

Instructor Information

Dr. Eric Busby
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Office Hours: By Appointment

Class Time and Location: ONLINE

Required Textbook:

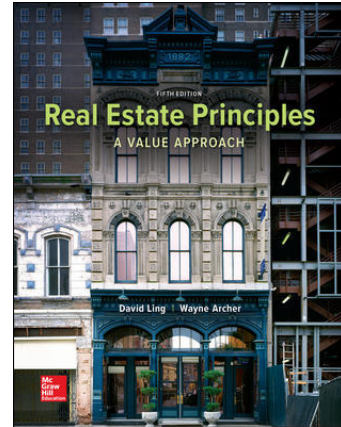
Real Estate Principles: A Value Approach (2017)

Author(s): David Ryan, Wayne Archer

***Purchasing the Book is NOT REQUIRED**

Publisher: McGraw Hill Education

ISBN-10: 0077836367; ISBN-13: 9780077836368



Reference: None

There will also be additional reading material assigned in the form of handouts that contain industry related information. Students will be responsible for that information on tests and quizzes.

Course Description

This course is designed to introduce the student to the field of real estate by exploring the basic concepts of real property rights, transferring these rights, and limitations on ownership, as well as the technical aspects of property financing, appraising, brokerage and investment analysis. The course is aimed at providing a broad structure of knowledge that the student can build upon by pursuing further real estate course work and training.

Student Learning Outcomes

This course is designed to meet one or more of the following Student Learning Outcomes:

1. Students will demonstrate an understanding of the legal rights associated with property ownership.
2. Students will demonstrate the ability to recognize the basic processes and instruments used in real estate conveyances and lending transactions.
3. Students will demonstrate an understanding of the nature of real property interests.
4. Students will develop an understanding of the real estate industry's effect on local, regional and national economies.

Course Objectives

Upon completion of this course the student will be able to:

- Identify the legal rights associated with property ownership
- Legally describe real property rights
- Describe the different types of contracts used in real estate
- Calculate mortgage payments
- Value real property rights
- Understand the different types of mortgage instruments
- Value income-producing property relative to inherent risk

*Texas Real Estate Licensing Exam: This course satisfies part of the requirements for the Real Estate Principles course under the Texas Real Estate Licensing Act. While it will provide you with a good foundation in real estate, it is not meant to be a license “prep” course. This course will not count toward the Agency or Contracts education requirements! Information on obtaining a Texas Real Estate Sales license can be found at www.trec.texas.gov

Students with Special Needs

Sul Ross State University (SRSU) is committed to equal access in compliance with Americans with Disabilities Act of 1973. It is SRSU policy to provide reasonable accommodations to students with documented disabilities. It is the Student’s responsibility to initiate a request. Please contact me, Ms. Rebecca Greathouse Wren, M.Ed., LPC-S, Director/Counselor, Accessibility Services Coordinator, Ferguson Hall (Suite 112) at 432.837.8203; mailing address is P.O. Box C-122, Sul Ross State University, Alpine, Texas 79832. Students should then contact the instructor as soon as possible to initiate the recommended accommodations.

Attendance - Student Expectations

Attendance (regular participation in the online classroom) is essential for maintaining the best learning environment. Learning occurs in relationship not only between student and course materials, but, just as importantly, peer to peer, professor to student, and student to professor. Participation in this course via the Internet is the responsibility of the student. Students receiving benefits from government agencies must adhere to policies stipulated by the specific agency.

NOTE: This Internet class demands that the student be self-motivated and self-disciplined. You are responsible to keep up with the schedule, assignments, and exams. I will be contacting you throughout the semester by email, and Blackboard is available at all times.

1. *Use e-mail and the discussion boards to communicate often with your instructor & classmates*
2. Log onto the class at least 5 times a week
3. Do NOT fall behind in your assignments
4. ASK for help when you need help

THIS SYLLABUS MAY CHANGE AT ANYTIME

Distance Education Statement

Students enrolled in distance education courses have equal access to the university's academic support services, such as Smarthinking, library resources, online databases, and instructional technology support. For more information about accessing these resources, visit the SRSU website. Students should communicate 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. The procedures for filing a student complaint are included in the student handbook. Students enrolled in distance education courses at Sul Ross 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.

Distance Education Non-Participation Statement

Policies in effect for on-campus, traditional classroom instruction courses also apply to students enrolled in distance education courses, including Web-based and ITV courses. The University allows a maximum of 20% absences in a course before an instructor may drop a student for excessive absences. In Web courses, this policy is interpreted as not participating for more than 3 weeks in a long semester, 1 week in a summer session, or 3 days in the midwinter session.

Any student dropped for non-participation will receive an "F" in the course dropped.

Inactivity may include the following:

- not logging on to the course not submitting assignments
- not participating in scheduled activities
- not communicating with the instructor by phone or email, and/or
- not following the instructor's participation guidelines stated in the syllabus

Any student who has not logged on to this course or submitted assignments by May 25, 2020 will be considered to have exceeded the University's policy on "excessive absences" and may be automatically dropped from the course. Blackboard statistics track the logins made and document the sections of the course accessed. These statistics will be used by your professor as a factor in documenting your participation in the course.

