

Continuing Education

*Division of Research, Graduate Studies & New Program
Development*

Real Estate Certificate Program



The Real Estate Certificate Program is designed for people interested in earning a Texas Real Estate License which requires you complete six qualifying education courses of study.

What You Will Learn

- Module 1: Real Estate Principles I
- Module 2: Real Estate Principles II
- Module 3: Law of Agency
- Module 4: Law of Contracts
- Module 5: Promulgated Contract Forms
- Module 6: Real Estate Finance Essentials

Course Details

Description

This Program is designed for people interested in earning a Texas Real Estate License which requires you complete six qualifying education courses of study. Each course is 32 hours in length and is designed to provide you with the knowledge you need to satisfy the state licensing exam. The description of each of the six courses can be found below.

Note: *Courses can be taken in any order*

NOTICE: *Any students who enroll in our Real Estate Certificate Program may be prevented from obtaining a professional real estate license if they possess a criminal history. Potential students may request a criminal history evaluation prior to enrolling in these course modules or applying for a real estate, inspector, or appraiser license by submitting a completed Moral Character Determination Form to the Texas Real Estate Commission (TREC).*

For more information regarding criminal history eligibility guidelines, please visit the Texas Occupations Code §53.025 and TREC Rule 541.1.

Learn more about Texas Real Estate State Requirements for salespersons and brokers.

Individual Module Information & Enrollment

Module 1: Real Estate Principles I

Focus: *Principles I provide the basic knowledge of real estate laws, practices, and terminology is essential for anyone desiring to enter the field. This course covers all the topics required by the Texas Real Estate License Act to be included in a principles core course, with both national and state-specific content, and it illustrates the real-life applications of the concepts learned. Specifically, this course introduces students to real estate as an industry and as a profession and it examines the nature and characteristics of real estate; distinctions between real and personal property; physical and economic characteristics of real estate; the influence of supply and demand on real estate; the types of housing available and things to consider in the purchase of real estate, including tax benefits and insurance; legal relationships between buyers, sellers, and real estate professionals; a real estate professional's role in fair housing; provisions of the Texas Real Estate License Act; interests in real estate and how they affect ownership and use; forms of real estate ownership available to individuals and business entities; how land is identified and measured; the forms of legal description used in the United States; liens and how they affect homeowners; legal principles governing contracts; and contracts used in real estate; This course also discusses the types of listing agreements, as well as factors a broker or salesperson must consider when "taking a listing," allowing them to make decisions that respectful of the needs/wants of clients/customers.*

Module 2: Real Estate Principles II

Focus: Like Principles I, Principles II provides the basic knowledge of real estate laws, practices, and terminology is essential for anyone desiring to enter the field. This course covers all the topics required by the Texas Real Estate License Act to be included in a principles core course, with both national and state-specific content, and it illustrates the real-life applications of the concepts learned. Specifically, this course examines value and discusses appraisal methods; the principles of mortgage financing; alternative types of financing and payment plans; government involvement in real estate financing; methods of transferring title; conveyance documents; public records; mathematical formulas used in real estate transactions; the licensee's role in real estate closings; leasehold estates and specific provisions of lease agreements; the responsibilities and laws regarding property management; public and private land-use controls; and a basic introduction to real estate investment. This course also provides an overview of some of the many ways individuals can specialize in specific areas of real estate, allowing them to cater both to their interests and to the needs of their customers.

Module 3: Law of Agency

Focus: Texas Real Estate Agency covers essential relationships, legal, and business relationships that are established during real estate transactions. As required by The Real Estate License Act, this course includes a discussion of the principal-agent relationship, 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 representation procedures, and the disclosure of agency. More specifically, this course explores the relationship between principals and agents through examples, and all necessary disclosures, duties to the client, and duties and disclosures to third parties. Also covered are seller agency, buyer agency, and intermediary brokerage. It discusses the creation and termination of agency and the means for clarifying agency relationships. It also discusses employment issues within a brokerage as well as the relationship between agency, ethics, and the law. Finally, this course discusses the Deceptive Trade Practices and Consumer Protection Act and offers a practical guide to implementation and presentation.

