

*University of Houston*  
*C.T. Bauer College of Business*  
*Real Estate Program*  
(Undergraduate Syllabus)  
**Principles of Real Estate**  
Room 120, Melcher Hall  
Tuesday, 6:00 pm to 9:00 pm

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**Instructor:** Charles Jacobus, JD, DREI, CREI  
**Phone Number:** 713-839-8800  
**Office Hours:** By appointment  
**E-Mail:** [jacobusbellaire@aol.com](mailto:jacobusbellaire@aol.com)

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**Course Objectives**

This course is designed to provide students with an overview of theories and principles in real estate. To achieve this objective, you will fully participate in class and complete all online assignments.

This course qualifies for 3 college credit hours and meets the requirements for the Real Estate Principles curricula established by the Texas Real Estate License Act.

**Textbook**

Students can purchase the textbook from the bookstore.  
Texas Real Estate, 12<sup>th</sup> Edition (2014), Oncourse Learning- ISBN-13: 978-1-62980-001-1.  
The textbook is required. Please bring it to each class.

**Classroom Rules**

No laptops or any other electronic communication devices will be permitted in the classroom. If you break this rule, a student may be asked to leave the class. If asked to leave at any point during the class, NO credit will be given for attendance or participation, no exceptions.

**Accommodations for Students with Disabilities**

The C.T. Bauer College Business would like to help students who have disabilities achieve their highest potential. To this end, in order to receive academic accommodations, students must register with the Center for Students with Disabilities (CSD) (telephone 713-743-5400), and present approved accommodation documentation to their instructors in a timely manner.

**PeopleSoft**

The University of Houston's PeopleSoft system will be an important communication link for this class. I may use this system to send class-wide and individual e-mails and post grades. Please be sure your e-mail address is current.

**Course Requirements** Your course grade is based on 100 points distributed as explained below.

Attendance: (10 points)

Class participation is expected. Grades are adjusted according to student participation.

Exams: (90 points)

Each exam is worth 30 points. Exams are multiple choice and completed in class on the dates listed in the schedule below. If you arrive late to class, you will be given the remaining time and no extra time to complete the exam. Please come to class on time. If you are absent for the exam, you will receive no credit.

**Academic Honesty**

The University of Houston Academic Honesty Policy is strictly enforced by the C.T. Bauer College of Business. No violations of this policy will be tolerated in this course. A discussion of the policy is included in the University of Houston Student Handbook which can be found at <http://www.uh.edu/academics/catalog/policies/academ-reg/academic-honesty/>. Students are expected to be familiar with this policy.

Students are expected to produce original work in the course. Previous course-work from other classes cannot be submitted for credit in this course for any class assignment or project. At the instructor's discretion, work will be submitted to Turn It In.

**Assignment of Grades**

Grades in this course will be based upon the total number of points you earn during the semester. The following distribution for the assignment of grades is strictly enforced.

A	95-100	C+	77-79
A-	90-94	C	74-76
B+	87-89	C-	70-73
B	84-86	D	60-69
B-	80-83	F	0-59

**Course Schedule**

<b>DATES</b>	<b>ASSIGNMENTS DUE</b>
<b>TUES 8/23</b>	Introduction to Real Estate (1) Nature and Description of Real Estate (2)
<b>TUES 8/30</b>	Rights and Interests in Land (3) Forms of Ownership (4)
<b>TUES 9/6</b>	Issues in Home Ownership (5) Condominiums, Cooperatives, PUDs and Timeshares (6)
<b>TUES 9/13</b>	Contract Law (7) Texas Real Estate Sales Contracts (8)
<b>TUES 9/20</b>	Licensing Laws and Professional Affiliation (9) Principal-Broker Relationship: Employment (10)
<b>TUES 9/27</b>	Principal-Broker Relationship: Agency (11)
<b>TUES 10/04</b>	Fair Housing, ADA, Equal Credit, and CRA (12) Transferring Title (13) EXAM
<b>TUES 10/11</b>	Recordation (14) Mortgage Theory and Law (15)
<b>TUES 10/18</b>	Lending Practices (16) Sources of Financing (17)
<b>TUES 10/25</b>	Types of Financing (18) The Loan and the Consumer (19)

<b>TUES</b>	<b>11/01</b>	Real Estate Leases (20) Real Estate Appraisal (21) <i>Guest Speaker (Valuation)</i>
<b>TUES</b>	<b>11/08</b>	Real Estate Appraisal (21) Title Closing and Escrow (22)
<b>TUES</b>	<b>11/15</b>	Land-Use Control (23)
<b>TUES</b>	<b>11/22</b>	Investing in Real Estate (24) Specialization (25) <i>Guest Speaker (Investment)</i>
<b>TUES</b>	<b>11/29</b>	FINAL EXAM

*Subject to change*