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CURRICULUM PROPOSAL

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Course	Prerequisites	Corequisites	Notes
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Description of Contents Chapter

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**COURSE SYLLABUS
BL 383: REAL ESTATE PRACTICE**

I. Catalog Description

BL 383 Real Estate Practice 3 credits
 3 lecture hours
 0 lab hours
 (3c-0l-3sh)

Prerequisites: BL 382

Corequisites: None

This course is one of the two courses required by the PA Real Estate Commission in order to be eligible to take the PA Real Estate Salesman's Licensing Exam. It covers the topics of real estate brokerage, the real estate market, listing contracts, the PA Real Estate Licensing and Registration Act and its Rules and Regulations, appraisal, property management, fair housing laws, ethical practices for real estate professionals, and real

§. To compare with the student the differences between a residential appraisal a

15 hrs Real Estate Appraisal

VII. Bibliography

Crump, David and Curtis, Jerome J. Jr., The Anatomy of A Real Property Transaction, John Marshall Publishing Company, 1984.

Harvard, Byler M. and Jacobus, Charles I. Real Estate: An Introduction to the

COURSE ANALYSIS QUESTIONNAIRE

A: DETAILS OF THE COURSE

A1 What academic need does this course fulfill?

This course is the sequel to the course BL 382: Real Estate Fundamentals. This course

1.0 Is the content or the skills of the proposed course recommended by professional

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C3 How frequently do you expect this course to be offered?

This course will be offered one time each academic year. The course offering will be in the Spring term in order to sequence it with BL 382: Real Estate Fundamentals.

C4 How many sections of this course do you anticipate offering in any single semester?

C5 How many students do you plan to accomodate in a section of this course?