

RE C100: REAL ESTATE PRINCIPLES

Item	Value
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), • Pass/No Pass (B)

Course Description

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. Transfer Credit: CSU.

Course Level Student Learning Outcome(s)

1. Demonstrate basic real estate knowledge to be prepared to take the State of California Real Estate Salesperson Exam.

Course Objectives

- I Successful completion of this course meets one of the requirements for a Real Estate License, and students will be able to do the following:
 1. Evaluate a real estate transaction and identify the appropriate forms to be used.
 2. Explain various ways to assist buyers or sellers in the real estate process incorporating the recent guidelines involving explicit/implicit bias.
 3. Identify appropriate methods used to list and market real estate.

Lecture Content

Basic property information: Types of properties Land description
Types of ownership (vesting) Transaction related companies used:
Escrow companies Title insurance companies Various types of loan programs available Other real estate related processes: Appraisal basics
Government regulations, laws and finance programs Working as a salesperson or owning a real estate brokerage company

Method(s) of Instruction

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

Instructional Techniques

A variety of instructional techniques will be employed to encompass different student learning styles. These may include, but are not limited to, lecture, discussion, projects and small group activities. Instruction will be supplemented, where appropriate, by digital media presentations resources, guest speakers and field trips.

Reading Assignments

Required manuals, documents, license agreements, textbook readings and industry updates.

Writing Assignments

Weekly projects, plans, revisions, discussion topic responses that will demonstrate application of concepts through industry simulated projects.

Out-of-class Assignments

Read/View the required materials, conduct appropriate research, prepare documents/plans, complete and revise projects, and prepare for quizzes/exams.

Demonstration of Critical Thinking

Specific written responses to discussion questions.

Required Writing, Problem Solving, Skills Demonstration

Students will explain and answer discussion questions relating to specific course concepts which include: basic real estate terms, concepts, real estate laws, and various methods to evaluate property.

Eligible Disciplines

Business: Masters degree in business, business management, business administration, accountancy, finance, marketing, or business education OR bachelors degree in any of the above AND masters degree in economics, personnel management, public administration, or Juris Doctorate (J.D.) or Legum Baccalaureus (LL.B.) degree OR bachelors degree in economics with a business emphasis AND masters degree in personnel management, public administration, or J.D. or LL.B. degree OR the equivalent. Masters degree required. Real estate: Any bachelors degree and two years of professional experience, or any associate degree and six years of professional experience.

Textbooks Resources

1. Required Huber, Walt. California Real Estate Principles, 16th ed. Covina: Educational Textbook Company, 2019 Rationale: 978-16-2684-220-5

Other Resources

1. Coastline Library