



Course Information

Semester & Year:	Spring 2023
Course Title:	REAL ESTATE PRINCIPLES I AND II
Course Prefix & Number:	REA 201
Section Number:	25777
Credit Hours:	6
Start Date:	January 17, 2023
End Date:	May 12 th , 2023
Room Number:	All online
Meeting Days:	None
Meeting Times:	None – This is a self-paced online course

Course Format

This is an online pass/fail course, earning you six college credits and 90 Arizona Department of Real Estate credit hours, which equals 75 clock hours of real estate pre-licensing instruction. The course is divided into 90 modules and a final exam. Students may clock a maximum of 10 hours per day, so at most a student can complete a maximum of 10 modules per day. This will allow students to complete the class in as few as nine days. After the successful completion of the 90 modules and completing a course evaluation the instructor will assign a passing grade. However, to obtain your 90 Arizona Department of Real Estate credit hours and your certificate to take the state licensing exam you must take a proctored final exam at Scottsdale Community College. The student must receive a grade of 75% or higher, as required by the Arizona Department of Real Estate. The final exam may be taken as many times as needed to obtain a 75% grade up until the final day of class. Students must wait at least two business days between attempts.

Instructor Information

Instructor: Jared Guess

Email: Jared.Guess@Scottsdalecc.edu

Phone: 480-423-6289

Office Location: BUS 133

Office Hours:

- In-person - Monday and Wednesday 8:45 a.m. to 10:00 a.m.
- Virtual - Tuesday 9:00 a.m. to 11:30 a.m.
 - meet.google.com/gaf-mofx-qtk - use this link during my virtual office hours
- I am also available by appointment if those times do not work for your schedule

Course Description

This course is designed to prepare students with the minimum coursework required by the state of Arizona for eligibility to take the state's real estate salesperson's license exam.

Prerequisites

None

Course Competencies

- Describe individual rights of legal interest in, and legal forms of ownership of real property (land), including lending and consumer rights regarding fairness and disclosure.
- Describe how property taxes and assessments on real property can be derived.
- Describe the role of a real estate brokerage, the fiduciary obligations of a real estate agency, and the role of professional affiliations within the real estate industry.
- Define and list the various types of real property insurance common to residential property.
- List the methods used to convey title and to search, verify, and record titles in real estate.
- Define the fundamental components of various real estate contracts and common security agreements such as mortgages and deeds of trust.

- Identify and describe the different types of loans and government-sponsored loan programs, including Federal Housing Authority (FHA) -insured loans, Department of Veterans Affairs (DVA) -guaranteed loans, the role of the promissory note obligation, and the many different sources and ways in which to finance real estate purchases.
- Explain the closing process and the purpose for and importance of the escrow period.
- Describe real estate leases and the role property management firms play in protecting the owner's investment and satisfying the owner's income requirement.
- Identify and describe the three different value approaches used to appraise real property.
- Define state licensing laws and other real estate laws, rules, and regulations, including fair housing, American Disabilities Act (ADA), and equal credit opportunity statutes and compliance criteria.
- Define land-use control, the value of regional planning activities, toxic substances that have a potential environmental impact, and the importance of environmental impact statements in the development of real property.
- Identify and describe various physical characteristics, economic forces, and other social and demographic phenomena that affect the value of real property.
- Identify and describe the many different factors that affect investment decisions.
- Review the key precepts of contract law.
- Review the required elements necessary to produce valid contracts.
- Identify and complete basic real estate contracts.

Texts and Course Materials

This course will be completed online through Canvas, a learning management system. Access to the internet is required for this course as well as proficient knowledge and understanding of web navigational tools and corresponding technologies. A class textbook must be purchased as it is incorporated into the online course.

Arizona Principles of Real Estate
Edition: 2nd
ISBN: 9781629800158
Author: Eastlick
Publisher: Mbition LLC
Formats: PAPERBACK

You should begin the Canvas course even if you have not obtained your textbook.

Course Technologies

View the [Accessibility Statements & Privacy Policies](#) of technologies used in this course.

SCC utilizes a variety of software applications and web-based tools operated by third party vendors to support student learning. To allow student access to the application, site, or tool certain identifiable information may be required to establish a user name or password, submit work and/or download information from these tools. Inherent with all internet-based tools, there is risk that individuals assume when electing to use the products and services made available by these tools, as they may place information at risk of disclosure.

Maricopa Systems

This course uses key Maricopa systems for course management and communication.

- Canvas Learning Management System
- Student Maricopa Gmail Account

Course Policies

The following are policies specific to this course. Students are also responsible for the college policies included on the [Student Regulations](#) page of the Maricopa Community College District website.

The following are policies specific to this course:

1. Students are required to authenticate themselves several times throughout the class and must provide official identification to sit for the school final exam.
2. In a bar at the bottom of every slide is the instructor name and contact information for technical assistance.
3. After 15-minutes of inactivity students will be logged out of Canvas.
4. Students may complete a maximum of 10 modules per day.
5. Each slide is timed so students record 75 hours in the course to adhere to the Arizona Department of Real Estate requirements. If you complete the page prior to the time expiring, it is recommended to write notes and/or cross reference the book.

