

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 Competency
- Values/Citizenship/Community Competency

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