

SPRINGFIELD TECHNICAL COMMUNITY COLLEGE

**ACADEMIC AFFAIRS**

Course Number: ABT-230 Department: Architecture and Building  
Technology  
Course Title: Principles of Real Estate Semester: Spring Year: 2017

**COURSE DESCRIPTION:** THIS COURSE EXAMINES THE HISTORY, BUSINESS, AND MANY SPECIALTY AREAS OF REAL ESTATE SALES AND PRACTICE. IT WILL ACQUAINT THE PROSPECTIVE BUYER OR SELLER OF A HOME OR INVESTMENT PROPERTY WITH THE FUNDAMENTALS OF REAL ESTATE LAW AND PROCEDURES. STUDENTS WILL LEARN ABOUT PROPERTY RIGHTS/OWNERSHIP, CONTRACTS/DEEDS, FINANCING/MORTGAGES, BROKERAGE, APPRAISAL, FAIR HOUSING/CONSUMER PROTECTION, AND ENVIRONMENTAL ISSUES.

**PRE-REQUISITES:**

ABT-220 SUSTAINABILITY AND THE BUILT ENVIRONMENT  
ABT-222 INTRODUCTION TO COMMUNITY PLANNING

Course Objective	Competencies
<p>1. Students will be able to distinguish between real and personal property and the differences in transferring title and ownership.</p> <p>2. Students will be able to explain the various means by which a contract may be enforced, terminated, assigned or replaced.</p> <p>3. Students will be able to describe the various aspects of housing affordability, including mortgage terms and tax considerations.</p> <p>4. Students will be made aware of the various federal laws which protect Americans from unfair housing practices.</p> <p>5. Students will be introduced major degree study programs and professions that help train students for a career in a variety of real estate fields.</p> <p>6. Students will enhance critical thinking, decision making and problem solving skills.</p>	<p>1. Students will discuss the concepts of land ownership rights in real property.</p> <p>2. Students will be able to describe and explain the basic economic and physical characteristics of real property.</p> <p>1. Students will describe the primary written agreements and forms used in real estate sales and leasing.</p> <p>2. Students will be able to describe the essential elements of contracts.</p> <p>1. Students will be able to describe the terms, conditions and use of the promissory note.</p> <p>2. Students will be able to describe the various types of real estate financing.</p> <p>1. Students will discuss blockbusting, steering, redlining and other abusive housing practices.</p> <p>2. Students will discuss the importance of real estate professionals understanding and complying with fair housing law.</p> <p>1. Students will have discussions with guest speakers from other educational/degree granting institutions.</p> <p>2. Students will meet and discuss opportunities for future employment with local business leaders.</p> <p>1. Students will conduct scholarly research using a variety of sources.</p> <p>2. Students will synthesize their research with written and oral presentations.</p>