6. Each chapter is comprised of several modules. The quiz at the end of each module must be completed with a grade of 80% before students can move on.
7. After successful completion of all 90 modules, students must complete a course evaluation.
8. If you find a conflict between the book and a module, the module information should be used as it has been updated with the most recent information.
9. After completing the course evaluation, students should email the instructor to verify course completion before scheduling the final exam. **Final exam is only required if student wants to obtain a real estate license.**
10. Students may repeat the school final exam up until the last day of class if they do not receive a grade of 75% or higher but they must wait at least two business days to take it again.
11. When a student passes their final exam with a grade of 75% or higher, they will be emailed a certificate of completion. The certificate of completion has information on it that allows students to schedule the Arizona Real Estate Licensing exam.
12. Instructor reserves the right to update the information in this syllabus at any time during the semester. If the syllabus is updated, a Canvas announcement will be made with the information.

Grading Standards & Practices

All module quizzes must be completed with 80% accuracy in order for the next module to be unlocked. After the successful completion of the 90 modules and completing a course evaluation the instructor will assign a passing grade.

The cumulative final exam is comprised of 180 multiple choice questions and must be passed with a grade of 75% or higher in order to obtain your 90 Arizona Department of Real Estate credit hours and your certificate to take the state licensing exam. Students may take the final unlimited times up until the last day of class to pass the final exam but must wait at least two business days between each take.

Response Time

Students can expect a response time of one to two business days (24 – 48 hours) for the instructor to respond to messages sent via the Canvas Learning Management System or email.

Attendance Policy

Although this is a self-paced course, students are required to complete a minimum of 3 modules per week. Students may be dropped from the course if 3 modules per week are not completed. Students may complete the class in as little as nine days but may take until May 10th to pass the final exam and May 12th to complete the course.

Instructional Contact Hours (Seat Time)

This is a six (6) credit-hour course. You will be required to spend a minimum of 90 Arizona Department of Real Estate credit hours participating and interacting in direct instruction. Your interaction and participation will occasionally be biometrically authenticated. You will automatically be logged out upon 15 minutes of inactivity and upon restart returned to the start of the unit where interactivity was last detected.

Online Tutoring

SCC's tutors are available online to help with your courses. You may work with an SCC tutor remotely using Google Meet, your phone, or email. Visit the [Tutoring & Learning Centers](#) page for detailed information on the five learning center's hours and procedures.

As much as possible, it is highly recommended that you utilize SCC tutors since they are more familiar with SCC coursework, instructor expectations, and assignments; however, if you need to work with a tutor outside regular hours, online and hybrid students now have access to a 24/7 online tutoring service called Brainfuse. Brainfuse provides online tutoring in a variety of academic subjects. Each student may utilize up to 6 hours of online tutoring through Brainfuse per semester, and has the option of requesting additional time if needed.

To access Brainfuse and begin working with a tutor:

1. Visit the [SCC Online Tutoring Services Through Brainfuse](https://www.scottsdalecc.edu/students/tutoring/online-tutoring) page (https://www.scottsdalecc.edu/students/tutoring/online-tutoring)
2. Click the **Visit a tutor online** button
3. Enter your MEID and password
4. Choose your topic and subject
5. Click the **Connect** button

Please use your time effectively and be prepared with your questions before you connect to a tutor. Tutors and students communicate in real-time so whatever you type,

draw, or share on the screen, the tutor sees, and vice versa. You may also want to have screenshots ready if applicable. All Brainfuse sessions are recorded for review later.

Learning Tools and Your Privacy and Security

SCC utilizes a variety of software applications and web-based tools operated by third party vendors to support student learning. To allow student access to the application, site or tool, certain identifiable information may be required to establish a user name or password, and submit work and/or download information from these tools. Inherent with all internet-based tools, there is a risk that individuals assume when electing to use these tools, as they may place information at risk of disclosure.

To use learning tools responsibly, please observe all laws and the Maricopa Community College District [Student Conduct Code](#), such as copyright infringement, plagiarism, harassment or interference with the underlying technical code of the software. As a student using a learning tool, you have certain rights. Any original work that you produce belongs to you as a matter of copyright law. You also have a right to the privacy of your educational records. Your contributions to learning tools constitute an educational record. By using the tool, and not taking other options available to you in this course equivalent to this assignment that would not be posted publicly on the internet, you consent to the collaborative use of this material as well as to the disclosure of it in this course and potentially for the use of future courses.

Students are responsible for the information contained in this syllabus, the Syllabus page in your Canvas course and the **College Policies & Student Services** page found in the First Steps module of your Canvas course. Students will be notified by the instructor of any changes in course requirements or policies.