Your professor will use Blackboard statistics to document logins to the course and assignments accessed.

Class Structure

The course is totally online. Strategies include: Reading resources (papers); lectures with assignment instructions and use of the discussion board through Blackboard; written assessments at midterm and final; use of the Internet; and e-mails among students and between individual students and the professor. ***Students are responsible for completing all assigned work.***

THIS SYLLABUS MAY CHANGE AT ANYTIME

Discussion Participation

Discussion topics are set up for each module; you are expected to contribute to each discussion by posting a comment and replying to at least 2 other posts. Five points can be earned for each discussion following the guidelines below. Spelling and grammar count.

Time Commitment

You will be expected to log on to the course site 5-6 times per week. You are also expected to participate in all assigned activities including discussions in the course. Students should be prepared to spend at least 4-6 hours per week outside of class on assignments that will include: Homework, Reading Assignments, Lab work and studying for tests and quizzes.

Assignments

All assignments are to be submitted via Blackboard. No late work will be accepted without proper documentation or prior approval by the instructor.

Course Communication: The official e-mail communications channel for this course is the Sul Ross State University e-mail account (yourname@sulross.edu) of each student and professor. For the purposes of this course, no other e-mail account is acceptable.

Due dates: All assignments and projects will be given due dates which must be met. All assignments will be due by 11:59 pm on the assigned day. Assignments and projects will not be accepted if they are turned in late without approval. **Late assignments will lose ten points per calendar day.** Students are responsible for meeting the deadlines even if classes are missed.

Grading: All work will be graded on specific criteria using the following guidelines. Any worksheets will be graded on a points-per-answer basis. Criteria for grading will include accuracy of content, appropriateness of content for assignment, presentation, and clarity. Projects in the lab will be graded on accuracy, neatness, content, adherence to standards, adherence to assignment, and workmanship. Graded items will be broken into specific categories and presented on grade sheets given at the time the assignments are given.

Grading Policy

Final grades will be determined by totals in these areas:

- 25% final exam (comprehensive)
- 45% assignments: homework, discussion participation
- 30% final project (group or individual project)

In the event one of the above categories is not completed during the course that percentage will automatically be divided between the other categories at the same level. All assignment points will be converted to percentages for individual assignment letter grades.

A=100-90;

B=89-80;

C=79-70;

D=69-60;

F=59-0

Grades will be earned on the basis that “C” is average work, “B” is above average work, and “A” is well above average work. Barring unusual circumstances, there will be **NO INCOMPLETES** given at the end of this semester.

Academic Honesty

All students are expected to complete their own work at all times. Any dishonest conduct will be promptly rewarded with an immediate “F”.

Plagiarism

A student guilty of plagiarism and/or cheating will receive a grade of “F” in the course involved and the grade will be so recorded on the transcript. Students giving and receiving assistance in any unauthorized manner during an examination will subject themselves to this cheating policy. A pattern of cheating will result in suspension.

Quizzes

There will be no quizzes given.

Tests/Exams

All exams will be given on the announced date.

The exams will cover material from class lecture and assigned readings. It is your responsibility to complete the exam when scheduled. Tests will be either administered through Blackboard using various styles of questions covering terminology, equipment, processes, and other items discussed. Participation for the tests is mandatory; no makeup tests will be given.

Midterm Exam

There will be no midterm exam given.

Final Exam

The final exam will be during the week of June 26, 2020. The specific date and time will be announced during the semester. The exam will include written, practical, and analytical portions, and will be comprehensive of the entire semester. Do not make any other plans for that day and time.

IT 3301/5304 Introduction to Real Estate

Summer I 2020

Tentative Course Outline

The following is a tentative schedule for the semester. The dates provided are the dates the reading is assigned, and the reading is to be completed by the following class day.

Date	Topic/Learning Experience	Related Reading
Week 1	Course Intro/Expectations	The Nature of RE & RE Markets: Chapter 1 Legal Foundations: Chapter 2 Conveying Real Property Interests: Chapter 3 Government Controls: Chapter 4
Week 2	Value Determination	Market Research: Chapter 6 Appraisal; Sales Comparison and Cost: Chapter 7 Appraisal; Income: Chapter 8 Finance; Contracts: Chapter 9
Week 3	Financing Real Estate Types of Real Estate Contracts	Finance; Mortgage Types: Chapter 10 Finance; Sources of Funds: Chapter 11 Brokerage and Listing Contracts: Chapter 12 Sales Contracts and Closing: Chapter 13
Week 4	Mortgage Types	Time Value of Money: Chapter 14 Mortgage Mathematics: Chapter 15 Commercial Mortgage Types and Decisions: Chapter 16
Week 5	Value Creation	Sources of Commercial Debt & Equity: Chapter 17 Investing in Real Estate; Ratios and NPV: Chapters 18-19 Investment Format; Taxation: Chapter 20