

Technical Standards

TECHNICAL STANDARDS AND ESSENTIAL FUNCTIONS

South Plains College’s Real Estate Program has established technical standards and essential functions for the program. The ability to meet these standards and essential functions, with or without reasonable accommodations, is required in order to satisfactorily complete the program.

The college does not discriminate in admission or access to programs on the basis of any characteristic protected by law, including disability. Persons with disabilities are eligible for admission, as long as they can carry out classroom and laboratory assignments; pass written, oral and practical examinations; and meet all of the requirements of the program and generally accepted requirements of the profession, with or without reasonable accommodations.

Disability & Accommodations Services: If you have a disability or acquire one, you may be entitled to receive support services and/or accommodations intended to assure you an equal opportunity to participate in, and benefit from, the program. Reasonable accommodations for students with disability related needs will be determined on an individual basis taking into consideration the technical standards and essential skills which must be performed to meet the program objectives. To receive more information or to apply for services, please contact the Student Disability Services 806-716-4675 (Reese/ATC/Plainview) or 806-716-2577 (Levelland).

Requirements	Standards	Examples
Critical Thinking	Ability to think critically and thoroughly analyze Real Property contracts. Ability to apply real estate principles to contracts and client representation.	Preparation of contracts and all supplemental addenda needed to close a real property transaction. Negotiating and executing documents, preparing for closing, and assisting in the closing process to ensure a smooth escrow.
Communication	The ability to communicate both verbally and in writing. With emphasis on professional writing and public speaking and salesmanship.	Preparation of written contracts, oral negotiation of contracts, and sales presentations with clientele.
Mobility	Physical abilities include standing, sitting, walking, reaching, lifting and bending.	Ability to show clients properties, which may including considerable amounts of walking, driving, and lifting. Ability to enter properties not compliant with current ADA standards.
Motor Skills (Tactile)	Sufficient skills needed to operate computers, phones, scanners, copiers etc.	Execution of contracts via online e-signature applications, significant use of online computer platforms used in marketing and sales.
Hearing	Sufficient hearing to communicate effectively with clients, other agents/brokers, and closing personnel. Ability to speak phone-to-phone whilst negotiating contracts and preparing for escrow.	Conducting client want-needs analysis, client interviews, and showing and selling property. Significant phone-to-phone negotiations and conversations.

Visual	Ability to read contracts, deeds, addenda, and amendments as needed. Ability to observe property pros and cons in order to assess client needs in comparison to the property shown.	Reading and writing contracts, reading email and other documentation needed to close the transaction. Ability to show properties and differentiate between clients wants and needs in relation to what the property appeared to be.
Safety	Ability to follow and implement physical and informational security guidelines.	Follow legal requirements of the Texas Real Estate Commission as it related to duties of confidentiality pertaining to personal and confidential information and documentation. Use appropriate measures to protect personal safety while showing properties in the field.