### **RE 80C Course Outline as of Fall 2001**

# **CATALOG INFORMATION**

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

Units		<b>Course Hours per Week</b>		Nbr of Weeks	<b>Course Hours Total</b>	
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:	27 - Exempt From Repeat Provisions
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	ı		Effective: Effective:	Inactive: Inactive:
<b>IGETC:</b>	Transfer Area			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 be able to:

- 1. compare and contrast ethics, antitrust and fair housing as it relates to Real Estate;
- 2. define agency requirements as it applies to a real estate transaction;
- 3. list and define marketing techniques such as prospecting by mail, by phone and advertising;
- 4. compare and contrast four listing agreements;
- 5. complete a residential purchase agreement;
- 6. complete all required transfer disclosures;
- 7. identify the steps to closing the transaction including the offer; escrow, and financing;
- 8. identify tax considerations to a real estate transaction including exchanges, capital gains, and installment sales.

# **Topics and Scope:**

Ethics, Antitrust and Fair Housing Laws -Code of ethics -Antitrust Laws -Fair Housing Agency -Agency law/common violations -Agency disclosure -Transfer Disclosure Statement -Errors and Omissions Insurance Marketing -Prospecting -Methods of approach -Developing a Program -Advertising

-Institutional versus Merchandise marketing Listings -Appraisal versus Market analysis -Types of Listings -Open -Net -Exclusive and non-exclusive rights to sell Purchase Agreements -Standard Purchase Contract and Deposit Receipt -Required disclosures -Presentation of the offer Closing the Transaction -Escrow -Title Insurance -Agent responsibilities -Qualifying the buyer -Financing Taxation -Tax basis -Installment sale -1031 and 1034 Tax Deferred Exchanges -Capital Gains

### 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.

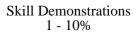
Homework problems

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

Class performances

Writing 1 - 35%

Problem solving 1 - 10%



# Multiple choice

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

None

Other Category 0 - 0%

## **Representative Textbooks and Materials:**

CALIFORNIA REAL ESTATE PRACTICE by Anderson, Otto, and Pivar. Dearborn Publishing. Copyright 2000

2 - 70%

Exams