CRC offers, in addition to a Real Estate AA Degree, a variety of courses available which satisfy State of California prerequisites for Real Estate Salesperson and Real Estate Broker examinations.

### Associate Degree

**A.A. in Real Estate**

CRC offers, in addition to a Real Estate AA Degree, a variety of courses available which satisfy State of California prerequisites for Real Estate Salesperson and Real Estate Broker examinations.

Highlights include:
* Instruction by trained, working real estate professionals
* Preparation for State of California real estate license examinations
* Training in one of the most lucrative careers in today's world
* A lab with tutorial assistance

**APPLICANTS FOR THE REAL ESTATE SALESPERSON EXAM:**
To qualify to take an examination for a Real Estate Salesperson License, an applicant must submit evidence (transcripts) of having completed a college-level course in Real Estate Principles.

In addition to Real Estate Principles the applicant must also (either when qualifying for the examination, when applying for the original license or within eighteen months after license issuance) submit evidence of having completed TWO additional basic real estate courses from the following CRC course offerings. (It is recommended that Real Estate Practice be one of the courses selected.)

- Accounting 301 (1A)
- Business Law 340 (18A)
- Introduction to Escrow Procedures
- Legal Aspects of Real Estate
- Real Property Management
- Real Estate Appraisal
- Real Estate Economics
- Real Estate Finance
- Real Estate Practice
APPLICANTS FOR THE REAL ESTATE BROKER EXAMINATION

An applicant for the Broker examination must have completed eight college-level courses, in addition to the experience/educational requirements. These eight courses should include the following CRC course offerings:

- Real Estate Principles
- Real Estate Practice
- Legal Aspects of Real Estate
- Real Estate Finance
- Real Estate Appraisal
- Real Estate Economics or Accounting 301 (1A)
- and two courses from the following group: *
- Business Law 340 (18A)
- Real Property Management
- Introduction to Escrow Procedures
- Advanced Appraisal

* If applicant completes both Accounting and Real Estate Economics, only one additional course is required.

Note to Transfer Students:
If you are interested in transferring to a four-year college or university to pursue a bachelor’s degree in this major, it is critical that you meet with a CRC counselor to select and plan the courses for your major. Schools vary widely in terms of the required preparation. The courses that CRC requires for an Associate’s degree in this major may be different from the requirements needed for the Bachelor’s degree.

Catalog Date: January 1, 2020

<table>
<thead>
<tr>
<th>COURSE CODE</th>
<th>COURSE TITLE</th>
<th>UNITS</th>
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</thead>
<tbody>
<tr>
<td>ACCT 301</td>
<td>Financial Accounting</td>
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<tr>
<td>BUS 310</td>
<td>Business Communications</td>
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<tr>
<td>BUS 330</td>
<td>Managing Diversity in the Workplace</td>
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<tr>
<td>BUS 340</td>
<td>Business Law</td>
<td>3</td>
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<tr>
<td>BUS 300</td>
<td>Introduction to Business</td>
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<tr>
<td>BUSTEC 302</td>
<td>Computer-Keyboarding</td>
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<td>MKT 300</td>
<td>Principles of Marketing</td>
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<td>ECON 302</td>
<td>Principles of Macroeconomics (3)</td>
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<tr>
<td>or BUS 320</td>
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<tr>
<td>or ECON 320</td>
<td>Concepts in Personal Finance (3)</td>
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</tr>
<tr>
<td>or ECON 100</td>
<td>Introduction to Economics (3)</td>
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Computer science courses within Business Core: [ CISC 310] or [CISC 302/JOUR 333 + 2 units from the listed CISC/CISA courses]:

