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# Texas Real Estate Principles - Part 1

## Timed Course Outline

### CHAPTER 1
**Introduction to Modern Real Estate Practice**  
(Licensing as a broker and salesperson)

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### CHAPTER 2
**Real Property**  
(Distinctions between personal & real property)

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### CHAPTER 3
**Concepts and Responsibilities of Home Ownership**  
(Titles to and conveyance of real estate)

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**CHAPTER 4**

Real Estate Brokerage and Law of Agency
(Ethics of practice as a license holder)

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**CHAPTER 5**

Fair Housing Laws
(Federal, State & Local Fair Housing Laws)

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**CHAPTER 6**

*Ethics of Practice as a License Holder*

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**CHAPTER 7**

*Texas Real Estate License Act*  
(Licensing as a broker or salesperson)

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## Chapter 10
### Historical Background for Interest in Real Estate

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## Chapter 11
### How Home Ownership is Held

(Titles to and conveyance of Real Estate)

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## Chapter 12
### Listing Agreement (REPI)

(Ethics of Practice as a license holder)

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## CHAPTER 1

**Real Estate Math**

(Real estate mathematics)

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## CHAPTER 2

**Real Estate Appraisal**

(Appraisal)

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### CHAPTER 3

**Real Estate Financing Principles**  
(Finance & regulations)

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### CHAPTER 4

**Control of Land Use**  
(Finance & regulations)

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QUIZ (5 Questions) 10:00
Break 23:00
TOTAL 138:00

CHAPTER 5
Specializations
(Licensing as a broker or salesperson)

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CHAPTER 6
Real Estate Investments
(Titles to and conveyance of real estate; finance and regulation)

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QUIZ (5 Questions) 10:00
Break 22:00
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## CHAPTER 7

### Leases

*(Titles to and conveyance of real estate)*

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**Case Study Question #2**

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**TOTAL**

114:00

## CHAPTER 8

### Property Management

*(Licensing as a broker or salesperson; Ethics of practice as a license holder)*

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**QUIZ (5 Questions)**

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## CHAPTER 9

### Estates, Transfers and Titles

*(Titles & Conveyance of real estate; deed, encumbrances and liens)*

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## CHAPTER 8

### Property Management

*(Licensing as a broker or salesperson; Ethics of practice as a license holder)*

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### CHAPTER 9
#### Deeds – Key Terms
- **9.1.1** Deeds – Key Terms
- **9.1.2** Deeds, Acquisitions & Transfers
  - **9.1.3.1** Deed Without a Warranty
  - **9.1.3.2** Deed Without A Warranty
  - **9.1.3.3a** Warranty Deed With Vendor’s Lien
  - **9.1.3.3b** Warranty With A Vendor’s Lien
#### Title
- **9.2** Title
#### Public Recording, Recording & Acknowledgment
- **9.3** Public Recording, Recording & Acknowledgment
#### Evidence of Title
- **9.4** Evidence of Title
#### Estate Ownership
- **9.5.1** Estate Ownership
#### Forms of Ownership in Real Property Infographic
- **9.5.2** Forms of Ownership in Real Property Infographic
#### Transfer of Decedent’s Property
- **9.6** Transfer of Decedent’s Property
#### Voluntary and Involuntary Alienation
- **9.7** Voluntary and Involuntary Alienation
#### Study Info
- **9.8** Study Info

### QUIZ (5 Questions)
- **10:00**

### Break
- **40:00**

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- **240:00**

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### CHAPTER 10
#### Closing Procedures/Closing the Real Estate Transaction
(Opening Procedures)

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### QUIZ (5 Questions)
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### COURSE TOTAL
- **30 Classroom Hours**
# Law of Contracts

## Timed Course Outline

### CHAPTER 1

#### Texas Contract Law

(Commission rule relating to use of adopted forms; Unauthorized Practice of Law)

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### CHAPTER 2

#### Basics of Real Estate Law

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### CHAPTER 3

**Introduction to Contracts**
(Elements of a contract; offer & acceptance)

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### CHAPTER 4

**Ownership Rights and Limitations**
(Remedies for breach)

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CHAPTER 5
Contracts Used in Real Estate
(Element of a contract; offer & acceptance)

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**CHAPTER 6**

**The Sales Contract**

(Elements of a contract; offer & acceptance; statute of frauds)

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**CHAPTER 7**

**Contingencies, Addenda and Amendments**

(Owner disclosure requirements; offer & acceptance)

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### CHAPTER 8

**Financing Real Estate**
(Owner disclosure requirements; elements of a contract; statute & fraud)

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### CHAPTER 9

**Conveyance of Title**
(Owner disclosure requirements)

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**CHAPTER 10**

**Transaction Process and Closing**
(Elements of a contract; remedies for breach, including specific performance; owner disclosure requirements)

