



UNITED INDEPENDENT SCHOOL DISTRICT INFORMATIONAL ITEM

TOPIC: Real Estate Sales Agent Pilot Course

SUBMITTED BY: Angelica Sanchez, CTE Director

OF: Curriculum and Instruction Department – CTE

APPROVED FOR TRANSMITTAL TO SCHOOL BOARD: _____

DATE ASSIGNED FOR BOARD CONSIDERATION: August 8, 2023

Informational Report:

In the 2023-2024 academic school year, CTE will be implementing a Real Estate pilot course to prepare students for the Real Estate Sales Agent License exam. The course is in the planning stages and will be piloted at United South High School contingent upon student interest. A minimum of ten 12th grade students are being recruited.

- Students will be enrolled in a one-block yearlong course that is module based and teacher facilitated. (Career Preparation I: service ID 12701300 2 credits)
- Course cost is \$480 per student.
- 180 hour requirement:
 - Principles of Real Estate I (30 hours)
 - Principles of Real Estate II (30 hours)
 - Law of Agency (30 hours)
 - Law of Contracts (30 hours)
 - Promulgated Contract Forms (30 hours)
 - Real Estate Finance (30 hours)
- Upon completion of the 180 hours, students will attempt the Texas Real Estate Sales Agent exam. All costs associated with exam and license will be covered by UISD.
- Qualifications to obtain license include: (as per TREC)
 - being a citizen of the United States or lawfully admitted alien
 - 18 years of age
- UISD will initiate the partnership with an active Texas Licensed Broker to sponsor students for their Real Estate Agent license after passing the exam. (requirement)
- Exam is included in the TEA Industry Based Certification accountability list.