<table>
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<tr>
<th>COURSE CODE</th>
<th>COURSE TITLE</th>
<th>UNITS</th>
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<tbody>
<tr>
<td>CISC 310</td>
<td>Introduction to Computer Information Science (3)</td>
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<tr>
<td>or CISC 302</td>
<td>Computer Familiarization (2)</td>
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<tr>
<td>or JOUR 330</td>
<td>Computer Familiarization (2)</td>
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<td>UNITS</td>
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<tr>
<td>-------------</td>
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</tr>
<tr>
<td>CISA 340</td>
<td>Presentation Graphics (2)</td>
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<tr>
<td></td>
<td>or CISA 320</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Introduction to Database Management (1)</td>
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<tr>
<td></td>
<td>or CISA 315</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Introduction to Electronic Spreadsheets (2)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>or CISA 305</td>
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<td></td>
<td>Beginning Word Processing (2)</td>
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**REAL ESTATE FOCUS:**

<table>
<thead>
<tr>
<th>COURSE CODE</th>
<th>COURSE TITLE</th>
<th>UNITS</th>
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<tbody>
<tr>
<td>RE 300</td>
<td>California Real Estate Principles</td>
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<tr>
<td>RE 110</td>
<td>Legal Aspects of Real Estate</td>
<td>3</td>
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<tr>
<td>RE 120</td>
<td>Real Estate Practice</td>
<td>3</td>
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<tr>
<td>RE 130</td>
<td>Real Estate Finance</td>
<td>3</td>
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<tr>
<td>RE 140</td>
<td>Real Estate Appraisal</td>
<td>3</td>
</tr>
<tr>
<td>RE 190</td>
<td>Real Property Management</td>
<td>3</td>
</tr>
<tr>
<td>Total Units:</td>
<td></td>
<td>44 - 46</td>
</tr>
</tbody>
</table>

The Real Estate Associate in Arts (A.A.) degree may be obtained by completion of the required program, plus general education requirements, plus sufficient electives to meet a 60-unit total. See CRC graduation requirements.

**Career Information**

Real Estate Agent; Real Estate Broker; Real Estate Appraiser Some career options may require more than two years of college study.

**Certificates of Achievement**

**Real Estate Broker Certificate**

CRC offers courses which satisfy State of California prerequisites for Real Estate Broker examinations.

Highlights include:
* Instruction by trained, working real estate professionals
* Preparation for State of California real estate license examinations
* Training in one of the most lucrative careers in today's world
* A lab with tutorial assistance
APPLICANTS FOR THE REAL ESTATE BROKER EXAMINATION

An applicant for the Broker examination must have completed eight college-level courses, in addition to the experience/educational requirements. These eight courses should include the following CRC course offerings:

- Real Estate Principles
- Real Estate Practice
- Legal Aspects of Real Estate
- Real Estate Finance
- Real Estate Appraisal
- Real Estate Economics or Accounting 301 (1A)
- and two courses from the following group: *
  - Business Law 340 (18A)
  - Real Property Management
  - Introduction to Escrow Procedures
  - Advanced Appraisal

* If applicant completes both Accounting and Real Estate Economics, only one additional course is required.

Catalog Date: January 1, 2020

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<td>3</td>
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<tr>
<td>RE 140</td>
<td>Real Estate Appraisal</td>
<td>3</td>
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<tr>
<td>RE 150</td>
<td>Real Estate Economics (3)</td>
<td>3 - 4</td>
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<tr>
<td>or ACCT 301</td>
<td>Financial Accounting (4)</td>
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<tr>
<td>RE 190</td>
<td>Real Property Management</td>
<td>3</td>
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<tr>
<td>RE 141</td>
<td>Advanced Appraisal (3)</td>
<td></td>
</tr>
<tr>
<td>RE 160</td>
<td>Introduction to Escrow Procedures (3)</td>
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<tr>
<td>RE 161</td>
<td>Advanced Escrow Procedures (3)</td>
<td></td>
</tr>
<tr>
<td>BUS 340</td>
<td>Business Law (3)</td>
<td></td>
</tr>
</tbody>
</table>

A minimum of 3 units from the following:

- 3

Total Units: 24 - 25

Gainful Employment

The US Department of Education requires colleges to disclose a variety of information for any program that is eligible for financial aid that “prepares students for gainful employment in a recognized occupation.” The following link provides Gainful Employment Disclosure information for this certificate program:
Real Estate Sales Certificate

CRC offers, in addition to a Real Estate AA Degree, a variety of courses available which satisfy State of California prerequisites for Real Estate Salesperson and Real Estate Broker examinations.

