

ADVANCED REAL ESTATE PRINCIPLES (UNIT II) CURRICULUM

The South Carolina Real Estate License Law states:

Section 40-57-320(1)(a). “Completion of sixty hours of classroom instruction in fundamentals of real estate principles and practices and thirty hours of classroom instruction in advanced real estate principles within five years before the application, provided an applicant may take the license examination before completing the required thirty hours of advanced instruction.”

The intent of Advanced Real Estate Principles (Unit II) education is to help the licensee become more proficient in the practice of real estate and to reinforce pertinent topics so as to protect the public when involved in a real estate transaction.

To meet this objective, Modules approved for Unit II credit are written specifically for students who have completed the Unit I course. Previously approved Post License 1-5 courses will automatically be approved for Unit II Modules A-E. This will allow students to complete their thirty hours from the prior Post License requirement.

Each Unit II Module must contain a minimum of six hours skill training and the students must demonstrate understanding of these skills. The learning objectives of the topic areas must reflect skill demonstrations specific to Advanced Real Estate Principles training.

The course provider has the option of submitting all five Modules covering the four required topics plus one of the elective topics or of submitting individually any of the Modules for approval. The course developer is required to submit two - 20 item examinations with each course. There is a fee of \$100.00 to evaluate each Unit II Module.

The first four Unit II Modules A-D will cover the mandatory key topic areas and the final Unit II Module E will consist of one of the elective topics.

UNIT II – Module A - Agency and Property Disclosure. The student will be able to...

Explain key points in agency and property disclosures as required by Federal and state laws in order to respond to consumer inquiries and to design a disclosure procedure demonstrating appropriate behavior and documentations.

UNIT II – Module B - Real Estate Contracts. The student will be able to...

Critique, analyze, complete, and explain common real estate contracts.

UNIT II – Module C - Ethics and Real Estate. The student will be able to...

Identify situations involving real estate ethics, assess the facts of the situation, explain the ethical choices involved, and state the reasoning behind the choice.

UNIT II – Module D - Measurements and Valuation. The student will be able to...

Demonstrate basic calculations used in measuring property, accurately measure a specific example and perform a market analysis on a property.

UNIT II – Module E - Real Estate Specialty Topics. The student will be able to...

Demonstrate an understanding of and the ability to apply one of the following real estate specialty topics:

Fair Housing

Finance

Investments and Taxation

Property Management

Commercial Real Estate

Closing Process and Procedures

Elements of Construction

Consumer Beneficial Real Estate Technology

Please take note of the following common problems to avoid in submissions:

- 1) Each Unit II Module A-E must contain skill training/skill demonstration components imbedded in the course. Lecture only is not acceptable. Reinforce topics through pertinent student activities and interactions, which demonstrate the student's ability to perform the skills taught. The submitted course must contain skill training/skill demonstration material as denoted in the learning objectives. In evaluating course submissions, the Education Department matches course content with learning objectives (using references provided) and, if deficiencies exist, this creates a delay in the course evaluation process.
- 2) The **UNIT II – Module C - Ethics and Real Estate** should not be based solely on the Realtor Code of Ethics nor on standards of any other trade organization. Refer to the learning objective previously stated.
- 3) Testing component – students will have fewer problems with the end of course examinations, if they are required to recognize one correct response to the question. The test developer should eliminate distracters, which contain “all of the above,” “none of the above,” “A and B,” and/or “I, II and III.” Please eliminate negatively worded items in the questions such as “Except,” or “Not.” In addition, each question should stand alone, e.g. “Using the information in the previous question calculate...” is not acceptable.
- 4) Please consider the timing issues involved in course development and be realistic as possible when assigning segments of time to learning objectives. Understand that Advanced Real Estate Principles contains skill training/skill demonstration exercises, which necessitate checking the timing of the course during the initial delivery. Adjust timing and/or content as necessary and re-submit the amended content outline and student handout. It is imperative that the Education Department files contain the actual content and format taught in the classroom.