



# Real Estate Investing – REAL101

Lectures: 3 sessions / week, 1.0 hour / session  
8 weeks

## Prerequisites

N/A

## Course Description

In this course, you will learn the essentials of real estate investing, acquiring land and real property.

Real estate investing can be a fun and exciting way to start your business! Property ownership is a great way to build residual income for generations to come. After you have learned the basics to start investing in real estate in this 101 course, you will have met the prerequisite for real estate management 201.

## Course Overview

| Session # | Topics                            | Key Dates                    |
|-----------|-----------------------------------|------------------------------|
| 1-3       | Where do I start                  |                              |
| 4-6       | Prequalified vs. Preparing to buy | Team Paper Due               |
| 7-9       | What are the Requirements         |                              |
| 10-12     | Locating Property                 | Individual Project Paper Due |
| 13-14     | Property Types                    |                              |
| 15-17     | Options to Acquire Property       | Team Paper 2 Due             |
| 18-20     | Rent vs. Selling                  |                              |
| 21-22     | Reinvesting                       | Final Individual Paper Due   |

## Course Requirements

Students will be graded on class participation; team papers and teaching exercises, and on two individual papers, 2 - 3 pages in length.

| Activities   | Percentages |
|--|-------------|
| Class Participation                                  | 40%         |
| Team Response papers (2) and Team Building Exercises | 25%         |
| Individual Project Paper                             | 15%         |
| Individual Final Paper                               | 20%         |



In all cases, the students' contributions will be evaluated from the standpoint of their growth throughout the course. Visual, audio, reading, and kinetic elements are included in the learning environment to assist in each student's processing of information. All assignments are designed to encourage the student to own the information, develop practical applications, and demonstrate employability skills.

## **Recommended Resources and Materials**

Peterson's. (2010). *Master the Real Estate License Exams*. Nelnet Company. Lawrence, NJ.

Barrell, Doris. (2015). *Texas Law of Contracts (2<sup>nd</sup> Ed.)*. La Crosse, WI.

Peeples, Donna. (2014). *Texas Real Estate Agency (8<sup>th</sup> ed.)*. DF Institute. La Crosse, WI.