Highlights include:
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* Preparation for State of California real estate license examinations
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* A lab with tutorial assistance

APPLICANTS FOR THE REAL ESTATE SALESPERSON EXAM

To qualify to take an examination for a Real Estate Salesperson License, an applicant must submit evidence (transcripts) of having completed a college-level course in Real Estate Principles.

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• Accounting 301 (1A)
• Business Law 340 (18A)
• Introduction to Escrow Procedures
• Legal Aspects of Real Estate
• Real Property Management
• Real Estate Appraisal
• Real Estate Economics
• Real Estate Finance
• Real Estate Practice

Catalog Date: January 1, 2020

Certificate Requirements

<table>
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<tr>
<th>COURSE CODE</th>
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<th>UNITS</th>
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<tbody>
<tr>
<td>RE 300</td>
<td>California Real Estate Principles</td>
<td>3</td>
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<tr>
<td>RE 120</td>
<td>Real Estate Practice</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>A minimum of 3 units from the following:</td>
<td>3</td>
</tr>
<tr>
<td>RE 110</td>
<td>Legal Aspects of Real Estate (3)</td>
<td></td>
</tr>
<tr>
<td>RE 130</td>
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<td>Real Estate Appraisal (3)</td>
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<tr>
<td>RE 190</td>
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<td></td>
</tr>
</tbody>
</table>
Real Estate (RE)

RE 110 Legal Aspects of Real Estate

This course is a study of California real estate laws. Topics include: the sources of law and the judicial system; agency; duties and responsibilities of licensees; contracts and their application to real estate; property ownership and management; real estate security devices; property rights, liens and homesteads; landlord-tenant law, land use controls, and title insurance and escrow. Completion of the course applies toward the California Department of Real Estate education requirements for the broker's examination.

Student Learning Outcomes

Upon completion of this course, the student will be able to:

- SLO 1: DEMONSTRATE THE ABILITY TO THINK CRITICALLY AND ANALYZE PROBLEMS.
- Demonstrate a basic understanding of the principles and concepts of California real estate law.
- Demonstrate an ability to analyze factual situations and case problems and to apply the applicable legal principles to resolve them.
- Be able to recognize real estate problems before they arise and to think in a preventative relationship to such problems.
- SLO 2: EXPRESS IDEAS AND FACTS CLEARLY AND COMPLETELY.
- Describe an overview of the entire area of California real estate law, including consideration of the law's evolution and changing concepts in our society.

RE 120 Real Estate Practice

3

54 hours LEC

None.

January 1, 2020

Catalog Date:
This course covers practices and techniques of residential real estate brokerage and sales, including ethics, fair housing agency, goal setting, prospecting, listing, advertising, escrow procedures, financing, taxation, marketing, property management, leasing and business opportunities. Course applies toward California Department of Real Estate education requirements for the broker's examination.

**Student Learning Outcomes**

Upon completion of this course, the student will be able to:

- **SLO 1:** DEMONSTRATE SKILL AND COMPREHENSION IN RESPECTIVE SUBJECT AREAS AS INDICATED BY COURSE OUTCOMES.
- Demonstrate an understanding of real estate practices and transactions.
- **SLO 2:** EXPRESS IDEAS AND FACTS CLEARLY AND COMPLETELY.
- Demonstrate a basic understanding of the fundamental concepts and practices of real estate with an emphasis on residential property.
- Define the technical terminology involved in the real estate field.
- Describe the necessary background and qualifications for the California Real estate Broker’s license examination.

