

RE 50 Course Outline as of Fall 2019**CATALOG INFORMATION**

Dept and Nbr: RE 50 Title: REAL ESTATE PRINCIPLES
 Full Title: Real Estate Principles
 Last Reviewed: 2/12/2024

Units		Course Hours per Week		Nbr of Weeks	Course Hours Total	
Maximum	3.00	Lecture Scheduled	3.00	17.5	Lecture Scheduled	52.50
Minimum	3.00	Lab Scheduled	0	3	Lab Scheduled	0
		Contact DHR	0		Contact DHR	0
		Contact Total	3.00		Contact Total	52.50
		Non-contact DHR	0		Non-contact DHR	0

Total Out of Class Hours: 105.00

Total Student Learning Hours: 157.50

Title 5 Category: AA Degree Applicable

Grading: Grade or P/NP

Repeatability: 00 - Two Repeats if Grade was D, F, NC, or NP

Also Listed As:

Formerly: RE 80A

Catalog Description:

Examination of the basic fundamentals of California real estate law; industry terminology and general principles necessary for sitting for State exam. Required prior to obtaining a state salesperson license; applies toward State's educational requirements for the broker's examination.

Prerequisites/Corequisites:**Recommended Preparation:**

Eligibility for ENGL 100 or ESL 100

Limits on Enrollment:**Schedule of Classes Information:**

Description: Examination of the basic fundamentals of California real estate law; industry terminology and general principles necessary for sitting for State exam. Required prior to obtaining a state salesperson license; applies toward State's educational requirements for the broker's examination. (Grade or P/NP)

Prerequisites/Corequisites:

- II. Property
 - A. Real
 - B. Personal
- III. Land Descriptions
- IV. Transferring Deeds
- V. Titles and Forms of Ownership
 - A. Freehold
 - B. Less than freehold
 - C. Vesting
 - 1. joint tenancy
 - 2. tenant in common
 - 3. sole and separate property
 - 4. partnership
 - 5. corporations
- VI. Agency Relationships
 - A. Creation
 - B. Termination
 - C. Disclosure
- VII. Contracts
 - A. Expressed
 - B. Implied
 - C. Performance
 - D. Discharge
 - E. Deposit receipt
- VIII. Landlord and Tenant
 - A. Leases
 - 1. month to month
 - 2. fixed term
 - 3. percentage
 - 4. net
 - B. Property management
- IX. Financing
 - A. Instruments
 - 1. note
 - 2. deed of trust
 - 3. installment agreements
 - B. Loan sources
 - 1. public sector
 - 2. private sector
- X. Appraisal Basics and Process
 - A. Definition of appraisal
 - B. Data
- XI. Taxation
 - A. Gains
 - B. Property
 - C. Special assessments
- XII. Licensing
 - A. Requirements
 - B. Salesperson
 - C. Broker

Assignment:

1. Weekly reading assignments of 25-30 pages
2. Complete exercises (3 - 5) including, but not limited to:
 - A. Brief Business Plan
 - B. Gross Rent Multiplier
 - C. Income Capitalization
 - D. Cash on Cash
 - E. License Application
3. Quizzes (3 - 15)
4. Exams (3) and Final Exam
5. Class performance and participation

Methods of Evaluation/Basis of Grade:

Writing: Assessment tools that demonstrate writing skills and/or require students to select, organize and explain ideas in writing.

Brief business plan, license application

Writing
0 - 20%

Problem Solving: Assessment tools, other than exams, that demonstrate competence in computational or non-computational problem solving skills.

Business plan, gross rent multiplier, income capitalization, cash on cash, license application

Problem solving
5 - 10%

Skill Demonstrations: All skill-based and physical demonstrations used for assessment purposes including skill performance exams.

Class performances, gross rent multiplier, income capitalization, cash on cash

Skill Demonstrations
5 - 10%

Exams: All forms of formal testing, other than skill performance exams.

Quizzes and exams to include multiple choice, true/false, essay

Exams
50 - 70%

Other: Includes any assessment tools that do not logically fit into the above categories.

Attendance and participation

Other Category
5 - 10%

Representative Textbooks and Materials:

California Real Estate Principles. 15th ed. revised. Huber, Walt. Educational Textbook Company. 2017