

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		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: 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;

Repeatability: Exempt From Repeat Provisions

ARTICULATION, MAJOR, and CERTIFICATION INFORMATION:

AS Degree:	Area			Effective:	Inactive:
CSU GE:	Transfer Area			Effective:	Inactive:
IGETC:	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

Writing
1 - 35%

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

Homework problems

Problem solving
1 - 10%

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

Class performances

Skill Demonstrations
1 - 10%

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

Multiple choice

Exams
2 - 70%

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