

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:

Recommended: Eligibility for ENGL 100 or ESL 100

Limits on Enrollment:

Transfer Credit: CSU;

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

## **ARTICULATION, MAJOR, and CERTIFICATION INFORMATION:**

<b>AS Degree:</b>	<b>Area</b>	Effective:	Inactive:
<b>CSU GE:</b>	<b>Transfer Area</b>	Effective:	Inactive:

<b>IGETC:</b>	<b>Transfer Area</b>	Effective:	Inactive:
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<b>CSU Transfer:</b>	Transferable	Effective:	Fall 1981	Inactive:
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<b>UC Transfer:</b>	Effective:	Inactive:
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**CID:**

**Certificate/Major Applicable:**

Both Certificate and Major Applicable

## **COURSE CONTENT**

### **Student Learning Outcomes:**

At the conclusion of this course, the student should be able to:

1. Distinguish, group and justify the different forms of property estates.
2. Categorize and classify real property descriptions.
3. Contrast and construct the components of a real property transaction.
4. Satisfy the California Department of Real Estate mandatory education requirement for salespersons.
5. Satisfy the California Department of Real Estate elective education requirement for brokers.

### **Objectives:**

Upon successful completion of the course, students will be able to:

1. Identify and contrast three distinct land description methods.
2. Compare and contrast freehold/less than freehold estates.
3. Compare and contrast basic listing agreements.
4. Distinguish agency relations such as creation/termination and disclosure requirements.
5. Determine requisites of Valid Real Estate Contracts.
6. Categorize instruments of Real Estate Finance.
7. Compare and contrast real property valuation, marketing data, cost, and capitalization methods.
8. Compare and contrast real property taxation, gains, deferred gains, and tax rates.
9. Describe the values, themes, methods, and history of the real estate profession and identify realistic career objectives related to a course of study in real estate.

### **Topics and Scope:**

- I. Orientation
  - A. Values, themes, methods and history of the real estate profession(s)
  - B. Realistic career objectives

- 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