

Office of Academic Affairs  
Tarleton State University  
Date Prepared: 12/1/08  
Dates Revised:

### Master Course Syllabus Outline

Department: Management, Marketing and Administrative Systems  
Course Prefix/Number: G B 406  
Course Title: Texas Real Estate Contracts

Master Syllabus Approved by Department on: 12/1/08

- I. Catalog Description: A study of the Texas Real Estate License Act (TRELA) and the rules of the Texas real Estate Commission, the real estate contract and other promulgated contracts and associated forms, obtaining a real estate loan, property descriptions, estimating seller net and buyer move-in.
- II. Prerequisites: None
- III. Expanded Course Description: Students taking this course will gain knowledge preparing them for a career as a real estate broker or agent. Knowledge from this course will familiarize the student with the various real estate contracts and forms used in a real estate transaction. This course is designed for individuals interested in pursuing a career in the real estate market industry.
- IV. Intended Student Outcomes:

At the conclusion of this course the student will achieve the following:

- a) Knowledge outcomes:
  - 1) Identify the basic elements of a real estate contract.
  - 2) Identify what forms of the real estate contract are applicable based on the types of real estate transaction.
  - 3) Understand the basic requirements applicable to a real estate contract as required by the Texas Real Estate License Act and the Texas Real Estate Commission.
  - 4) Describe how to qualify the buyer for conventional, FHA, or VA financing.
  - 5) Recognize potential legal problems and know when to recommend that the parties seek legal advice from an attorney.
  - 6) Explain to the seller the requirements under the Texas Real Estate Act with regard to a property disclosure.
  - 7) Know what constitutes competent parties to a real estate contract.
  - 8) Know what constitutes a breach of contract.
  - 9) Know what constitutes an unauthorized practice of law.
  - 10) Explain the meaning of the statute of frauds.
  - 11) Know how to estimate seller net and buyer move-in.

- b) Skill outcomes:
  - 1) Be able to identify the basic elements of a real estate contract.
  - 2) Be able to choose the type of contract and necessary contract addenda to complete a real estate transaction.
  - 3) Be able to explain the basic requirements of the application of the Texas Real Estate License Act and the rules of the Texas Real Estate Commission.
  - 4) Be able to identify potential legal problems related to representing clients and under what circumstances.
  - 5) Determine when parties to a real estate contract are competent.
  - 6) Be able to explain what constitutes a breach of contract and the remedies.
  - 7) Be able to explain to clients that certain practices are prohibited by a real estate agent that constitutes the potential practice of law.
  - 8) Be able to fill out a basic real estate contract and its addenda.
  - 9) Be able to prepare an estimate of the seller's net and the buyer's move-in.
  - 10) Be able to explain to clients the requirements of the statute of frauds and the need for a written contract between the buyer and the seller.

V. Unless otherwise stipulated in this master syllabus by the department, the following items are subject to faculty discretion as described in each faculty member's individual course outline/syllabus:

- a) Course Requirements
- b) Required Text(s)
- c) Bibliography

VI. Academic Honesty: Cheating, plagiarism (submitting another person's materials or ideas as one's own), or doing work for another person who will receive academic credit are all-impermissible. This includes the use of unauthorized books, notebooks, or other sources in order to secure of give help during an examination, the unauthorized copying of examinations, assignments, reports, or term papers, or the presentation of unacknowledged material as if it were the student's own work. Disciplinary action may be taken beyond the academic discipline administered by the faculty member who teaches the course in which the cheating took place.

VII. Students With Disabilities Policy: It is the policy of Tarleton State University to comply with the Americans with Disabilities Act (ADA) and other federal, state, and local laws relative to the provision of disability services. Students with disabilities attending Tarleton State University may contact the Office of Disability Services at (254) 968-9478 to request appropriate accommodation. Furthermore, formal accommodation requests cannot be made until the student has been officially admitted to Tarleton State University.

Department Head Signature/Date:

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Signature

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Date