

Edison State Community College

RLE 111S – Principles of Real Estate

Instructor: Alisa Weber

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Phone: Use email to contact instructor

Office Hours: By Appointment

Credentials: Master of Arts in Management, Bluffton University, Ongoing
Bachelor of Arts in Communications, University of Dayton, 1995

Required Materials

You'll need the Modern Real Estate Practice In *Ohio, 11th edition, ISBN 978-1078845489* textbook (print or e-text), reliable internet access, and a computer that can open PDFs and view Blackboard content. A notebook or digital notes are helpful for key terms and PSI-style practice. Unlike Real Estate Finance, **no financial calculator is required**. Any math in this course is simple, PSI-level, and can be done with a basic calculator or the one built into your device.

Course Objectives

By the end of this course, you'll understand the foundational concepts that shape the real estate industry. You'll learn what real property is, how ownership works, how agency relationships are formed, what contracts require, and why ethics and fair housing matter. You'll also explore how the market behaves, what influences supply and demand, and how real estate professionals guide clients through the process.

Throughout the course, you'll practice PSI-style reasoning so you're prepared for both the licensing exam and real-world conversations.

How You'll Be Evaluated

Grading Category	Points	Weight		Cumulative Points	% of Grade	Letter Grade
Discussion Boards	100	17%		522 - 580	90 - 100 %	A
Unit PSI-Style Exams	180	31%		464 - 522	80 - 89.9 %	B
Open House Assignment	50	9%		406 - 464	70 - 79.9 %	C
Mock Real Estate Listing	75	13%		348 - 406	60 - 69.9%	D
Midterm Exam	75	13%		348 and below	59.9% and below	F
Final Exam	100	17%				
Total	580	100%				

Assignment Overview

- **Discussion Boards** Used to build community and help you think like a real estate professional. You'll complete an introductory discussion early in the course and an exam-prep discussion later in the term. Each includes an initial post and three (3) required replies.
- **Unit Reviews (Ungraded)** Short practice activities that reinforce key terms and concepts. These prepare you for the PSI-style unit exams.
- **Unit PSI-Style Exams** Each unit includes a short exam aligned with the PSI testing style. These help you build confidence with licensing-style questions.
- **Open House Assignment** You'll evaluate a property (virtual or in-person), identify features, and connect your observations to real estate principles.
- **Mock Real Estate Listing Assignment** You'll create a realistic listing that demonstrates your ability to describe property features, target a buyer audience, and communicate clearly in plain language.
- **Midterm Exam** Covers Units 1–7, including property concepts, ownership, agency, licensing, and basic market principles.
- **Final Exam** A comprehensive exam covering Units 1–12, including contracts, ethics, fair housing, market forces, and the transaction process.

Student Expectations

You're expected to log in regularly, meet deadlines, complete readings and unit reviews, and participate in discussions. Communication is key — reach out early if you have questions or challenges. Late work is not accepted without prior approval from the instructor. All work must reflect your own understanding and follow Edison State's Academic Honesty Policy.

Ethical Use of AI

AI tools may support your learning — for brainstorming, revising reflections, or organizing ideas — but they cannot replace your own work. Graded assignments must reflect your thinking. Submitting AI-generated work without meaningful personal input violates academic integrity.

Flexibility, Accessibility & Support

This course is fully online and asynchronous, giving you flexibility to complete work before deadlines. Students with documented disabilities may receive accommodations through Accessibility and Disability Support Services. Free tutoring is available both on campus and online.

Notes: The instructor may modify this syllabus as needed. Always refer to the class schedule for assignment dates and deadlines.

Syllabus Part II Addendum for additional student support services.

AI POLICY - All coursework for this class must be authored solely by you. While limited use of generative AI tools like ChatGPT is permitted for brainstorming, outlining ideas, or checking grammar and style, AI-generated submissions—including drafts, full sentences, paragraphs, or entire assignments—are strictly prohibited and will be treated as academic misconduct. Any approved AI assistance must be properly documented and cited, in alignment with the college's academic honesty policies. If you're unsure about permitted usage, please ask for clarification before proceeding

ACCOMMODATIONS /ACCESSIBILITY AND DISABILITY SUPPORT SERVICES POLICY

Edison State Community College will make reasonable accommodations for students with documented disabilities. If you believe you may need an accommodation based on the impact of a disability, contact the instructor privately with your self-identification letter. If you do not have a self-identification letter, contact Accessibility and Disability Support Services by emailing accessibilitysupport@edisonohio.edu or by calling 937.381.1548. Accessibility and Disability Support Services is located on the Piqua Campus in Room 160. For additional information, visit <https://www.edisonohio.edu/services-support/accessibility-disability-support-services>

TESTING YOUR FAITH ACT POLICY - Edison State Community College is committed to providing an environment respectful of students' beliefs. Students are permitted to be absent for up to 3 days each semester based on their faith, religion, or spiritual belief system with no academic penalty. Students must complete the Testing Your Faith Act Accommodations Form, <https://www.edisonohio.edu/services-support/registration-records>, located in "Forms" and provide a copy to their individual faculty within 14 days from the start of the course. The entire policy can be found in the student handbook at <https://www.edisonohio.edu/services-support/student-resources>.

