

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;

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

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:

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

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 and Otto, Longman Press, 1989.

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