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**CHAPTER 11**

**Common Contract Mistakes**
(Elements of a contract; offer & acceptance)

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## Promulgated Contract Forms

### Timed Course Outline

### CHAPTER 1
**Contract Law Overview**
(Unauthorized practice of law)

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**QUIZ (5 Questions)**

**Case Study Question #1**

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### CHAPTER 2
**Laws, Rules, and Regulations**
(Broker-Lawy Committee; Commission rules governing use of forms)

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### CHAPTER 3

**Parties, Property and Financing**

(Current promulgated forms)

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### CHAPTER 4

**Covenants, Commitments and Notices**

(Current promulgated forms; Commission rule governing use of forms)

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**CHAPTER 5**

**Closing, Possession and More**

(Current promulgated forms; Case studies)

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The Remaining Promulgated Forms
(Current promulgated forms; case studies)

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### CHAPTER 7
Promulgated Addenda, Notices and Other Forms
(Current promulgated forms; case studies)

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### CHAPTER 8

**Other Real Estate Matters**

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### Chapter 9

**Practice Makes Perfect**

(Case studies involving use of forms)

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Case Study Questions (3 Questions) | 30:00 |
Break | 27:00 |

**Total** | **162:00**

**Course Total** | **30 Classroom Hours**

**Final Exam (60 Questions)**
## Law of Agency
### Timed Course Outline

### CHAPTER 1
#### Agency Concepts
(Disclosure of Agency; relationship between Principle & Agent)

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QUIZ (5 Questions) | 10:00 |
Case Study Question #1 | 10:00 |
Break | 26:00 |
**TOTAL** | **156:00**

### CHAPTER 2
#### Basic Agency Relationships, Disclosure and Duties to the Client
(Relationship between Principle & Agent; Authority of Agent)

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QUIZ (5 Questions) | 10:00 |
Case Study Question #2 | 10:00 |
Break | 25:00 |
**TOTAL** | **150:00**
## CHAPTER 3
**Duties and Disclosure to Third Parties**
(Fiduciary & Other Duties of an Agent)

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**QUIZ (5 Questions)** 10:00

**Break** 25:00

**TOTAL** 150:00

## CHAPTER 4
**Seller Agency**
(Disclosure of Agency; Listing or Buying Representation Procedures)

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**QUIZ (5 Questions)** 10:00
## CHAPTER 5

### Buyer Agency

(Disclosure of Agency; Listing or Buying Representation Procedures)

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### QUIZ (5 Questions)

- Break 30:00

### TOTAL

180:00

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## CHAPTER 6

### Representing More Than One Party in a Transaction: Intermediary Brokerage

(Listing or Buying Representation Procedures; Agency Disclosure)

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### CHAPTER 7

**Creation and Termination of Agency**  
(Termination of an agent's authority)

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**TOTAL**  
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### CHAPTER 8

**Clarifying Agency Relationships**  
(Disclosure of Agency)

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### CHAPTER 9

**Employment Issues**  
(Employment Law)
### Lesson Structure

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**CHAPTER 10**

**Agency, Ethics and the Law**  
(An Agent's Duties; including fiduciary duties)

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**CHAPTER 11**

**Deceptive Trade Practices Consumer Protection Act**  
(Deceptive Trade Practices)
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**COURSE TOTAL** 30 Classroom Hours

**FINAL EXAM** (60 Questions)
# Real Estate Finance

## Timed Course Outline

### CHAPTER 1

**The Nature & Cycle of Real Estate Finance**

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### CHAPTER 2

**Money & the Monetary System**

(Monetary systems; primary & secondary money markets)

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### CHAPTER 3
### Additional Government Influence
(State housing agencies; federal govt. programs; community reinvestment laws, state housing agencies)

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### CHAPTER 4
The Secondary Mortgage Market
(Primary & Secondary money markets)

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## CHAPTER 5
### Sources of Funds
(Sources of mortgage loans; alternative financial instruments)

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**QUIZ (5 Questions)**

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## CHAPTER 6
### Instruments of Real Estate Finance
(Loan applications, processes & procedures)

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### CHAPTER 7

#### Loan Types, Terms & Issues
(Loan applications, processes & procedures; alternative financial instruments)

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### CHAPTER 8

#### Government Loans
(Federal govt. programs; equal credit opportunity laws)

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**CHAPTER 9**

**Lender Loan Processes**

(Closing costs; equal credit opportunity laws, loan applications, processes & procedures)

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**CHAPTER 10**

**Defaults & Foreclosures**

(Loan application, processes & procedures)

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**COURSE TOTAL**

30 Classroom Hours

**FINAL EXAM** (60 Questions)
For any questions regarding the Texas Salesperson Licensing Course please write to us at: info@realestateu.com

To visit the site please click on the link below:

www.RealEstateU.com