



Real Estate Principles I Syllabus

Course Hours: 30

Instructional Mode

Distance Education

Textbooks / Learning Resources

Texas Real Estate Principles I, online text

Course Description

This course covers basic real estate principles and Texas-specific information. Upon completing this course, you will be able to identify the requirements for obtaining a real estate license in Texas and the agency duties and ethical responsibilities that accompany licensure. The course starts with an overview of the real estate careers, focusing mainly on residential brokerage, and giving insights on how to be a successful real estate sales agent. The product that real estate licensees sell is real property; therefore, real property (along with its property rights, interests, and legal descriptions) is presented. The different methods of property ownership are described as well as the contracts used to buy and sell real property. Because home ownership is one of the most expensive assets a person will ever purchase, the concepts and responsibilities of homeownership are covered. Additionally, the information presented will assist students in preparing for their real estate licensing exam.

Course Objectives

After completing this course, you will be able to:

1. Recall the factors necessary for success in a real estate career and identify the activities a real estate licensee may perform.
2. Recall the Subchapters of TREL A and recognize the Texas requirements to obtain and renew a real estate license and the conduct for which a Texas real estate licensee can be disciplined.
3. Recognize the various brokerage relationships, the responsibilities of agents and principals, and the ways agency relationships are created and terminated.
4. Specify the ethical and legal business practices regarding fair housing and civil rights.
5. Specify the ethical business practices Texas real estate licensees should follow.
6. Identify the characteristics of personal and real property.
7. Identify the types of legal descriptions of real property.
8. Recall the types of ownership interests in real property.
9. Identify the manner in which real property interests can be held.
10. Recognize the benefits and responsibilities of home ownership.
11. Indicate the types of listings and disclosures used in Texas real estate transactions.
12. Specify basic characteristics of contracts and identify the types of contracts used in real estate transactions.

Contact Information

Help Ticket: alliedschools.com/support

Instructional Support Toll Free: 888-751-2303

Student Services Toll Free: 888-925-4282

International: 949-707-5044

Fax: 800-898-9188

Hours: Monday - Friday, 7:00 a.m. to 6:00 p.m. PST



Real Estate Principles I Syllabus

Grading/Evaluation Policy

Performance is measured by successful completion of online exercises, quizzes, and examinations. To successfully complete this course, students must complete: 12 units including all reading and exercises, and successfully pass 12 Unit Exams, 3 Case Studies, and a Final Exam. A minimum passing score of 100% is required on all unit exams and case studies, and a minimum of 70% or better is required on all other assignments. Assignments with scores below the required minimum must be retaken until the score meets or exceeds the requirement. If you do not pass the final exam, you are allowed to retake it.

Course Outline and Grading Criteria

Unit Title	Minutes	Assignment Title	Points Possible	Required to Pass
1: Introduction to Modern Real Estate Practice	200	Unit Exam	24	24
2: The Real Estate License Act	180	Unit Exam	15	15
3: Real Estate Brokerage & Law of Agency	180	Case Study Unit Exam	10 18	10 18
4: Fair Housing Laws	150	Case Study Unit Exam	10 15	10 15
5: Ethics of Practice as a License Holder	30	Unit Exam	9	9
6: Real Property	60	Unit Exam	12	12
7: Legal Descriptions	100	Unit Exam	12	12
8: Interests in Real Estate	180	Unit Exam	24	24
9: How Home Ownership is Held	70	Case Study Unit Exam	10 15	10 15
10: Concepts and Responsibilities of Home Ownership	95	Unit Exam	15	15
11: Basic Contract Law & Commission Agreements	120	Unit Exam	9	9
12: Real Estate Contracts, Addenda, & Notices	135	Unit Exam	15	15
Final Exam		Multiple-Choice	60	42
Total	1500	Total	273	255

Student Integrity and Academic Honesty Policy

Allied Schools strives to encourage a spirit of honesty and integrity. This policy was created to foster a climate that promotes the most stringent academic standards. Violations of this policy will be dealt with using fair and consistent methods. Committing one or more of the following actions is considered unacceptable and constitutes a violation of this policy:

- Intentionally using or attempting to use unauthorized materials in any academic exercise;
- Intentionally aiding or attempting to aid another student to commit any act of academic dishonesty;
- Bribing or attempting to bribe, or making threats against any individual, with the intention of affecting a grade or an evaluation of academic performance;
- Falsifying any documents;
- Accessing the institution's computer systems or files without proper authorization.