



# Real Estate Principles II Syllabus

**Course Hours:** 30

## Instructional Mode

Distance Education

## Textbooks / Learning Resources

*Texas Real Estate Principles II*, online text

## Course Description

Texas Real Estate Principles II is a 30-hour course that covers basic real estate principles and Texas-specific information. The course starts with a presentation of how ownership to real property is acquired and conveyed. Federal and state regulations that govern the use of land in Texas are explained. The primary and secondary mortgage markets are reviewed as well as the functions of the Fed, Fannie Mae, Freddie Mac, and Ginnie Mae. The characteristics of conventional, conforming, non-conforming, and government-backed loans are introduced. The loan underwriting process and the finance instruments are discussed and an overview of the fair lending laws is presented. Students will study the steps in the appraisal process and the closing process. Other real estate activities are discussed, such as investing, development, business opportunities, and property management. Students are provided with real estate problems and the solutions to solve them. Upon completing this course, you will be able to identify real estate terminology and recognize Texas's real estate laws and principles. The information presented will also assist students in preparing for their real estate licensing exam.

## Course Objectives

After completing this course, you will be able to:

1. Identify the manner in which real property interests can be acquired and conveyed.
2. Recognize the federal and state regulations that restrict and govern land use in Texas.
3. Recall characteristics of and participants in the primary and secondary mortgage markets.
4. Identify the types of home loan programs available to borrowers.
5. Recognize the underwriting process, finance instruments used to obtain a home loan, and the fair lending laws.
6. Recall the purpose of an appraisal, the main appraisal methods used to develop an opinion of value, including their applications and methodologies, and the elements and economic principles that influence the opinion of value.
7. Recall the escrow procedures and title services needed to close transactions and ensure a good and indefeasible title.
8. Identify niche markets and other real estate related activities, such as investing, development, and marketing commercial properties, or business opportunities.
9. Designate the main functions of a residential property manager and recall the purpose and elements of management agreements.
10. Recall relevant clauses of the landlord-tenant act that pertain to the leasing process, classification of leases, and clauses used in lease contracts.
11. Specify the advantages and disadvantages of investing in real estate.
12. Solve real estate problems using math and basic formulas.

## Contact Information

**Help Ticket:** [alliedschools.com/support](http://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 II Syllabus

## Grading/Evaluation Policy

Performance is measured by successful completion of online exercises, quizzes, and examinations. To successfully complete this course, students must complete: 10 units including all reading and exercises, and successfully pass 10 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

<b>Unit Title</b>	<b>Minutes</b>	<b>Assignment Title</b>	<b>Points Possible</b>	<b>Required to Pass</b>
1: How Ownership is Acquired & Conveyed	200	Unit Exam	27	27
2: Public Control of Land Use	115	Unit Exam	18	18
3: Real Estate Finance	210	Unit Exam	33	33
4: Real Estate Valuation and Appraisal	200	Unit Exam	21	21
5: Closing the Real Estate Transaction	200	Case Study Unit Exam	10 15	10 15
6: Real Estate Brokerage Specialization	50	Unit Exam	21	21
7: Property Management	120	Unit Exam	21	21
8: Leases	95	Case Study Unit Exam	10 18	10 18
9: Real Estate Investments	110	Case Study Unit Exam	10 12	10 12
10: Real Estate Math	200	Unit Exam	15	15
Final Exam		Multiple-Choice	60	42
<b>Total</b>	<b>1500</b>	<b>Total</b>	<b>291</b>	<b>273</b>

## 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.