Fall 2026

ECOA 4320. Real Estate Principles

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Office hours: Online (Teams), please email me to make an appointment.

Credit Hours/Time Dedicated (per week): 3 credits/9 hours of time commitment (class time, reading, quizzes, studying)

Classroom/Time: Online anytime

Prerequisites: None.

This syllabus is subject to change. Students will be notified of any changes via Blackboard and/or email.

Required Textbook & Class Materials

Real Estate Finance and Investments, 2024 Release, by Brueggeman and Fisher, McGraw Hill (2019). ISBN: 978-1-265-06484-6. We are also going to use the **Connect** platform from McGraw-Hill.

Students will have access to register for the Connect platform with the link provided in the Content menu in Blackboard.

Course Description

Real Estate Principles is a foundational course introducing students to the practical concepts and terminology underlying the real estate industry, preparing them for informed decision-making in real estate transactions and careers. These align with the Student Learning Outcomes of the program. In this course, we will cover topics such as property ownership and interests, the transaction process, financing and mortgages, appraisal and valuation, land use and zoning, property management, and real estate investment fundamentals.

Student Learning Outcomes of the Course

At the end of the course, the student will be able to

1. Explain fundamental real estate concepts and market structures.
2. Apply basic principles of real property, contract, and agency law.
3. Evaluate real estate financing options and mortgage instruments, including loan terms, interest rates, and repayment structures.
4. Perform real estate mathematical calculations related to pricing, financing, and interest.
5. Analyze factors influencing homeownership and real estate investment decisions, including risk, return, and market conditions.
6. Demonstrate ethical awareness and consumer responsibility in real estate practice.

Marketable Skills for the Business Administration program

1. Students will apply the principles of business to the management of existing businesses or the creation of new businesses.
2. Students will use appropriate information from research and analysis to make informed decisions.
3. Students will be able to write business correspondence, including letters, emails, reports, and resumes.
4. Students will be able to make effective oral presentations to both professional and general audiences.

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. **Students should also avoid using open AI sources unless permission is expressly given for an assignment or course**. Violations of academic integrity can result in failing assignments, failing a class, and/or more serious university consequences. These behaviors also erode the value of college degrees and higher education overall.

Please refer to:
https://d1mg6ms3faoonj.cloudfront.net/wpcontent/uploads/2020/09/student_handbook_2019-2020_revision_12.7.2020.pdf

Any student found guilty of such misconduct will be subject to disciplinary action, including a zero score on his/her class activities.

Classroom Climate of Respect

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 other students.

Library Resources

The **Bryan Wildenthal Memorial Library** and **Archives of the Big Bend** 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. 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), or by phone (432-837-8123).

No matter where you are based, public libraries and many academic and special libraries welcome the general public into their spaces for study. SRSU TexShare Cardholders can access additional services and resources at various libraries across Texas. Learn more about the TexShare program by visiting library.sulross.edu/texshare or ask a librarian by emailing srsulibrary@sulross.edu.

Mike Fernandez, SRSU Librarian, is based in Eagle Pass (Building D-129) to offer specialized library services to students, faculty, and staff. Utilize free services such as InterLibrary Loan, ScanIt, and Direct Mail to get materials delivered to you at home or via email.

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 SRSU email accounts and submit online assignments through Blackboard, which requires a secure login. Students enrolled in distance education courses at SRSU are expected to adhere to all policies about academic honesty and appropriate student conduct, as described in the student handbook. Students on 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 in the student handbook

Teaching Methods/Course Format

This is an online asynchronous course. My guide will help you complete various activities, submit them by their deadlines, and achieve the learning objectives of the course.

Assessment strategy

Activity	Weight	Purpose
Homework	15%	Practice with real estate math, financing calculations, and valuation problems

Activity	Weight	Purpose
Discussion Posts	15%	Engagement with market conditions, ethics, and current real estate issues
Quizzes	10%	Low-stakes checks on terminology, concepts, and market structures
Applied Assignment (Case Study / Project)	20%	Applied task such as analyzing a listing, running comparable, or evaluating a mortgage scenario — reflects real-world decision-making
Midterm Exam	15%	Assesses cumulative understanding of concepts, law, and financing
Final Exam	25%	Comprehensive assessment
Total	**100%**	

Course Assignments

Homework

Each assignment is worth 100 points and must be completed on the publisher´s platform. You access it through Blackboard. There are 10 homework assignments in total. However, I will take into account only the highest 9 scores to compute your homework average grade.

Weekly Discussion Board

Instructions:

1. Faculty will post a weekly discussion board that will be available at 12:01 AM on Monday and will have a due date of the following Sunday at 11:59 PM.

2. Complete the homework assigned for each chapter before you proceed to post your comments on the discussion board.
3. Students will be required to respond to the question itself by Friday and reply to two other students by Sunday night. The instructor will participate actively in the discussions.

Discussion Board Rubric: (100 points)

Rubric 1: The student's main post responded completely and substantially to all of parts of the discussion question. (60 points).

Rubric 2: The student's initial post was no later than Sunday (10 points)

Rubric 3: The response was well-organized, clear, and free of grammatical and mechanical errors. (10 points).

