American Public University System

The Ultimate Advantage is an Educated Mind

School of Business
BUSN120
Real Estate Principles
3 Credit Hours
8 weeks
Prerequisite: None

Please see the Lessons area in the classroom for additional course specific information

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Course Description (Catalog)

This course provides an introduction to Real Estate as a business and profession. Students will have the opportunity to discuss and review terminology, concepts and best practices for the real estate industry. Topics will include the real estate market, property rights, deeds and leases, contracts, the closing process, urban economics, brokerage, appraisal, land uses, and insurance.

Course Scope

This course is divided into 8 weeks and is organized to give students a broad context in which to study real estate principles. Real estate related Internet Resources are available.
STUDENT WARNING: This course syllabus is from a previous semester archive and serves only as a preparatory reference. Please use this syllabus as a reference only until the professor opens the classroom and you have access to the updated course syllabus. Please do NOT purchase any books or start any work based on this syllabus; this syllabus may NOT be the one that your individual instructor uses for a course that has not yet started. If you need to verify course textbooks, please refer to the online course description through your student portal. This syllabus is proprietary material of APUS.

Course Materials

Required Course Textbook:

<table>
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<tr>
<th>Book Number</th>
<th>Authors</th>
<th>Book Title</th>
<th>Publication Info</th>
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Textbook in APA format:

Please Note:

The textbook cannot be accessed through VITALSOURCE for this class. Hardcopy textbook only!

Information on the new bookstore and other helpful information, including a video on how to validate carts are available here: [http://apus.campusquides.com/bookstore](http://apus.campusquides.com/bookstore) (Click to go to bookstore.)

Course Objectives

After successfully completing this course, students will fulfill the following **Learning Objectives:**

1. Define real estate principles, concepts, and best practices.
2. Identify the language, principles, and laws which govern the real estate industry.
3. Distinguish legal analysis, market analysis, real estate service industry, and financial analysis concepts.
4. Interpret real estate market trends and discuss urban and regional economics.
5. Distinguish between public and private restrictions on property ownership.
6. Compare and contrast residential and commercial land uses and development.

**Course Outline**

Please see the [Student Handbook](#) to reference the University’s [grading scale](#).

<table>
<thead>
<tr>
<th>Week</th>
<th>Topic</th>
<th>Learning Objectives</th>
<th>Readings</th>
<th>Assignment</th>
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</table>
| 1    | Real Estate Properties Ownership | LO #1 | **Text**: Real Estate Principles  
**Text**: Floyd & Allen chapters 1,2,3 | Introduction Forum Post  
Forum Post 1 |
| 2    | Restrictions Deeds & Titles Contracts | LO #2 LO #3 | **Text**: Real Estate Principles  
**Text**: Floyd & Allen chapters 4,5,6 | Forum Post 2 |
| 3    | Deeds and titles for real property, contracts to purchase, closing on real property, and leasing property | LO #1 LO #2 | **Text**: Real Estate Principles  
**Text**: Floyd & Allen chapters 5,6,7 | Form Post 3 Assignment 1 Research Paper |
| 4    | Brokerage and | LO #3 | **Text**: Real Estate | Forum Post 4 |
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<tr>
<th>Week</th>
<th>Topic</th>
<th>Learning Outcomes</th>
<th>Text</th>
<th>Website</th>
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<td>5</td>
<td>5</td>
<td>Real estate property analysis</td>
<td>LO #3, LO #4, LO #5</td>
<td>Real Estate Principles, Floyd &amp; Allen chapters 11,12</td>
<td>Forum Post 5</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>Real Estate Markets</td>
<td>LO #2, LO #3</td>
<td>Real Estate Principles, Floyd &amp; Allen chapters 13,14,15</td>
<td>Forum Post 6, Assignment 2 Research Paper</td>
</tr>
<tr>
<td>7</td>
<td>7</td>
<td>Real Estate Financing</td>
<td>LO #2, LO #5</td>
<td>Real Estate Principles, Floyd &amp; Allen chapters 16,17,18</td>
<td>Forum Post 7</td>
</tr>
<tr>
<td>8</td>
<td>8</td>
<td>Real Estate Investing</td>
<td>LO #4, LO #6</td>
<td>Real Estate Principles, Floyd &amp; Allen chapters 19</td>
<td>Forum Post 8, Week 8 Quiz</td>
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**Course Delivery Method**

This course delivered via distance learning will enable students to complete academic work in a flexible manner, completely online. Course materials and access to an online learning management system will be made available to each student. Online assignments are due by Sunday evening of the week as noted and include Forum questions (accomplished in groups
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through a threaded forum), examination, and individual assignments submitted for review by the Faculty Member). Assigned faculty will support the students throughout this eight-week course.

