RE 80C Course Outline as of Fall 1981

CATALOG INFORMATION

Dept and Nbr: RE 80C Title: REAL ESTATE PRACTIC Full Title: Real Estate Practice Last Reviewed: 1/23/2023

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	17.5	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 Only
Repeatability:	00 - Two Repeats if Grade was D, F, NC, or NP
Also Listed As:	
Formerly:	

Catalog Description:

Day to day operations in Real Estate roles and brokerage including listing, prospecting, advertising, financing, sales techniques, escrow and ethics. Applies towards State's educational requirements for the broker's examination.

Prerequisites/Corequisites:

Recommended Preparation:

Limits on Enrollment:

Schedule of Classes Information:

Description: Daily operations in real estate & brokerage, as applied toward requirements for the broker's exam. (Grade Only) Prerequisites/Corequisites: Recommended: Limits on Enrollment: Transfer Credit: CSU;

ARTICULATION, MAJOR, and CERTIFICATION INFORMATION:

AS Degree: CSU GE:	Area Transfer Area			Effective: Effective:	Inactive: Inactive:
IGETC:	Transfer Area	1		Effective:	Inactive:
CSU Transfer	: Transferable	Effective:	Fall 1981	Inactive:	
UC Transfer:		Effective:		Inactive:	

CID:

Certificate/Major Applicable:

Certificate Applicable Course

COURSE CONTENT

Outcomes and Objectives:

The students will:

- 1. Working knowledge of contracts used in the industry.
- 2. Legal and ethical requirements of listing and selling real estate.
- 3. Role playing to introduce the student to actual listing and selling situations.
- 4. Prospecting (farming) techniques.
- 5. Qualifying potential buyers and evaluating different types of financing.
- 6. Assist the student in seeking job opportunities and how to evaluate those opportunities.
- 7. Examine current issues in civil and liability situations that occur within the industry.

Topics and Scope:

- 1. Real estate brokerage/regulation.
- 2. Real estate office/planning for success.
- 3. Prospecting.
- 4. Listing agreements.
- 5. Advertising.
 6. Selling and marketing.
- 7. The offer.
- 8. Escrow procedures and title insurance.
- 9. Financing.
- 10. Real property taxation.
- 11. Tax implications.
- 12. Appraisal and valuation of real property.

Assignment:

- 1. Individual project.
- 2. Reading text.
- 3. Field inspections (open houses).

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.

Written homework, Reading reports, Essay exams, Term papers

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

Homework problems

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

Class performances

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

Multiple choice

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

None

Representative Textbooks and Materials:

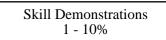
CALIFORNIA REAL ESTATE PRACTICE by Anderson and Otto, Longman Press, 1989.

REFERENCE BOOK, A REAL ESTATE GUIDE, California Department of Real Estate, 1989-90.

Problem solving 1 - 10%	

Writing

1 - 35%



Exams 2 - 70%

Other Category 0 - 0%