Rubric 4: The student posts substantially to two other students. 10 points each (20 points)

Applied Assignments

This course includes several assignments designed to help students apply real estate principles and concepts to practical, real-world scenarios, such as evaluating financing options, analyzing property listings, or working through valuation and market analysis problems. These assignments will be submitted via Blackboard in MS Word / PDF format, 12-point Times New Roman font, double-spaced following APA Style Format.

Each assignment is worth 100 points total: 80 points are based on the content and analysis outlined in the assignment instructions, 10 points are allocated for timely submission, and 10 points are allocated for organization, grammar, and mechanical accuracy.

Midterm Exam

A midterm exam consisting of several questions covering the material covered in the first half of the course. It will be available to students for at least one week before the exam deadline of September 20, 2026. The exam will be worth 100 points and no late submissions.

Final Exam

There will be a final exam at the end of the semester for the course. It will be available to students for at least one week before the end of class. The exam will be worth 100 points, of which 10 points are for organization, grammar, or mechanical errors. **No late submissions.**

Course Schedule and Contents

Week	Chapter(s) / Topic/ Exam	Date
1	Registration, getting started with Blackboard Ultra, and Connect	
1	Ch. 1 – Real Estate Investment: Basic Legal Concepts	
2	Ch. 3 – Mortgage Loan Foundations: The Time Value of Money	
2	**Assignments 1**	09/06
3	Ch. 4 - Fixed Interest Rate Mortgage Loans	
4	Ch. 7 – Single-Family Housing: Pricing, Investment, and Tax Considerations	
4	**Assignments 2**	09/20
4	**Midterm**	**09/20**
5	Ch. 9 – Income-Producing Properties: Leases, Rents, and the Market for Space	
6	Ch. 10 – Valuation of Income Properties: Appraisal and the Market for Capital	
6	**Assignments 3**	10/04
7	Ch. 11 – Investment Analysis and Taxation of Income Properties Ch. 12 – Financial Leverage and Financing Alternatives	
8	**Final Exam**	**10/13**

Grading Policies and Procedures

Late penalty: 10%, except for the assignments due in the 8^{th} week, which have no deadline extensions.

If you find an error in the way you have been graded, please email me and ask for a review. Any changes to assignment grades must be requested not later than 48 hours after the respective deadline. In the case of the last assignment, this request must be done before the beginning of the final exam.

Students who miss an assignment submission as a result of required participation in a university activity, a death in the immediate family, or a serious illness (COVID quarantine without a positive test does not count) will receive a make-up exam upon request, but no later than 1 week after the incident. If you miss an exam due to one of the valid excuses above, please contact me within 48 hours (about 2 days) to be eligible to receive a make-up assignment. Students who miss an exam for any other reason will receive a zero score for the exam.

Grading Scale

Percent Range (Final Score)	Letter Grade
90 - 100	A
80 - 89	B
70 - 79	C
60 - 69	D
59 and below	F

Course Expectations

Student Expectations of Instructor:

- The instructor will treat each of you with respect and as an individual with his/her beliefs, thoughts, and needs.
- The instructor will provide weekly communication with the class through announcements, email notifications, and virtual office hours.

- The instructor will respond to emails within 24 hours of receipt during the hours of 9:00 am-4:00 pm, Monday-Friday.
- The instructor will be available to answer questions from students during virtual office hours.
- The instructor will grade assignments and projects according to the specific rubric within two weeks of the submission date.
- The instructor will provide feedback on journals and discussion boards as needed, every week.
- The instructor will provide clear and concise instructions on how to complete the online course requirements or any other activity.
- The instructor will provide a range of opportunities to engage in the course content in a meaningful way.
- And, finally, but no less importantly, the instructor will not change the deadline for the assignments unless something of major force happens.

Instructor Expectations of Students:

- Positive, proactive, or successful students should be diligent in using both oral and written communication, showing respect for everyone's opinion.
- Positive, proactive, or successful students will familiarize themselves with the course syllabus, policies, assessments, evaluations, grading criteria, and course design.
- Positive, proactive, or successful students will complete all coursework on the assigned due date.
- Positive, proactive, or successful students will engage in the course with their peers and the instructor, and with open communication and active participation.
- Students should respond to the instructor's communication requests regarding course progress and general inquiries on time.
- Positive, proactive, or successful students will not plagiarize the work of others or use the work of their peers and claim it as their own.
- Positive, proactive, or successful students will use the American Psychological Association (APA) system of referencing when submitting a paper.

- Positive, proactive, or successful students will pre-plan for testing situations and ensure they can access the internet to complete the exam on its assigned date and time.
- Students will be proactive and resourceful in solving problems in case of internet or technical issues.

Sul Ross State University Important Information

1. Official Communications

Official outside-of-class meeting communications will be delivered to the students via their SRSU (Sul Ross State University) e-mail. Students are responsible for checking their e-mail daily. Not having checked messages is not a valid excuse for missing coursework. Communication can also be done by appointment. IT support regarding Blackboard is listed in the image below.

Or by clicking on https://www.sulross.edu/bb/.

2. Americans with Disabilities Act (ADA)

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. Students seeking accessibility services must contact Mary Schwartze, M. Ed., L.P.C., in **Counseling and Accessibility Services**, Ferguson Hall, Room 112. The mailing address is P.O. Box C-122, Sul Ross State University, Alpine, Texas 79832. Telephone: 432-837-8691. E-mail: mschwartze@sulross.edu. **All medical information is treated confidentially.**