**RE 130 Real Estate Finance**

<table>
<thead>
<tr>
<th>Units:</th>
<th>3</th>
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<tbody>
<tr>
<td>Hours:</td>
<td>54 hours LEC</td>
</tr>
<tr>
<td>Prerequisite:</td>
<td>None.</td>
</tr>
<tr>
<td>Catalog Date:</td>
<td>January 1, 2020</td>
</tr>
</tbody>
</table>

This course is an analysis of real estate financing, including lending policies and problems in financing transactions in residential, apartment, commercial, and special purpose properties. Methods of financing properties are emphasized. The course applies toward the educational requirements for the Broker's Examination.

**Student Learning Outcomes**

Upon completion of this course, the student will be able to:

- **SLO 1:** DEMONSTRATE SKILL AND COMPREHENSION IN RESPECTIVE SUBJECT AREAS AS INDICATED BY COURSE OUTCOMES PERTAINING TO REAL ESTATE FINANCE.
- Demonstrate understanding of the workings of the real estate finance system.
- Identify sources of funds and the various entities which affect qualifications therefore and availability thereof.
- Demonstrate skills in the theoretical applications of real estate financing.
- **SLO 2:** DEMONSTRATE THE ABILITY TO THINK CRITICALLY AND ANALYZE PROBLEMS.
Demonstrate ability to analyze various aspects of real estate finance including loan processing, appraisal for lenders, foreclosure, secondary markets, construction loans, mathematics of real estate finance and creative techniques.

RE 140 Real Estate Appraisal

<table>
<thead>
<tr>
<th>Units: 3</th>
<th>Hours: 54 hours LEC</th>
</tr>
</thead>
</table>

Prerequisite: None.
Catalog Date: January 1, 2020

This course covers the purposes of appraisals; the appraisal process; and the different approaches, methods and techniques used to determine the value of various types of property. The course emphasizes residential single family properties and applies toward the educational requirement for the Real Estate Broker's License, and Licensed and General Appraiser's License.

Student Learning Outcomes

Upon completion of this course, the student will be able to:

- SLO 1: DEMONSTRATE SKILL AND COMPREHENSION IN RESPECTIVE SUBJECT AREAS AS INDICATED BY COURSE OUTCOMES PERTAINING TO REAL ESTATE APPRAISAL.
- Demonstrate understanding of various methods of analyzing market data, building cost data, depreciation, and income and expense data.
- Demonstrate the necessary background for passing the Appraisal license examination.
- Demonstrate knowledge of the appraisal process, the nature of problems that may be encountered, and the tools and procedures necessary to solve these problems.

RE 141 Advanced Appraisal

<table>
<thead>
<tr>
<th>Units: 3</th>
<th>Hours: 54 hours LEC</th>
</tr>
</thead>
</table>

Prerequisite: RE 140 with a grade of "C" or better
Catalog Date: January 1, 2020

This course discusses advanced appraisal concepts with an emphasis on market and income analysis, capitalization techniques, rate derivation, compound interest tables, cost and sales comparison approaches; and the appraisal of specific income properties such as apartments, office buildings, shopping centers and industrial properties.

Student Learning Outcomes
Upon completion of this course, the student will be able to:

