

REAL ESTATE CAMPGROUND MEMBERSHIP

- I. CONTRACT LAW—See Appendix A for more detailed explanation
 - A. Learning Objective: Upon completion of this module, the student will be able to apply the principles learned to the contracts used within the industry.
 - B. Content Outline
 1. Overview of module
 2. Definition of a contract
 3. Types of contracts
 - a. Express
 - b. Implied
 - c. Unilateral
 - d. Bilateral
 4. Status of contract
 - a. Executory
 - b. Executed
 5. Legal effects of contracts
 - a. Valid
 - b. Void
 - c. Voidable
 - d. Unenforceable
 6. Essential elements of a valid contract
 - a. Offer and acceptance
 - b. Consideration
 - c. Legally competent parties
 - d. Legality of object
 7. Additional elements of a valid real estate contract
 - a. No undue influence or duress
 - b. All contracts for the sale of real estate to be in writing and signed in order to be enforceable--Pennsylvania Statute of Frauds
 - c. Accurate description of property
 8. Performance of contract
 - a. Each party must meet full obligations
 - b. Time is of the essence
 - c. Assignment
 - d. Novation
 - e. Default
 - f. Breach
 - g. Statute of limitations
 9. Other considerations of contracts
 - a. Destruction of premises
 - b. Earnest money deposits
 - c. Provisions for notices and contingencies
 - d. Estimated statements of closing costs
 10. Disclosures required by the Pennsylvania Licensing and Registration Act

II. SALES PRACTICES AND PROCEDURES

- A. Learning Objective: Upon completion of this module, the student will have a working understanding of the technical aspects of sales practices and procedures involved in transactions. This knowledge is necessary prior to the "on-site" practical training.
- B. Content Outline
 - 1. Overview of module
 - 2. General real estate concepts - See Appendix B for more detailed information
 - a. Definitions
 - i. Land
 - ii. Real estate
 - iii. Real property
 - b. Legal descriptions
 - c. Control of land use
 - i. Zoning, subdivision, and building codes as relevant to the area where course is being taught
 - ii. Subdivision land sales
 - a. Interstate Land Sales Full Disclosure Act
 - b. Pennsylvania laws
 - 3. Financing
 - a. Cost of credit
 - i. Discount points
 - ii. Application for credit
 - iii. Loan repayment
 - iv. Rule of 78's
 - b. Financing legislation
 - i. Regulation Z/Truth-in-lending
 - ii. Federal Equal Credit Act
 - iii. Real Estate Settlement Procedures Act
 - 4. Pennsylvania Real Estate Licensing and Registration Act and Rules and Regulations of the Real Estate Commission - See Appendix C
 - a. Duties and powers of the Pennsylvania Real Estate Commission
 - i. General powers
 - ii. Investigations, hearings, and appeals
 - iii. Sanctions
 - iv. Purposes of the License Law
 - b. Licensing requirements
 - i. Activities requiring a license
 - ii. Types of licenses
 - iii. Eligibility for licensing
 - iv. License renewal
 - v. Change of license
 - c. Statutory requirements governing the activities of licensees
 - d. Statutory requirements governing subdivided or out-of-state land

III. SALES ETHICS

- A. Learning Objective: Upon completion of this module, the student will know the difference between legality and ethics, and will have an understanding of the ethical behavior expected in a transaction. Upon completion of this module, the student will be aware of all aspects of the Fair Housing Laws and how they affect sales practices.
- B. Content Outline
 - 1. Overview of module
 - 2. Definition of ethics
 - 3. Ethics versus legalities
 - 4. Responsibilities to your principal
 - a. Protecting your principal's interests
 - b. Duty of full disclosures
 - c. Avoiding conflicts of interests
 - d. Avoiding fraud and unethical acts
 - 5. Responsibilities to the buyer
 - a. Whose agent are you
 - b. Explaining the agreement
 - c. Duty of full disclosure
 - d. Protecting the buyer's deposit
 - e. Avoiding unethical acts
 - 6. Responsibilities to the general public
 - a. Protecting the community and the environment
 - b. Protecting your professional image
 - c. Avoiding unethical acts
 - 7. Ethics in advertising
 - a. Representing properties honestly
 - b. Representing your role and intentions honestly
 - 8. Fair Housing
 - a. Equal opportunity in housing--general concepts
 - b. Jurisdiction over salespersons
 - i. Federal Fair Housing laws
 - ii. State Fair Housing laws
 - iii. Pennsylvania Real Estate License and Registration Act
 - iv. Rules and Regulations of the State Real Estate Commission
 - c. History of Federal Fair Housing laws
 - i. Civil Rights Act of 1866
 - ii. Executive Order Number 11063
 - iii. Civil Rights Act of 1964
 - iv. Title VIII of the Civil Rights Act of 1968 (Federal Fair Housing Act)
 - v. Housing and Community Development Act of 1974
 - vi. Fair Housing Amendments Act of 1988
 - d. Pennsylvania Human Relations Commissions Act
 - e. Enforcement of Fair Housing Laws
 - i. At the state level
 - ii. At the federal level
 - f. Case Studies and Examples

IV. BASIC THEORY OF CAMPGROUND MEMBERSHIPS

- A. Learning Objective: Upon completion of this module, the student will be familiar with the basic theory of timesharing and its sales procedures, and will be ready for further training and education "on site."
- B. Content Outline
 - 1. Overview of module
 - 2. Introduction to campground memberships
 - a. Professionalism in campground memberships
 - b. Code of Ethics for campground membership salespersons
 - c. Consumerism in campground membership sales
 - d. Major exchange networks
 - 3. Consumer protection
 - a. Protection afforded by ownership
 - b. Protection provided by state laws
 - 4. Broker/developer considerations
 - a. Financial status
 - b. Reputation
 - c. Developing a broker network