TITLE IX STATEMENT - Anti-Discrimination, Harassment and Bullying

It is the policy of the College to maintain a learning environment free from bullying, discrimination, sexual harassment or sexual violence. Title IX federal law protects students, employees and third parties with a relationship to the college. All Edison State Community College employees are required to report all knowledge of incidents that violate the Title IX policy to the Title IX Coordinator or Deputy Title IX Coordinator immediately. Student and employee confidential consultation is available through the Coordinator of Health and Wellness Services. Title IX Policy and procedure language as well as contact information for the Coordinator of Health and Wellness, Title IX Coordinator and Deputy Title IX Coordinator can be found at www.edisonohio.edu/TitleIX/.

TUTORING SERVICES - All Edison State students are eligible to receive free tutoring and learning support services through our Tutoring Center. Available services include Edison State tutors, both online and in-person, covering a wide variety of courses including various levels of math and paper reviews, online tutoring through OhioLINK eTutoring, distraction-reduced study

rooms, and the use of Tutoring Center resources including subject-specific and general study guides. For more information on tutoring services, visit the Tutoring Center in the Library, email us at tutoringcenter@edisonohio.edu, call 937-778-7959, or visit our webpage at <https://www.edisonohio.edu/tutoring-center/>

RLE111S - PRINCIPLES OF REAL ESTATE COURSE SCHEDULE

Week	Assignment	Points	Discuss Bd Action	Due Date
Week 1	Discussion: Introduce Yourself	35	Post	Wed, August 26, 2026
		15	Response	Sun, August 30, 2026
Unit 1, Intro to Real Estate	Unit 1 Review	0		Sun, August 30, 2026
	Unit 1 PSI-Style Exam	15		Sun, August 30, 2026
Week 2	Unit 2 Review	0		Sun, September 6, 2026
Unit 2, Real Property & The Law	Unit 2 PSI-Style Exam	15		Sun, September 6, 2026
Week 3	Unit 3 Review	0		Sun, September 13, 2026
Unit 3, Interest in Real Estate	Unit 3 PSI-Style Exam	15		Sun, September 13, 2026
Week 4	Unit 4 Review	0		Sun, September 20, 2026
Unit 4, Forms of RE Ownership	Unit 4 PSI-Style Exam	15		Sun, September 20, 2026
	Property Tour & Evaluation Report	50		Sun, September 20, 2026
Week 5	Unit 5 Review	0		Sun, September 27, 2026
Unit 5, Land Description	Unit 5 PSI-Style Exam	15		Sun, September 27, 2026
Week 6	Unit 6 Review	0		Sun, October 4, 2026
Unit 6, Transfer of Title	Unit 6 PSI-Style Exam	15		Sun, October 4, 2026
Week 7	Unit 7 Review	0		Sun, October 11, 2026
Unit 7, Title Records	Unit 7 PSI-Style Exam	15		Sun, October 11, 2026
	PSI-Style Practice Set for Midterm Exam	0		Sun, October 11, 2026
Week 8, Midterm	Midterm PSI-Style Exam	75		Sun, October 18, 2026
Week 9	Unit 8 Review	0		Sun, October 25, 2026
Unit 8, RE Brokerage Practice	Unit 8 PSI-Style Exam	15		Sun, October 25, 2026
Week 10	Unit 9 Review	0		Sun, November 1, 2026
Unit 9, RE Agency	Unit 9 PSI-Style Exam	15		Sun, November 1, 2026
Week 11	Unit 10 Review	0		Sun, November 8, 2026
Unit 10, Client Repr Agreement	Unit 10 PSI-Style Exam	15		Sun, November 8, 2026
Week 12	Unit 11 Review	0		Sun, November 15, 2026
Unit 11, RE Contracts	Unit 11 PSI-Style Exam	15		Sun, November 15, 2026
Week 13	AI & the Future of Real Estate: Opportunities, Risks, and What Agents Need to Know	35	Post	Wed, November 18, 2026
		15	Response	Sun, November 22, 2026
Unit 12, RE Financing	Unit 12 Review	0		Sun, November 22, 2026
	Unit 12 PSI-Style Exam	15		Sun, November 22, 2026
Week 14, MLS Assignment	MLS Listing Data Sheet & Property Description	75		Sun, November 29, 2026
Week 15, Practice Exam	PSI-Style Practice Set for Final Exam	0		Sun, December 6, 2026