



## NORTH EAST INDEPENDENT SCHOOL DISTRICT

Date: December 9, 2024

Presenter: Anthony Jarrett,  
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Director, Learning Support  
Services

Subject: 24-25 Innovative Course:  
Fundamentals of Real Estate

Related Page(s): Distributed to NEISD Board  
of Trustees

### ACTION ITEM

#### **BACKGROUND INFORMATION**

North East Independent School District has engaged stakeholders in various ways to ensure that we are meeting the needs of our students and school community. Based on consistent requests from our own NEISD student body, we would like to request the addition of the Fundamentals of Real Estate course option for students in the 2025 – 2026 school year for those students who have completed prerequisite courses in the Business pathway on or before the 2024 – 2025 school year. As per TEA, this innovative course contains the curriculum necessary to complete the pre-licensure education requirements of the Texas Real Estate Commission (TREC) to obtain a real estate salesperson license. This course will include the following TREC course materials: Principles of Real Estate I and II, Law of Contracts, Law of Agency, Real Estate Finance, and Promulgated Contract Forms.

- General requirements. This course is recommended for students in Grades 11-12. Students shall be awarded two credits for successful completion of this course. (b) Introduction.
  - (1) Career and technical education instruction provides content aligned with challenging academic standards and relevant technical knowledge and skills for students to further their education and succeed in current or emerging professions.
  - (2) The Marketing Career Cluster focuses on planning, managing, and performing marketing activities to reach organizational objectives.
  - (3) In Fundamentals of Real Estate, students gain knowledge and skills in general principles of real estate, the law of agency, the law of contracts, use of promulgated forms and real estate finance.
- Through this course, students analyze the elements of a real estate transaction, including representation, financing, title, closing, and deeds. This course allows students to reinforce, apply, and transfer academic knowledge and skills to a variety of interesting and relevant principles of real estate.
- In addition, we have the possibility of developing a partnership agreement with the highly successful Real Estate conglomerate, Keller Williams of San Antonio, who would like to partner with us to provide students with relevant industry-based experience, and the potential opportunity to become an agent through their agency.

**ADMINISTRATIVE RECOMMENDATION**

Administrative staff recommends the Board of Trustees approve the NEISD request to offer students the opportunity to take the Fundamentals of Real Estate course beginning in the 2025 – 2026 school year as presented.

**BUDGETARY CONSIDERATION**

None

**BOARD ACTION REQUIRED**

Approval/Disapproval