

RE A130: REAL ESTATE PRACTICE

Item	Value
Curriculum Committee Approval Date	03/23/2022
Top Code	051100 - Real Estate
Units	3 Total Units
Hours	54 Total Hours (Lecture Hours 54)
Total Outside of Class Hours	0
Course Credit Status	Credit: Degree Applicable (D)
Material Fee	No
Basic Skills	Not Basic Skills (N)
Repeatable	No
Grading Policy	Standard Letter (S)

Course Description

Covers the day to day practice of real estate including sales, working with buyers and sellers, the listing and purchase agreement, finance, taxation, property management and investing for real estate. ADVISORY: RE A110. Transfer Credit: CSU.

Course Level Student Learning Outcome(s)

1. Complete basic contracts used in residential real estate transactions for specific types of transactions.
2. Conduct effective sales or lease transactions with clients.
3. Create a business and marketing plan for his or her own real estate business.

Course Objectives

- 1. Execute all critical forms essential to the practice of real estate in California.
- 2. Define and translate pitfalls and overcome them in working with clients.
- 3. Employ effective selling and leasing techniques.
- 4. Demonstrate knowledge of the importance of farming.
- 5. Explain the difference between escrow and title insurance.
- 6. Exhibit an understanding of real property taxation.
- 7. Discuss real estate investments.
- 8. Distinguish between various business opportunities and special probate sales.

Lecture Content

The Real Estate Industry and The Real Estate Licensee Real Estate Agency and Disclosures The Real Estate Office (Example of Expanded Outline) Preparing a Business Plan Real Estate Office Personnel The Broker and Salespersons Training Program Cost of Operating a Real Estate Office Physical Features of the Real Estate Office Real Estate Franchising Real Estate Office Computers Communications Systems Prospecting and Listing Advertising Selling and Marketing Techniques The Offer and Purchase Contract Escrow and Title Insurance Real Estate Finance—Instruments of Finance Real Estate Finance—Sources of Funds Taxation of Real Property Income Tax and Real Estate Appraisal and Valuation of Real Property Management and Leasing Real Estate

Investment Real Estate Exchanges and Trade-in Programs Business Opportunities, Probate, Sales, Mobile Home and Condominium Sales Real Estate Mathematics

Method(s) of Instruction

- Lecture (02)
- DE Online Lecture (02X)

Instructional Techniques

Lectures, discussion, videos, newspapers, and periodicals.

Reading Assignments

Essay questions involve case studies or hypothetical situations

Writing Assignments

Essay questions involve case studies or hypothetical situations

Out-of-class Assignments

Essay questions involve case studies or hypothetical situations.

Demonstration of Critical Thinking

Assignments, exams, discussion/participation.

Required Writing, Problem Solving, Skills Demonstration

Essay questions involve case studies or hypothetical situations.

Textbooks Resources

1. Required Huber, Walt.. California Real Estate Practice. , ed. Educational Textbooks Company, Inc., 2019 Rationale: - 2. Required Haupt Dorsey.. California Real Estate Practice, 9th ed. Rockwell Publishing, Inc., 2019