

GBUS 4320 – *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, 3rd 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.

ADA (Americans with Disabilities Act) Statement

Sul Ross State University is committed to equal access in compliance with the Americans with Disabilities Act of 1973. It is the student's responsibility to initiate a request for accessibility services. Student seeking accessibility services must contact Mary Schwartz, M. Ed., in counseling and Disability Services, Ferguson Hall, Room 112. The mailing address is P.O. Box C-122, Sul Ross State University, Alpine, TX 79832. Telephone: 432-837-8691. Email: mschwartz@sulross.edu.

Distance Education Statement

Students enrolled in distance education courses have equal access to all of the university's academic support services. For more information about accessing these resources, visit the SRSU website. Students should correspond using Sul Ross email accounts and submit online assignments through Blackboard, which requires secure login information to verify students' identities and to protect students' information. Students enrolled in distance education course are expected to adhere to all policies pertaining to academic honesty and appropriate student conduct as described in the student handbook. Students in web-based courses must maintain appropriate equipment and software, according to the needs and requirements of the course as outlined on the SRSU website.

Contact Information

Dr. Terry C. Carson
SRSU – Rio Grande College
Uvalde Campus
tcarson@sulross.edu

830.279.3042

Office Hours: Monday 8:00 – 11:00 a.m. and Tuesday 8:00 – 11:00 a.m.