

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 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: Calif. real estate laws and principles as applied toward requirements for the broker's exam. Required prior to obtaining a state license; applies to 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: |
| <b>CSU Transfer:</b> | Transferable         | Effective: Fall 1981 | Inactive: |
| <b>UC Transfer:</b>  |                      | Effective:           | Inactive: |

**CID:**

**Certificate/Major Applicable:**  
Certificate Applicable Course

## **COURSE CONTENT**

### **Outcomes and 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:**

1. Orientation
  - a. values, themes, methods and history of the real estate profession(s)
  - b. realistic career objectives
2. Property
  - a. real
  - b. personal
3. Land descriptions
4. Transferring deeds
5. 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
- 6. Agency relationships
  - a. creation
  - b. termination
  - c. disclosure
- 7. Contracts
  - a. expressed
  - b. implied
  - c. performance
  - d. discharge
  - e. deposit receipt
- 8. Landlord and tenant
  - a. leases
    - 1) month to month
    - 2) fixed term
    - 3) percentage
    - 4) net
  - b. property management
- 9. Financing
  - a. instruments
    - 1) note
    - 2) deed of trust
    - 3) installment agreements
  - b. loan sources
    - 1) public sector
    - 2) private sector
- 10. Appraisal basics and process
  - a. definition of appraisal
  - b. data
- 11. Taxation
  - a. gains
  - b. property
  - c. special assessments
- 12. Licensing
  - a. requirements
  - b. salesperson
  - c. broker

### **Assignment:**

1. Individual projects: in-class presentation regarding basic real estate principles as applied to specific terminology and theory.
2. Weekly reading assignments of 25-30 pages
3. Quizzes
4. Exams
5. Homework, including but not limited to, online research of government,

- agency and licensing resources.
6. 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.

|                  |                     |
|------------------|---------------------|
| Written homework | Writing<br>10 - 20% |
|------------------|---------------------|

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

|                   |                            |
|-------------------|----------------------------|
| Homework problems | Problem solving<br>5 - 10% |
|-------------------|----------------------------|

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

|                    |                                 |
|--------------------|---------------------------------|
| Class performances | Skill Demonstrations<br>5 - 10% |
|--------------------|---------------------------------|

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

|  |                   |
|--|-------------------|
| Multiple choice, True/false, Essay exams | Exams<br>50 - 70% |
|--|-------------------|

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

|               |                           |
|---------------|---------------------------|
| Participation | Other Category<br>5 - 10% |
|---------------|---------------------------|

### Representative Textbooks and Materials:

CALIFORNIA REAL ESTATE PRINCIPLES, 7TH ed. revised. McKenzie, Anderson, Battino & Hopkins. Published by Wiley and Sons, Inc.  
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