

## Master Syllabus

### RES 2401 - Real Estate Capstone

**Division:** Business and Public Services

**Department:** Real Estate

**Credit Hour Total:** 2.0

**Lecture Hrs:** 2.0

**Prerequisite(s):** RES 1101 AND RES 1102 AND RES 1201 AND RES 2301 AND RES 2302

**Date Revised:** March 2013

---

### Course Description:

Apply knowledge and practice skills acquired in real estate courses concerning principles, law, finance, appraisal, investing and property management through the use of case studies, simulations and role playing.

### General Education Outcomes:

- Critical Thinking/Problem Solving
- Values/Citizenship/Community

### Course Outcomes:

#### Real Estate Contracts

Demonstrate the ability to complete real estate contracts

**Assessment Method:** Locally developed exams

**Performance Criteria:**

Score of 60% or higher on exams

#### Buyers and Sellers Relationships

Demonstrate the ability to negotiate and communicate professional and legally with buyers and sellers

**Assessment Method:** Locally developed exams

**Performance Criteria:**

Score of 60% or higher on exams

#### Property Management

Apply the principles and practices of property management.

**Assessment Method:** Locally developed exams

**Performance Criteria:**

Score of 60% or higher on exams

#### Real Estate Investing

Apply the principles and practices relating to the investment of real estate.

**Assessment Method:** Locally developed exams

**Performance Criteria:**

Score of 60% or higher on exams

#### Ethics

Demonstrate knowledge of Code of Ethics (National Association of Realtors) and Canon of Ethics (Ohio)

**Assessment Method:** Locally developed exams

**Performance Criteria:**

Score of 60% or higher on exams

### Outline:

Listing Property

Selling Property

Financing Real Estate

Recording Real Estate Documents

Real Estate Investment

Real Estate Management

Fair housing and ethics