

**T C****TEMPLE COLLEGE****BUSINESS AND COMMUNITY
EDUCATION**

REAL ESTATE COURSE OFFERINGS

January 2009

All classes meet Mondays – Thursdays from 6:00 – 9:50 p.m. Each course is 32 hours in length. All classes are in compliance with the Texas Real Estate Commission. The cost is \$135.00 per class, plus books.

Law of Contracts (RELE 1012)

January 12-22, 2009

Text: *Texas Real Estate Contracts*

Elements of a contract, offer and acceptance, statute of frauds, specific performance and remedies for breach, unauthorized practice of law, commission rules relating to use of adopted forms, and owner disclosure requirements.

Real Estate Property Management (RELE 1016)

Text: *Property Management, 3rd Ed.*

May 11-21, 2009

A study of the role of the property manager, landlord policies, operational guidelines, leases, lease negotiations, tenant relations, maintenance, reports, habitability laws, and the Fair Housing Act.

Law of Agency (RELE 2002)

February 9-19, 2009

Text: *Texas Real Estate Agency*

Law of agency includes principal-agent and master-servant relationships, the authority of an agent, the termination of an agent's authority, the fiduciary and other duties of an agent, employment law, deceptive trade practices, listing or buying procedures, and disclosure of an agency.

Real Estate Marketing (RELE 1022)

March 2-12, 2009

Text: *Real Estate Marketing & Sales Essentials*

A study of real estate professionalism and ethics; Characteristics of successful salespersons; time management, psychology of marketing, listing procedures; advertising, negotiating and closing financing, and the Deceptive Trade Practice Act.

To Register Call:

**Temple College Business & Community Education
254-298-8625 or 254-298-8616**

Or visit our website at:

www.templejc.edu

Real Estate Appraisal (RELE 1004)

April 13-23, 2009

Text: *Residential Real Estate Appraisal*

A study of the purposes and functions on an appraisal, social and economic determinants of value, appraisal case studies, cost, market data and income approaches to value estimates, final correlations, and reporting.