- **SLO 1**: DEMONSTRATE SKILL AND COMPREHENSION IN RESPECTIVE SUBJECT AREAS AS INDICATED BY COURSE OUTCOMES PERTAINING TO THE ADVANCED APPRAISAL PROCESS.
  - Understand the various methods of adjusting comparable sales to indicate the value of the appraised property, including the reason for and the ability to adjust for nonstandard financing, where appropriate.
  - Identify the primary motivation for purchasing real property, recognize the relationship between the various rates of return, see the interrelationships among present and future worth functions; develop and property use capitalization rates; and compute an overall capitalization rate and properly apply it to net operating income.
  - Describe several methods for capitalizing income; determine which of the residual techniques of capitalization is most applicable in determining and estimate of value under circumstances; understand the comparative strengths and weaknesses of each of the residual techniques.
- **SLO 2**: DEMONSTRATE THE ABILITY TO THINK CRITICALLY AND ANALYZE PROBLEMS.
  - Distinguish among leased fee, leasehold estate, and fee simple interest and understand how to value a leased fee interest, a leasehold estate, and a sandwich lease.
  - Determine appropriate time to use the depreciated cost approach; distinguish between economic life and physical life; and compute cost and depreciation using different methods.
- **SLO 3**: EXPRESS IDEAS AND FACTS CLEARLY AND COMPLETELY.
  - Identify why typical management is assumed in conducting market value appraisals; distinguish between potential gross income and effective gross income; understand the need to undertake a comprehensive lease analysis, recognize different conditions that can distort rental income and expenses; reconstruct an owner's operating expense statement; discern the difference between capital and operating expenditures; and understand the proper ways of setting up allowances for replacements.

### RE 150 Real Estate Economics

**Units:** 3  
**Hours:** 54 hours LEC  
**Prerequisite:** None.  
**Catalog Date:** January 1, 2020

This course covers nature and classification of real estate and real estate investments, economic development of real property, real estate cycles and market trends. Governmental and private sector influence on the economics of real estate is covered. It is recommended that this course be taken last in the real estate course series.

### Student Learning Outcomes

Upon completion of this course, the student will be able to:

- **SLO 1**: DEMONSTRATE SKILL AND COMPREHENSION IN RESPECTIVE SUBJECT AREAS AS INDICATED BY COURSE OUTCOMES PERTAINING TO REAL ESTATE ECONOMICS.
Describe the economic principles that govern real estate markets and buyer/seller behavioral patterns.

SLO 2: DEMONSTRATE THE ABILITY TO THINK CRITICALLY AND ANALYZE PROBLEMS.

Describe the economic impacts of income and property taxation on market value.

Logically interpret national, regional, and community trends in terms of their effects on real estate.

Analyze and apply sound economic principles to income processing through the use of break-even analysis, cash equivalents, capitalization theory, and internal fair rates of return.

RE 160 Introduction to Escrow Procedures

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<tr>
<th>Units:</th>
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<tbody>
<tr>
<td>Hours:</td>
<td>54 hours LEC</td>
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<tr>
<td>Prerequisite:</td>
<td>None.</td>
</tr>
<tr>
<td>Catalog Date:</td>
<td>January 1, 2020</td>
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</tbody>
</table>

This course covers the functions and responsibilities of the escrow holder, including actual preparation of escrow instructions and documents in a typical real estate transaction. Audit, disbursement, the issuance of closing statements and analysis of title insurance policies are covered.

Student Learning Outcomes

Upon completion of this course, the student will be able to:

- SLO 1: DEMONSTRATE THE ABILITY TO THINK CRITICALLY AND ANALYZE PROBLEMS.
- Acquire and demonstrate basic understanding of the fundamental principles and procedures involved in ordinary escrow transactions.
- Demonstrate knowledge of the content, purpose and use of the basic forms/formats generally used in the processing of an escrow.
- Analyze the various types of title insurance policies.
- SLO 2: EXPRESS IDEAS AND FACTS CLEARLY AND COMPLETELY.
- Explain the procedures used in opening, processing, and closing an escrow.
- Define, understand and use the technical terminology used in the escrow industry.

RE 161 Advanced Escrow Procedures
This course covers unusual and difficult types of escrow, including the evaluation of possible solutions with emphasis on real estate loans, financing instruments and exchanges.

### Student Learning Outcomes

Upon completion of this course, the student will be able to:

- SLO 1: DEMONSTRATE THE ABILITY TO THINK CRITICALLY AND ANALYZE PROBLEMS.
  - Identify the problems of unusual escrows.
  - Analyze escrow situations and offer solutions to the situations and/or problems.
  - Demonstrate application of escrow procedures in the real estate field.
  - Prepare escrows.
- SLO 2: DEMONSTRATE SKILL AND COMPREHENSION IN RESPECTIVE SUBJECT AREAS AS INDICATED BY COURSE OUTCOMES.
  - Understand escrow procedures for complex real estate transactions.

