1. **COURSE TITLE\***: Real Estate Law
2. **CATALOG – PREFIX/COURSE NUMBER/COURSE SECTION\*:** REST 1173
3. **PREREQUISITE(S)\*:** None **CO-REQUISITE(S)\*:** None
4. **COURSE TIME/LOCATION: (*Course Syllabus – Individual Instructor Specific*)**

Campus, Class Time, & Room #

1. **CREDIT HOURS\*:** 3 **LECTURE HOURS\*:** 3

**OBSERVATION HOURS\*:** 0 **LABORATORY HOURS\*:** 0

1. **FACULTY CONTACT INFORMATION: *(Course Syllabus – Individual Instructor Specific)***

Name & at least 2 methods of contact

1. **COURSE DESCRIPTION\*:**

Real Estate Law teaches students the basics of Ohio and federal laws as they relate to the real estate transactions. This course is required for the Ohio Real Estate Salesperson License exams.

1. **LEARNING OBJECTIVES\***:

*Upon successful completion of this course, the students will be able to:*

1. Apply concepts from real estate law to real world scenarios:
   1. Identify the various estates and interests in land, and several and joint interests.
   2. Recognize the potential implications of selling homes with problematic deeds, foreclosures, and/or liens.
   3. Differentiate between a fixture and personal property.
   4. Analyze the salesperson agency relationship and the possible liability issues for agent and broker.
   5. Describe the various licensure laws, violation, and subsequent penalties.
   6. Differentiate the responsibilities of the landlord’s duties to the tenant and the tenant’s duties to the landlord.
   7. Explain basic contract terminology as it applies in real estate sales contracts.
   8. Identify the state requirements for proof of title.
   9. Discuss relationships in real estate.
   10. Discuss effective uses of social media to grow real estate business.
   11. Identify prohibitive discriminatory real estate practices based on race, color, religion, national origin, sex, familial status, and disability.
2. Complete the basic legal documents relating to real estate transactions to better protect clients, the brokerage, and agent.
   1. Explain specific real estate terminology.
   2. Complete a Residential Disclosure Form.
   3. Analyze homeowner experience with a Residential Disclosure Form.
3. Evaluate real estate as a career choice.
   1. Reflect on elements of a career in real estate.
   2. Reflect on pursuing a career in real estate.
   3. Evaluate whether real estate is the right career.
4. **ADOPTED TEXT(S)\***:

***REAL ESTATE LAW***

12TH edition (or Current Edition)

By Marianne M. Jennings

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Cengage Publishing

ISBN: 978-0-357-51869-4 Inclusive Access eBook

ISBN for students who do NOT want Inclusive Access: 978-0-357-51867-0

1. **OTHER REQUIRED MATERIALS**: **(SEE APPENDIX C FOR TECHNOLOGY REQUEST FORM.)\*\***

Will be at the discretion of the instructor

1. **GRADING SCALE\*\*\***:

A = 90 – 100

B = 80 – 89

C = 70 - 79

D = 60 - 69

F = 0 - 59

1. **GRADING PROCEDURES OR ASSESSMENTS: (*Course Syllabus – Individual Instructor Specific)***

**Sample Evaluation Format:**

|  |  |  |
| --- | --- | --- |
| **Assignment / Assessment Type** | **Points** | **Percentage** |
| Introductions | 20 | 2% |
| Discussion | 200 | 20% |
| Reflection | 150 | 15% |
| Practicum assignments | 230 | 23% |
| Quiz | 100 | 10% |
| Final Exam Prep | 0 | 0% |
| Final Exam | 300 | 30% |
| **Total** | **1000** | **100%** |

1. **COURSE METHODOLOGY OR COURSE FORMAT: *(Course Syllabus – Individual Instructor Specific)***

This course will utilize the textbook as its primary pathway. Discussion questions, summaries, videos, additional reading materials, internet-based work assignments, and quizzes and exams will also be utilized.

1. **COURSE OUTLINE: *(Course Syllabus – Individual Instructor Specific)***

|  |  |  |
| --- | --- | --- |
| **Learning Resources** | **Learning Objectives** | **Learning Activities & Assessments** |
| **Week 1: Intro to Real Estate Law** | | |
| **Textbook Readings**  Chapters 1, 2, and 3   * 1: Sources of Real Estate Law * 2: Land Interests * 3: Extent of Real Estate Interests   **Other Resources**  Chapter PowerPoint slides  Videos:   * Real & Personal Property * Bundle of Rights * Freehold Estates * Leasehold Estates | **1a** - Identify the various estates and interests in land, and several and joint interests.  **2a** - Explain specific real estate terminology.  **3a** - Reflect on elements of a career in real estate. | Introductions  Discussion  Reflection  Final Exam Prep |

