

## Real Estate Core Courses Offered at Texas A&M University

One major step in obtaining a real estate salesman's license is completing 14 semester hours, or the equivalent of 210 classroom hours, of post-secondary education. Ten semester hours (150 classroom) must be in *core real estate courses*. The other four semester hours (60 classroom) must be in either core real estate courses or *related courses*. (One semester hour equals 15 classroom.)

In particular, eight of the required ten semester hours of core real estate courses must be in specific subjects. Four of them must be in the Principles of Real Estate (60 classroom), two must be in the Law of Agency and two in Contract Law. The remaining two may be in any unspecified core course.

After Sept. 1, 2012, the number of semester hours is lowered from 14 to 12, but all the hours must be in specific core courses.

In particular, at least four of the semester hours (60 classroom hours) must be completed in the Principles of Real Estate. Of the remaining 8 semester hours, two must be completed in Agency Law, two in Contract Law, two in Real Estate Financing and two in Contract Forms and Addendums. All these are described in detail on page 4 of *Obtaining a Texas Real Estate License*.

In addition, all applicants must complete at least three classroom hours on federal, state and local laws governing fair housing, fair credit and community reinvestment or at least three semester hours of constitutional law. These classroom hours may be in the context of core courses, such as the Principles of Real Estate.

Texas A&M offers both core courses and related real estate courses. However, as to the required core course noted above, A&M offers only courses in the Principles of Real Estate Law and Real Estate Financing. If you need the other required core courses, you may wish to contact a provider in your area. (See Step Two on the next page for locating those available.)

Publication 1149, entitled *Obtaining a Texas Real Estate License*, may be downloaded free of charge from the Real Estate Center's website. The publication details **all** the requirements for obtaining a license including the names and phone numbers of providers of accredited real estate courses.

Prior to Jan. 1, 2011, you could file a "Request for Evaluation of Education Documents for Real Estate Sales License." You attached your college transcript, enclosed the required fee and let the commission evaluate your completed courses within the required educational prerequisites. This option is no longer available.

The core courses offered at Texas A&M University are listed here. No list of related courses is available. However, *Obtaining a Texas Real Estate License* contains guidelines on the topic.

AGEC 344 Agricultural Law—core principles
AGEC 422 Land Economics—core principles
AGEC 432 Farm and Ranch Appraisal and Organization—core appraisal
AGEC 454 Oil and Gas Law—core principles
AGEC 603 Land Economics
AGEC 605 Rural Real Estate Appraisal and Organization—core appraisal
FINC 471 Real Estate Decision Making: Principles of Real Estate—core principles
FINC 472 Real Estate Finance—core finance
FINC 473 Real Estate Appraisal—core appraisal
FINC 475 Real Estate Investment Analysis—core investment
FINC 478 Real Estate Law—core law—core investment
FINC 672 Real Property Finance—core finance
FINC 673 Real Property Evaluation—core appraisal
FINC 675 Analysis of Real Estate Investment Decisions—core investment

The list may not include all the core courses offered, it is only a guideline subject to change at any time.

## Major Steps for Obtaining a Texas Real Estate License

Congratulations for considering the exciting field of real estate as a career. The entry level requires an inactive real estate salesman license from the Texas Real Estate Commission (TREC). This page summarizes the licensing process detailed in *Obtaining a Texas Real Estate License*, publication 1149. This outline will help you get started.

**Step One.** Taking and passing the real estate exam is the first major hurdle. To qualify, you must meet the educational requirements. Before Sept. 1, 2012, each applicant must complete a minimum of 14 semester hours or the equivalent of 210 classroom hours of post-secondary education. Ten of the semester hours (150 classroom hours) must be completed in specific core real estate courses, and the remaining four semester hours (60 classroom hours) must be in either core courses or related courses.

After Sept. 1, 2012, this requires the completion of 12 semester hours of specific post-secondary core curriculum courses. At least four of the semester hours (60 classroom hours) must be completed in the Principles of Real Estate. Of the remaining 8 semester hours, two must be completed in Agency Law, two in Contract Law, two in Real Estate Financing and two in Contract Forms and Addendums. All these are described in detail on page 3 and 4 of *Obtaining a Texas Real Estate License*.

**Step Two.** If additional coursework is required, locate the nearest or most convenient school offering the needed course(s). Schools approved by the commission are listed in Appendix E on page 33. If you would like to take a correspondence course to satisfy the educational requirements, providers can be found in Appendix F on page 39.

**Step Three.** After meeting the educational requirements and before applying to the commission to take the exam, you must have your fingerprints on file with the FBI via the Texas Department of Public Safety. The fingerprints must be taken within six months before you apply for an inactive real estate license. Details of the process can be found on page 7.

**Step Four.** Once you satisfy the educational requirements and have your fingerprints on file, you must complete and forward to the commission an "Application for Inactive Salesperson License" found in Appendix B on page 15 and pay the required fees. If the commission accepts the application, the test provider (Psychological Services Inc.) mails you information about scheduling the real estate exam. You must pass the exam within one year from the time the commission receives your application.

**Step Five.** After you pass the exam, you will receive an inactive salesperson license from the commission. You may not practice real estate with this license. You must locate a real estate broker as a sponsor. Together the two of you fill out and file a "Salesperson Sponsorship Form" found in Appendix C on page 23. Once the commission issues an active real estate license, you may practice real estate under the broker's guidance.

**Note.** When you submit an "Application for Inactive Salesperson License" (Step Four), you must disclose any criminal convictions excluding misdemeanor traffic offenses. A felony conviction or a serious misdemeanor violation may disqualify you from taking the exam and getting a real estate license. Persons with questionable records may wish to file a "Request for Moral Character Determination" in Appendix D on page 29 to remove all doubt before expending time and money in satisfying the educational requirements.