

**Degree Description**

This management program specialty area meets the academic requirements for salesperson licensure. The curriculum prepares the graduate to participate in the real estate industry as a salesman or investor.

Marketable Skills

1. Laws and regulations skills:

Learn how to apply the laws and regulations affecting real estate. 2. Contract skills: Attain a working knowledge of current Texas real estate contract forms. 3. Agency skills:

Learn to apply the concepts that regulate the fiduciary relationship that exists between an agent and a principal. 4. Ethics skills:

Learn ways to evaluate situations and make ethical decisions that are socially responsible.

<b>Semester I</b>	<b>Hours</b>
<a href="#">RELE 1301 Principles of Real Estate I</a>	3 hours
<a href="#">RELE 1311 Law of Contracts Real Estate Contracts</a>	3 hours
<a href="#">RELE 1300 Contract Forms and Addenda</a>	3 hours
	<b>9 hours</b>

<b>Semester II</b>	<b>Hours</b>
<a href="#">RELE 1338 Principles of Real Estate II</a>	3 hours
<a href="#">RELE 1319 Real Estate Finance</a>	3 hours
<a href="#">RELE 2301 Law of Agency</a>	3 hours
	<b>9 hours</b>

**Total hours: 18 hours**

## Course Descriptions

### **RELE 1301 Principles of Real Estate I**

Presents a beginning overview of licensing as a real estate broker or salesperson. Includes ethics of practice as a license holder, titles to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, distinctions between personal and real property, appraisal, finance and regulations, closing procedures, and real estate mathematics. Covers at least three hours of classroom instruction of federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. Fulfills at least 30 of 60 hours of required instruction for salesperson license. Texas Real Estate Commission (TREC) requires this course before sitting for the salesperson and broker licensure exam. Semester Hours 3 (3 lec)

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### **RELE 1311 Law of Contracts Real Estate Contracts**

Introduces a study of the elements of a contract, offer and acceptance, statute of frauds, specific performance and remedies for breach, unauthorized practice of law commission rules relating to use of adopted forms, and owner disclosure requirements. Semester Hours 3 (3 lec)

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### **RELE 1300 Contract Forms and Addenda**

Presents Promulgated Contract Forms, which include, but are not limited to, unauthorized practice of law, broker-lawyer committee, current promulgated forms, commission rules governing use forms, and case studies involving use of forms. Semester Hours 3 (3 lec)

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### **RELE 1338 Principles of Real Estate II**

Provides an overview of licensing as a real estate broker and salesman, ethics of practice as a license holder, titles to and conveyancing of real estate, legal descriptions, law of agency, deeds, encumbrances and liens, distinctions between personal and real property, contracts, appraisal, finance and regulations, closing procedures, and real estate mathematics. Covers at least three hours of classroom instruction on federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. Fulfills at least 30 of 60 hours of required instruction for salesperson license. Prerequisite: RELE 1301. Semester Hours 3 (3 lec)

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### **RELE 1319 Real Estate Finance**

Overviews of monetary system, primary and secondary money markets, sources of mortgage loans, federal government programs, loan applications, processes and procedures, closing costs, alternative financial instruments, equal credit opportunity, laws affecting mortgage lending, Community Reinvestment Act, and the state housing agency. Prerequisite: RELE 1301, concurrent enrollment in RELE 1301, or consent of program director. Semester Hours 3 (3 lec)

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### **RELE 2301 Law of Agency**

Provides a study in law of agency including principal-agent and master-servant relationships, the authority of an agent, the termination of an agent's authority, the fiduciary and other duties of an agent, employment law, deceptive trade practices, listing or buying procedures, and the disclosure of an agency. Texas Real Estate Commission requires this course before sitting for the salesman licensure exam. Semester Hours 3 (3 lec)

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