Module 4: Law of Contracts

Focus: Texas Law of Contracts covers the use and application of basic real estate law and promulgated contracts during real estate transactions. This course includes a discussion of TRELTA and basic real estate law, types of contracts, and how those contracts are used in a real estate transaction. More specifically, this course explores interests in real estate, homestead issues, the various addenda and amendments that may be necessary, financing issues, and how title is conveyed. This course discusses the intricacies of leasing real estate and how to complete a sales contract. It includes a detailed walkthrough of closing, including the Real Estate Settlement Procedures Act (RESPA) considerations and title work. Finally, this course discusses common contract mistakes, complete with examples and solutions.

Module 5: Promulgated Contract Forms

Focus: *Texas Promulgated Forms covers selecting the correct form or forms that are appropriate to define the agreement of the parties to a real estate transaction; completing promulgated forms and addenda to accurately set forth the wishes and intents of the parties; business details covered in the contract; how and when to use an amendment or an addendum; identifying notices and their roles; the unauthorized practice of law and how to avoid it; potential legal problems; and parties' options under the contract. The content of this course is in two books: Texas Promulgated Forms (textbook) and Texas Promulgated Forms Supplement (supplement). The supplement contains the Texas Real Estate Commission (TREC) forms discussed in the textbook. As students read through the textbook, they will look up the form in the supplement and carefully read the language in it. A thoughtful study of these forms will ensure success on the exam and in a student's real estate practice. For ease of use, all forms are listed in the table of contents of Texas Promulgated Forms Supplement. Refer to the contents page for the location of the form. The forms are provided in the supplement according to the form's type (promulgated contract, promulgated addenda, approved form, etc.) and in the same order, they are listed in the textbook under the Use of Promulgated Forms section in Unit 2. There are case studies/practice transactions in the textbook in Units 5, 6, and 9. The forms needed for those activities are in the supplement in the Case Studies section. Students will fill out the forms according to the scenario transaction in the textbook and then check them against the filled-out forms that appear immediately after the blank forms for that case study.*

Module 6: Real Estate Finance Essentials

Focus: *Love makes the world go around, but money pays for the ride! Over 70% of all real estate transactions are financed, and the days of "easy" money and loose qualifying standards are gone. What used to be a slam dunk is now often a quagmire of complexity. This course gives you the foundation to understand the true nature and cycle of real estate finance, where the money comes from, and how your clients can access it. Speaking the language of finance can be half the battle. In this course, you will not only learn the terms and instruments of finance, but also understand the basics of real estate finance programs such as FHA, VA, and nonconventional loans and their available options. Explore what role you, the mortgage originator, the appraiser, and other interested parties play in your client's finance dance through examples and engaging activities. You will learn how your client's loan is processed, prepared for closing, and successfully closed. In addition, loan default and mortgage foreclosure are discussed.*

Who Should Attend

People Interested in earning a Texas Real Estate License

Prerequisite

No prerequisites required.

Individual Module Required Textbooks

Real Estate Principles I & II (Module 1 & 2): Modern Real Estate Practice in Texas, 18th Edition

ISBN-13: 978-1475463767

ISBN-10: 1475463766

Law of Agency (Module 3): Texas Real Estate Agency, 9th Edition

ISBN13: 978147545814

ISBN10: 1475458142

Law of Contracts (Module 4): Texas Law of Contracts, 3rd Edition

ISBN-13: 978-1475446715

ISBN-10: 1475446713

Promulgated Contract Forms (Module 5): Texas Promulgated Forms, 3rd Edition

ISBN13: 9781475463781

ISBN10: 1475463782

Real Estate Finance Essentials (Module 6): Texas Essentials of Real Estate Finance, 15th Edition

ISBN-13: 978-1475462074

ISBN-10: 1475462077

Location

Location in Edinburg:

***1201 W University Dr
Edinburg, TX 78539***

Location in Brownsville:

***One West University Boulevard
Brownsville, Texas 78520***

Contact Us UTRGV Continuing Education

McAllen Teaching Site:

1800 S. Main Street
Suite 1100
McAllen, TX 78503

Brownsville Campus:

One West University Blvd,
BMAIN 1.210K
Brownsville, TX 78520

Phone: (956) 665-2071

Phone: (956) 882-7711

continuinged@utrgv.edu

Website: www.utrgv.edu/ce