



TEMPLE COLLEGE  
AT TAYLOR

# Temple College at Taylor

516 North Main Street Taylor, Texas 76574  
Metro: (512) 365-7242 Toll Free: (866) 989-4266  
Fax: (512) 352-5849

## REAL ESTATE COURSE OFFERINGS At Temple College at Taylor

**Principles of Real Estate I** (RELE 1002)  
**September 20-30, 2010** \$135.00  
**Mondays – Thursdays** 6:00-9:50pm  
Overview of licensing as a real estate broker or salesperson. Includes ethics of practice as a license holder, titles to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, distinctions between personal and real property, appraisal, finance and regulations, closing procedures, and real estate mathematics. Covers at least three hours of classroom instruction on federal, state, and local laws relating to housing discrimination, housing credit discrimination, and community reinvestment. Fulfills at least 30 of 60 hours of required instruction for salesperson license.

**Principles of Real Estate II** (RELE 1039)  
**October 11-21, 2010** \$135.00  
**Mondays – Thursdays** 6:00-9:50pm  
Overview of licensing as a broker or salesperson. Includes ethics of practice as a license holder, titles to and conveyance of real estate, legal descriptions, deeds, encumbrances and liens, distinctions between personal and real property, appraisal, finance and regulations, closing procedures, and real estate mathematics. Covers at least three hours of classroom instruction on federal, state, and local laws relating to housing, discrimination, housing credit discrimination, and community reinvestment. Fulfills at least 30 of 60 hours of required instruction for salesperson license.

**Law of Contracts** (RELE 1012)  
**November 8-18, 2010** \$135.00  
**Mondays – Thursdays** 6:00-9:50pm  
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.

**Law of Agency** (RELE 2002)  
**January 10-20, 2011** \$135.00  
**Mondays – Thursdays** 6:00-9:50pm  
A study of law of agency including 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 the disclosure of an agency.

**Real Estate Marketing** (RELE 1022)  
**February 7-17, 2011** \$135.00  
**Mondays – Thursdays** 6:00-9:50pm  
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.

**Real Estate Property Management** (RELE 1015)  
**March 21-31, 2011** \$135.00  
**Mondays – Thursdays** 6:00-9:50pm  
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..

**Real Estate Finance** (RELE 1020)  
**April 11-21, 2011** \$135.00  
**Mondays – Thursdays** 6:00-9:50pm  
An overview of monetary systems, primary and secondary money markets, sources of mortgage loans, federal government programs, loan applications, processes and procedures, closing costs, alternative financial instruments, equal credit opportunity laws affecting mortgage lending, and the state housing agency.

**Real Estate Appraisal** (RELE 1003)  
**To be determined** \$135.00  
**Mondays – Thursdays** 6:00-9:50pm  
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.



NOTE: These classes are offered via videoconference at the Taylor Center, 516 North Main Street, Taylor, Texas. For more information or to register for the classes, stop by the center or call 512-365-7242.



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## REAL ESTATE CLASSES FAQ

**1. How many classroom hours do I need to get a Real Estate license?**  
 Applicants after January 1, 2006, need a total of 210 classroom hours to be licensed and a total of 270 hours by the end of their first year of licensure. Temple College offers a total of 224 hours of training within a 7 month period.

**2. Does Temple College offer the classes I need to become a licensed Real Estate salesperson?**  
 Yes. TC offers the four basic classes required for licensure (a total of 128 hours) as well as three other classes so the student may earn 224 classroom hours and take the state licensing exam.

Each of the classes below are 32 classroom hours. The classes offered are:

<u>Required</u>	<u>Other Classes**</u>
Principles of Real Estate I	Real Estate Marketing
Principles of Real Estate II	Real Estate Investments
Law of Contracts	Real Estate Finance
Law of Agency	Real Estate Appraisal
	Real Estate Property Mgmt.

\*\*Although other classes may be used to fulfill classroom hour requirements, these optional classes are offered in rotation by Temple College at this time.

**3. How are classes offered at Temple College at Taylor?**  
 Classes are offered via videoconference. Students will meet in a classroom in Taylor with a two-way videoconference link to the Temple Campus. Students at both locations will participate in the class.

**4. What is the cost of classes?**  
 Each class costs \$135.00 plus textbooks and is payable to Temple College at the time of registration in check, money order, or by credit card.

**5. Where do I get textbooks?**  
 Textbooks may be purchased at the TCAT bookstore for each class. There is one textbook for the two Principles of Real Estate classes and each of the other classes has its own textbook.

**6. What is the cost of the textbooks?** *(Note: Textbooks and prices subject to change)*

Please note that these prices do not include tax:

Prin of Real Est I and II	“Real Estate Principles I & II”	\$41.70
Law of Contracts	“Texas Real Estate Contracts”	\$27.80
Law of Agency	“Texas Real Estate Agency”	\$27.80
Real Estate Marketing	“Real Estate Marketing & Sales Essentials.”	\$30.60
Real Estate Property Mgmt	“Property Management, 3 <sup>rd</sup> Ed.”	\$58.35
Real Estate Finance	“Essentials of Real Estate Finance”	\$58.35
Real Estate Appraisal	“Residential Real Estate Appraisal”	\$ TBD