

Real Estate Core Courses Offered at Texas A&M University

One step in obtaining a real estate salesman's license is to complete 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 (60 classroom) must be in either core real estate courses or *related courses*. (One semester hour equals 15 classroom.)

Eight semester hours (120 classroom) 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, two in Contract Law, and two in any core course.

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 University offers both core courses and related real estate courses. However, the Law of Agency is not one of them. If you need this course, you may wish to contact a provider in your area.

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.

The publication also contains the form, "Request for Evaluation of Education Documents for Real Estate Sales License." You may complete this form, attach your college transcript, enclose \$20 and forward them to the Texas Real Estate Commission. The commission will evaluate your completed courses within the required educational prerequisites.

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 and 644 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. Filing the transcript with the commission is the only sure way of knowing.

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 a 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 to take the test, you must meet the educational requirements. If you have taken any post-secondary coursework, you need to send your transcript or course certifications to the Texas Real Estate Commission for review. The commission will tell you what courses qualify and what courses are needed. The cost is \$20. You can find the application, "Evaluation of Education Documents," in Appendix B on page 13.

Step Two. If additional coursework is required, locate the nearest or most convenient school offering the course(s). Schools approved by the commission are listed in Appendix F on page 31. If you would like to take a correspondence course to satisfy the educational requirements, a list can be found in Appendix G on page 36.

Step Three. Once you satisfy the educational requirements, you must file an "Application for Inactive Salesperson License" found in Appendix C on page 16. 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 six months from the time the commission receives the application for the inactive license.

Step Four. 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 D on page 25. 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 Three), 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 E on page 28 to remove all doubt before expending time and money in satisfying the educational requirements.