

REAL ESTATE (RE)

RE C100 3 Units (54 lecture hours)

Real Estate Principles

Grading Mode: Standard Letter, Pass/No Pass

Transfer Credit: CSU.

This is an introductory course in California real estate business. Topics covered include the following: contracts, manner of holding title to real property, escrow, basic appraisal understanding, principles of marketing, financing options, property management, and many other topics. This course is one of three required for the State of California real estate license exams. Meets updated state and federal fair housing law training requirements for real estate professionals pursuant to the California Business and Professions Code.

RE C105 3 Units (54 lecture hours)

California Mortgage Loan Brokering and Lending

Advisory: RE C100.

Grading Mode: Standard Letter, Pass/No Pass

Transfer Credit: CSU.

Introduces student to Mortgage Brokering operations including office setup, loan processing by computer, lending regulations, types of loans, A to D paper, loan submission, quality control, FICO credit scoring, and loan packaging and shipping.

RE C110 3 Units (54 lecture hours)

Real Estate Legal Aspects

Advisory: RE C100.

Grading Mode: Standard Letter, Pass/No Pass

Transfer Credit: CSU.

A study of real estate law affecting property ownership and transactions in California. Students examine legal systems, laws, and regulations as they apply to real property interests, transfers, and land use. Topics include the law of agencies, deeds and contracts, real estate finance, estates, title issues, and landlord-tenant actions. This is a required course for the California Real Estate Broker license, an elective for the California Real Estate Salesperson license, and is designed to help prepare students for the California Real Estate Broker exam. Meets updated state and federal fair housing law training requirements for real estate professionals pursuant to the California Business and Professions Code.

RE C120 3 Units (54 lecture hours)

Real Estate Practice

Advisory: RE C100.

Grading Mode: Standard Letter, Pass/No Pass

Transfer Credit: CSU.

Introduction to the day-to-day activities performed by a licensed real estate salesperson. Students will examine various methods of prospecting for buyers and sellers, disclosure requirements, types of financing available. One of the three required courses for the State Real Estate Salesperson Exam and Broker License.

RE C130 3 Units (54 lecture hours)

Real Estate Appraisal 1

Advisory: RE C100.

Grading Mode: Standard Letter, Pass/No Pass

Transfer Credit: CSU.

Basic principles and methods of appraisal generally used in establishing the market value of real estate, along with the knowledge and skills necessary for application and interpretation of basic entry-level appraisals.

RE C140 3 Units (54 lecture hours)

Real Estate Finance

Grading Mode: Standard Letter, Pass/No Pass

Transfer Credit: CSU.

Students will learn the sources of funding for real estate loans including terminology, appraisal for real estate, math for real estate as well as appropriate economic and legal terms. Included are open-end trust deeds, ARM loans, conventional, VA, FHA loans, the secondary mortgage market, the Federal Reserve, discount rates, and construction loans. Qualifying the property and borrower will also be discussed.

RE C145 3 Units (54 lecture hours)

Real Estate Economics

Grading Mode: Standard Letter, Pass/No Pass

Transfer Credit: CSU.

This course covers the nature and classification of real estate and real estate investments, economic development of real property, real estate cycles, and market trends. Governmental and private sector influence on the economics of real estate is covered. It is recommended this course be taken last in the real estate course series.

RE C160 3 Units (54 lecture hours)

Real Property Management

Grading Mode: Standard Letter, Pass/No Pass

Transfer Credit: CSU.

Principles and practices of managing income properties, including types of property management, collections, leases, tenants, purchasing. Elective for Real Estate Broker license requirements.

RE C281 1 Unit (90 other hours)

Work Based Learning

Prerequisite(s): Be employed or volunteer in the field of Real Estate for 5 hours per week per 1 unit of Work Based Learning.

Co-requisite(s): Be enrolled in a total of 7 units including Work Based Learning.

Grading Mode: Standard Letter, Pass/No Pass

Transfer Credit: CSU.

To enhance each Work Based Learning participant's opportunity for success in the files of Real Estate by bridging the gap between educational theory and on-the-job practices through individualized performance objectives related to the student's career or occupational goal in Real Estate.

RE C282 **2 Units (180 other hours)**

Work Based Learning

Prerequisite(s): Be employed or volunteer in a field related to Real Estate for 5 hours per week per 1 unit of Work Based Learning.

Co-requisite(s): Be enrolled in a total of 7 units including Work Based Learning.

Grading Mode: Standard Letter, Pass/No Pass

Transfer Credit: CSU.

To enhance each Work Based Learning participant's opportunity for success in the field of Real Estate by bridging the gap between educational theory and on-the-job practices through individualized performance objectives related to the student's career or occupational goal in Real Estate.

RE C283 **3 Units (270 other hours)**

Work Based Learning

Prerequisite(s): Be employed or volunteer in a field related to Real Estate for 5 hours per week per 1 unit of Work Based Learning.

Co-requisite(s): Be enrolled in a total of 7 units including Work Based Learning.

Grading Mode: Standard Letter, Pass/No Pass

Transfer Credit: CSU.

To enhance each Work Based Learning participant's opportunity for success in the field of Real Estate by bridging the gap between educational theory and on-the-job practices through individualized performance objectives related to the student's career or occupational goal in Real Estate.

RE C284 **4 Units (360 other hours)**

Work Based Learning

Prerequisite(s): Be employed or volunteer in a field related to Real Estate for 5 hours per week per 1 unit of Work Based Learning.

Co-requisite(s): Be enrolled in a total of 7 units including Work Based Learning.

Grading Mode: Standard Letter, Pass/No Pass

Transfer Credit: CSU.

To enhance each Work Based Learning participant's opportunity for success in the field of Real Estate by bridging the gap between educational theory and on-the-job practices through individualized performance objectives related to the student's career or occupational goal in Real Estate.