

## Master Syllabus

### RES 1101 - Real Estate Principles

**Division:** Business and Public Services

**Department:** Real Estate

**Credit Hour Total:** 3.0

**Lecture Hrs:** 3.0

**Date Revised:** December 2016

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#### Course Description:

This course develops skills in areas encompassed in the real estate industry, including the market, investment, brokerage, contractual and property rights, as they affect both the investor and the purchaser. Agency law, fair housing and environmental issues as they concern the field will also be explored. For classes that meet in a classroom, seat hours are strictly enforced by state rule and absences cannot be made up. This course is part of Sinclair's Ohio Real Estate Sales Associate pre-licensure program. Successful completion of the courses in Sinclair's Ohio Real Estate Sales Associate pre-licensure program meets the educational requirement for you to sit for the Ohio Real Estate Salesperson Examination only (further state requirements must also be satisfied). Sinclair's pre-licensure program is not intended to meet requirements for license examination in any other state.

#### General Education Outcomes:

- ▣ Information Literacy Competency
- ▣ Values/Citizenship/Community Competency

#### Course Outcomes:

##### Agency Law

Explain agency law in Ohio and the legal obligations of the licensee.

**Assessment Method:** Locally developed exams

**Performance Criteria:**

Students must attain a minimum of 60% on exams.

**Assessment Method:** Simulations

**Performance Criteria:**

Students must timely complete all assignments, meeting stated written and oral requirements at a performance rate of 60% or higher.

##### Licensing Laws

Explain licensing laws in Ohio including fiduciary duties and fair housing responsibilities.

**Assessment Method:** Locally developed exams

**Performance Criteria:**

Students must attain a minimum of 64% on exams.

**Assessment Method:** Simulations

**Performance Criteria:**

Students must timely complete all assignments, meeting stated written and oral requirements at a performance rate of 64% or higher.

##### Financial Implications

Analyze issues related to the financial implications of the sale and closing of real estate transactions.

**Assessment Method:** Locally developed exams

**Performance Criteria:**

Students must attain a minimum of 64% on exams.

**Assessment Method:** Simulations

**Performance Criteria:**

Students must timely complete all assignments, meeting stated written and oral requirements at a performance rate of 64% or higher.

#### Outline:

Brokerage Agency Law and Contracts License Law and Fair Housing Finance and Lending Environmental Issues Ownership: Deeds, Titles and Leases Conveyance and Legal Description