**Suggested Course Outline:**

|  |  |  |
| --- | --- | --- |
| **Week 2: Easements, Fixtures, and Liens** | | |
| **Textbook Readings**  Chapters 4, 5, 6, 8   * 4: Easements * 5: Fixtures * 6: Liens * 8: Co-ownership of Real Estate   **Other Resources**  Chapter PowerPoint slides  Videos:   * Easements * Liens * Three Kinds of Property Liens’ * What is the Order of Priority for Liens? * Lien Priorities * Tenancy in Common | **1a** - Identify the various estates and interests in land, and several and joint interests  **1b** - Recognize the potential implications of selling homes with problematic deeds, foreclosures, and/or liens  **1c** - Differentiate between a fixture and personal property | Discussion  Quiz  Practicum  Final Exam Prep |

|  |  |  |
| --- | --- | --- |
| **Week 3: Relationships in Real Estate** | | |
| **Textbook Readings**  Chapters 9, 12   * 9: Landlord-Tenant Relationship * 12: The Brokers/Agent Role in the Transfer of Real Estate * Ohio Real Estate License Laws   **Other Resources**  Chapter PowerPoint slides  Ohio HB 532 Summary  Videos:   * Agency, Fiduciary Duties * Agency Part 2 * Agency Types * Real Estate Core Law: Agency | **1d** - Analyze the salesperson agency relationship and the possible liability issues for agent and broker.  **1e** - Describe the various licensure laws, violation, and subsequent penalties.  **1f** - Differentiate the responsibilities of the landlord’s duties to the tenant and the tenant’s duties to the landlord.  **1i** - Discuss relationships in real estate.  **3b** - Reflect on pursuing a career in Real Estate. | Discussion  Practicum  Practicum  Reflection  Final Exam Prep |

|  |  |  |
| --- | --- | --- |
| **Week 4: Contracts** | | |
| **Textbook Readings**  Chapters 13, 14   * 13: Formation Requirements for Real Estate Purchase Contracts * 14: Transfer of Property Deeds   **Other Resources**  Chapter PowerPoint slides  Videos:   * Open Contracts * Contract Classifications * Real Estate Core Law: Contracts | **1g** - Explain basic contract terminology as it applies in real estate sales contracts.  **1h** - Identify the state requirements for proof of title.  **1j** - Discuss effective uses of social media to grow real estate business.  **2b** - Complete Residential Disclosure Form.  **2c** - Analyze homeowner experience with Residential Disclosure form. | Discussion  Quiz  Practicum  Practicum  Final Exam Prep |

|  |  |  |
| --- | --- | --- |
| **Week 5: Fair Housing** | | |
| **Textbook Readings**  Chapters 15, 19   * 15: Foreclosure * 19: Fair Housing   **Other Resources**  Videos:   * How much do you think you know about Fair Housing? * Fair Housing | **1b** - Recognize the potential implications of selling homes with problematic deeds, foreclosures, and/or liens.  **1k** - Identify prohibitive discriminatory real estate practices based on race, color, religion, national origin, sex, familial status, and disability.  **3c** - Evaluate whether real estate is the right career. | Discussion  Reflection  Final Exam |

1. **SPECIFIC MANAGEMENT REQUIREMENTS\*\*\***:

**Student Responsibility:** Students are required to be in attendance in accordance with Ohio Law, and to participate fully in class activities and discussions. Reading is to be done as assigned, and homework tasks are required. Civility in the classroom is very important. As adults and professionals, students are expected to conduct themselves in a courteous and respectful manner. Disruptive, rude, sarcastic, obscene, or disrespectful speech or behavior has a negative impact on everyone and will not be tolerated. All students are expected to be aware of, and to follow, SSCC’s Academic Misconduct Policy.

**Course Workload**: **Students taking the Real Estate Pre-Licensing Classes are preparing to take the Ohio Real Estate Salesperson Exam. Students must complete all assignments in each class to obtain the “certificate of completion” required to take your Ohio Salesperson exam. These assignments have been carefully designed to ensure you are spending the State required hours for each class. This course will require 135 hours of work over the 5 weeks of the class. That equates to more than 25 hours a week of work. If you feel this accelerated class is too much at this time, you have one week to drop the class. Students are required to be in attendance in accordance with SSCC policy, and to participate fully in class activities and discussions. Reading is to be done as assigned.**

**Instructor Responsibility:** It is the responsibility of the instructor to enhance and expand the meaning and application of the subject matter covered in the course. The instructor will not normally review the assigned text. The instructor will provide grades in a timely manner and make arrangements to be available for assistance as needed.

1. **FERP**A: \* Students need to understand that their work may be seen by others. Others may see your work when being distributed, during group project work, or if it is chosen for demonstration purposes. Students also need to know that there is a strong possibility that your work may be submitted to other entities for the purpose of plagiarism checks.
2. **ACCOMMODATIONS: \***

Students requesting accommodations may contact Ryan Hall, Accessibility Coordinator at rhall21@sscc.edu or 937-393-3431, X 2604.

Students seeking a religious accommodation for absences permitted under Ohio’s Testing Your Faith Act must provide the instructor and the Academic Affairs office with written notice of the specific dates for which the student requires an accommodation and must do so no later than fourteen (14) days after the first day of instruction or fourteen (14) days before the dates of absence, whichever comes first. For more information about Religious Accommodations, contact Ryan Hall, Accessibility Coordinator at [rhall21@sscc.edu](mailto:rhall21@sscc.edu) or 937-393-3431 X 2604.

1. **OTHER INFORMATION\*\*\***:

**SYLLABUS TEMPLATE KEY**

**\*** Item cannot be altered from that which is included in the master syllabus approved by the Curriculum Committee.

**\*\*** Any alteration or addition must be approved by the Curriculum Committee

**\*\*\*** Item should begin with language as approved in the master syllabus but may be added to at the discretion of the faculty member.