

ARIZONA WESTERN COLLEGE  
SYLLABUS

## FIN 120 PRINCIPLES OF REAL ESTATE

Credit Hours: 3 Lec 3

PREREQUISITE: None

COURSE DESCRIPTION

This course covers the basic fundamentals and principles of real estate including the background and terminology necessary for the student to make better informed decisions about investing in income-producing real estate and also assist students in preparing for the real estate license exam.

1. COURSE GOALS

- 1.1 Evaluate income investment opportunities.
- 1.2 Explain residential, commercial and industrial brokers.
- 1.3 Discuss real estate, rights, interests, and ownerships in land.
- 1.4 Explain a deed of trust, abstract, title insurance, title closing and escrow.
- 1.5 Evaluate the elements in a binding contract.
- 1.6 Examine financing and types of mortgages.

2. OUTCOMES

Upon satisfactory completion of this course, students will be able to:

- 2.1 distinguish among residential, commercial and industrial brokers.
- 2.2 explain the nature of real estate and the rights and interests in land.
- 2.3 explain the forms of ownerships and how title transfers.
- 2.4 describe the elements that make up a binding contract.
- 2.5 explain a deed of trust, abstract, title insurance, title closing and escrow.
- 2.6 apply sources of financing, lending practices, mortgages and notes.
- 2.7 calculate real estate appraisal taxes and evaluate assessments.
- 2.8 distinguish among real estate leases, condominiums, cooperatives, and timeshares.

3. METHODS OF INSTRUCTION

- 3.1 Lecture
- 3.2 Demonstration problem-solving techniques
- 3.3 Collaborative student environment
- 3.4 Multi-media presentations

4. LEARNING ACTIVITIES

- 4.1 Weekly lecture on chapter objectives
- 4.2 Assigned reading and chapter problems
- 4.3 Class discussions
- 4.4 Participation in problem solving exercises
- 4.5 Group research project presentation

5. EVALUATION

- 5.1 Exams
- 5.2 Practice problems
- 5.3 Homework problems
- 5.4 Group research project evaluation

6. STUDENT RESPONSIBILITIES

- 6.1 Under AWC Policy, students are expected to attend every session of class in which they are enrolled.

- 6.2 If a student is unable to attend the course or must drop the course for any reason, it will be the responsibility of the student to withdraw from the course. Students who are not attending as of the 45th day of the course may be withdrawn by the instructor. If the student does not withdraw from the course and fails to complete the requirements of the course, the student will receive a failing grade.
- 6.3 Americans with Disabilities Act Accommodations: Arizona Western College provides academic accommodations to students with disabilities through AccessABILITY Resource Services (ARS). ARS provides reasonable and appropriate accommodations to students who have documented disabilities. It is the responsibility of the student to make the ARS Coordinator aware of the need for accommodations in the classroom prior to the beginning of the semester. Students should follow up with their instructors once the semester begins. To make an appointment call the ARS front desk at (928) 344-7674 or ARS Coordinator at (928) 344-7629, in the College Community Center (3C) building, next to Advising.
- 6.4 Academic Integrity: Any student participating in acts of academic dishonesty—including, but not limited to, copying the work of other students, using unauthorized “crib notes”, plagiarism, stealing tests, or forging an instructor’s signature—will be subject to the procedures and consequences outlined in AWC’s Student Code of Conduct.
- 6.5 Texts and Notebooks: Students are required to obtain the class materials for the course.
- 6.6 Arizona Western College students are expected to attend every class session in which they are enrolled. To comply with Federal Financial Aid regulations (34 CFR 668.21), Arizona Western College (AWC) has established an Attendance Verification process for “No Show” reporting during the first 10 days of each semester. Students who have enrolled but have never attended class may be issued a “No Show” (NS) grade by the professor or instructor and receive a final grade of “NS” on their official academic record. An NS grade may result in a student losing their federal financial aid. For online classes, *student attendance in an online class is defined as the following* (FSA Handbook, 2012, 5-90):
- Submitting an academic assignment
  - Taking an exam, an interactive tutorial or computer-assisted instruction
  - Attending a study group that is assigned by the school
  - Participating in an online discussion about academic matters
  - Initiating contact with a faculty member to ask a question about the academic subject studied in the course