation
Chapter 11	Financing
Chapter 12	Mortgages
Chapter 13	Appraisal
Chapter 18	Home Ownership and Construction
Chapter 19	Real Estate Math

## **Class Format**

This is an online course, including all assignments, discussion questions, and exams. We will have an assignment each week during the semester and due dates/times for each assignment are posted and included on the *Schedule and Assignments* link of the course website.

Web (online) courses necessarily require the student to manage their time effectively. Late assignments will not be accepted, so be aware of all assignment due dates and times.

## **Required Textbook**

*Real Estate Principles*, 3<sup>rd</sup> edition, Rockwell Publishing, ISBN: 978-1-939259-56-1

## **Grading**

There are 3 exams (online) and a weekly assignment for this course. The exams are 80% of the course grade and assignments are 20% of the final grade.

## Contact Information

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