

RE C120: REAL ESTATE PRACTICE

| 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

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. ADVISORY: RE C100. Transfer Credit: CSU.

Course Objectives

- 1. Describe the basic day-to-day activities of a typical licensed real estate salesperson.
- 2. Identify and explain the basic forms used in typical residential real estate sales transitions.

Lecture Content

Introduction to real estate practice: Basic State and Federal Laws (Fair Housing and Discrimination) Time planning Property management Regular real estate activities when licensed and practicing: Prospecting for buyers and sellers Marketing property Qualifying buyers Legal processes required: Escrow Title (forms of ownership and recorded documents) Basic real estate contracts

Method(s) of Instruction

- Lecture (02)
- 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

Projects will be completed to demonstrate competencies in the workplace in relation to industry standards in the areas of real estate salesperson, brokering and lending. Written assignments, projects and skills demonstration.

Required Writing, Problem Solving, Skills Demonstration

Weekly projects, plans, revisions, written reviews/critiques and discussion topic responses that will demonstrate real estate related skills application through authentic projects.

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 Practice, 8th ed. Glendale: Education Textbook Company (ETC), 2015 Rationale: - Legacy Textbook Transfer Data: Legacy text

Other Resources

1. Additional supplemental material could include various pamphlets of other material produced by professional organizations specializing in real estate. 2. Coastline Library