Policies

Please see the Student Handbook to reference all University policies. Quick links to frequently asked question about policies are listed below.

- Drop/Withdrawal Policy
- Plagiarism Policy
- Extension Process and Policy
- Disability Accommodations

Grading Scale
Please see the Student Handbook to reference the University's grading scale.

Citation and Reference Style
Attention Please: Students will follow the APA Format as the sole citation and reference style used in written work submitted as part of coursework to the University. Assignments completed in a narrative essay or composition format must follow the citation style cited in the APA Format.

Netiquette
Online universities promote the advancement of knowledge through positive and constructive debate – both inside and outside the classroom. Forums on the Internet, however, can occasionally degenerate into needless insults and “flaming.” Such activity and the loss of good manners are not acceptable in a university setting – basic academic rules of good behavior and proper “Netiquette” must persist. Remember that you are in a place for the rewards and excitement of learning which does not include descent to personal attacks or student attempts to stifle the Forum of others.

- Technology Limitations: While you should feel free to explore the full-range of creative composition in your formal papers, keep e-mail layouts simple. The Sakai classroom may not fully support MIME or HTML encoded messages, which means that bold face, italics, underlining, and a variety of color-coding or other visual effects will not translate in your e-mail messages.
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- Humor Note: Despite the best of intentions, jokes and especially satire can easily get lost or taken seriously. If you feel the need for humor, you may wish to add “emoticons” to help alert your readers: ;-), : ), 😊

Disclaimer Statement
Course content may vary from the outline to meet the needs of this particular group.

Academic Services

The Online Library is available to enrolled students and faculty from inside the electronic campus. This is your starting point for access to online books, subscription periodicals, and Web resources that are designed to support your classes and generally not available through search engines on the open Web. In addition, the Online Library provides access to special learning resources, which the University has contracted to assist with your studies. Questions can be directed to librarian@apus.edu.

- Charles Town Library and Inter Library Loan: The University maintains a special library with a limited number of supporting volumes, collection of our professors’ publication, and services to search and borrow research books and articles from other libraries.
- Electronic Books: You can use the online library to uncover and download over 50,000 titles, which have been scanned and made available in electronic format.
- Electronic Journals: The University provides access to over 12,000 journals, which are available in electronic form and only through limited subscription services.
- Tutor.com: AMU and APU Civilian & Coast Guard students are eligible for 10 free hours of tutoring provided by APUS. Tutor.com connects you with a professional tutor online 24/7 to provide help with assignments, studying, test prep, resume writing, and more. Tutor.com is tutoring the way it was meant to be. You get expert tutoring whenever you need help, and you work one-to-one with your tutor in your online classroom on your specific problem until it is done.
- Disability Accommodations: Students are encouraged email dsa@apus.edu to discuss potential academic accommodations and begin the review process.

The AMU/APU Library Guides provide access to collections of trusted sites on the Open Web and licensed resources on the Deep Web. The following are specially tailored for academic research at APUS:

- Program Portals contain topical and methodological resources to help launch general research in the degree program. To locate, search by department name, or navigate by school.
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- Course Lib-Guides narrow the focus to relevant resources for the corresponding course. To locate, search by class code (e.g., SOCI111), or class name.

If a guide you need is not available yet, please email the APUS Library: librarian@apus.edu.

**Turnitin.com**

Faculty may require assignments be submitted to Turnitin.com. Turnitin.com will analyze a paper and report instances of potential plagiarism for the student to edit before submitting it for a grade. In some cases professors may require students to use Turnitin.com. This is automatically processed through the Assignments area of the course.