

**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 – *Special Notice for Spring 2023* –**

**The publisher could not supply the text for the Spring 2023 semester. You will find the textbook chapters you will need for this course in the “Course Documents” link on the course menu in PDF format.**

*Real Estate Principles*, 4<sup>th</sup> edition, Rockwell Publishing, ISBN: 978-1-939259-74-5

## **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. Each assignment grade, when completed correctly and on time, receives a grade of 100. Late or incomplete assignments equal 0.

## **Marketable Skills for the BBA**

1. Students will have the ability to apply the principles of business they learn in the BBA to the management of existing businesses or the creation of a new business.
2. Students will have the ability to use research and analysis to make informed decisions.
3. Students will have the ability to write business letters, emails, resumés, and reports.
4. Students will have the ability to make effective oral presentations to both professional and general audiences.

## **SRSU Distance Education Statement.**

Students enrolled in distance education courses have equal access to the university's academic support services, such as library resources, online databases, and instructional technology support. 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. 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. Directions for filing a student complaint are located in the student handbook.

## **Libraries**

The Bryan Wildenthal Memorial Library in Alpine. Offers FREE resources and services to the entire SRSU community. Access and borrow books, articles, and more by visiting the library's website, [library.sulross.edu](http://library.sulross.edu). Off-campus access requires logging in with your LoboID and password. Librarians are a tremendous resource for your coursework and can be reached in person, by email ([srsulibrary@sulross.edu](mailto:srsulibrary@sulross.edu)), or phone (432-837-8123).

The Southwest Texas Junior College (SWTJC) Libraries at Uvalde, Del Rio, and Eagle Pass offer additional access to library spaces and resources. Del Rio, Eagle Pass, and Uvalde students may also use online resources available through SWTJC website, [library.swtjc.edu](http://library.swtjc.edu). The SWTJC Libraries serve as pick-up locations for InterLibrary Loan (ILL) and Document Delivery from the Alpine campus.

### **Academic Integrity**

Students in this class are expected to demonstrate scholarly behavior and academic honesty in the use of intellectual property. A scholar is expected to be punctual, prepared, and focused; meaningful and pertinent participation is appreciated. Examples of academic dishonesty include but are not limited to: Turning in work as original that was used in whole or part for another course and/or professor; turning in another person's work as one's own; copying from professional works or internet sites without citation; collaborating on a course assignment, examination, or quiz when collaboration is forbidden.

### **Classroom Climate of Respect**

Importantly, this class will foster free expression, critical investigation, and the open discussion of ideas. This means that all of us must help create and sustain an atmosphere of tolerance, civility, and respect for the viewpoints of others. Similarly, we must all learn how to probe, oppose and disagree without resorting to tactics of intimidation, harassment, or personal attack. No one is entitled to harass, belittle, or discriminate against another on the basis of race, religion, ethnicity, age, gender, national origin, or sexual preference. Still we will not be silenced by the difficulty of fruitfully discussing politically sensitive issues.

### **Diversity Statement**

"I aim to create a learning environment for my students that supports a diversity of thoughts, perspectives and experiences, and honors your identities (including race, gender, class, sexuality, religion, ability, socioeconomic class, age, nationality, etc.). I also understand that the crisis of COVID, economic disparity, and health concerns, or even unexpected life events could impact the conditions necessary for you to succeed. My commitment is to be there for you and help you meet the learning objectives of this course. I do this to demonstrate my commitment to you and to the mission of Sul Ross State University to create an inclusive environment and care for the whole student as part of the Sul Ross Familia. If you feel like your performance in the class is being impacted by your experiences outside of class, please don't hesitate to come and talk with me. I want to be a resource for you."

## **SRSU Disability Services**

SRSU Disability Services. 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 each semester for each class. Students seeking accessibility/accommodations services must contact Rebecca Greathouse Wren, LPC-S, SRSU's Accessibility Services Coordinator at 432-837-8203 (please leave a message and we'll get back to you as soon as we can during working hours), or email [rebecca.wren@sulross.edu](mailto:rebecca.wren@sulross.edu). Our office is located on the first floor of Ferguson Hall (Suite 112), and our mailing address is P.O. Box C-122, SUI Ross State University, Alpine, Texas, 79832.

## **Contact Information**

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