### RE 190 Real Property Management

Units: 3  
54 hours LEC  
None.  
January 1, 2020

This course covers the day-to-day operation and management of real property including: marketing procedures, leases, maintenance, accounting and economics, recordkeeping, management forms, legal requirement, laws, human relations, employer responsibilities and management.

### Student Learning Outcomes

Upon completion of this course, the student will be able to:

- SLO 1: DEMONSTRATE THE ABILITY TO THINK CRITICALLY AND ANALYZE PROBLEMS.
  - Identify and apply the basis of economic management forms used for all management requirements of tenant and owner.
- Apply knowledge and skill in the legal aspects of rental management.
SLO 2: DEMONSTRATE SKILL AND COMPREHENSION IN RESPECTIVE SUBJECT AREAS AS INDICATED BY COURSE OUTCOMES PERTAINING TO REAL ESTATE PROPERTY MANAGEMENT.

- Explain the history of industry in commercial and residential properties.
- Demonstrate an understanding of the human element in income property management.

RE 295 Independent Studies in Real Estate

<table>
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<th>Units:</th>
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<tbody>
<tr>
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<tr>
<td>Prerequisite:</td>
<td>None.</td>
</tr>
<tr>
<td>Catalog Date:</td>
<td>January 1, 2020</td>
</tr>
</tbody>
</table>

An independent studies project involves an individual student or small group of students in study, research, or activities beyond the scope of regularly offered courses. See the current catalog section of “Special Studies” for full details of Independent Studies.

Student Learning Outcomes

Upon completion of this course, the student will be able to:

- SLO #1: Actively engage in intellectual inquiry beyond that required in order to pass a course of study (College Wide Learning Outcome – Area 4).
- Discuss and outline a proposal of study (that can be accomplished within one semester term) with a supervising instructor qualified within the discipline.
- Design an independent study (to be completed individually or by collaboration of a small group) to foster special knowledge, skills, and experience that are not available in any one regularly scheduled course.
- Use information resources to gather discipline-specific information.
- SLO #2: Utilize modes of analysis and critical thinking to apply theoretical perspectives and/or concepts in the major discipline of study to significant problems and/or educational activities (College Wide Learning Outcome – Area 3).
- Analyze and apply the knowledge, skills and experience that are involved in the independent study to theoretical perspectives and/or concepts in the major discipline of study.
- Explain the importance of the major discipline of study in the broader picture of society.
- SLO #3: Communicate a complex understanding of content matter of the major discipline of study (College Wide Outcome – Area 3).
- Demonstrate competence in the skills essential to mastery of the major discipline of study that are necessary to accomplish the independent study.
- SLO #4: Identify personal goals and pursue these goals effectively (College Wide Outcome – Area 4).
- Utilize skills from the “academic tool kit” including time management, study skills, etc., to accomplish the independent study within one semester term.
RE 296 Internship in Real Estate

<table>
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<th>Units:</th>
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<tbody>
<tr>
<td>Hours:</td>
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<td>Prerequisite:</td>
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</tr>
<tr>
<td>Catalog Date:</td>
<td>January 1, 2020</td>
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</table>

This course provides students with a supervised, structured, hands-on experience in real estate sales and introduces/develops the skills necessary to assist them in obtaining employment in the real estate industry. Course content will include understanding the benefits and responsibilities of an internship, developing workplace skills identified by local real estate professionals, applying student learning outcomes to work-related activities, and acquiring/enhancing knowledge of the real estate industry through lecture, textbook readings, and guest speakers. In addition to 18 hours of lecture, the student is required to complete 108 hours of work-related internship over the semester.

### Student Learning Outcomes

Upon completion of this course, the student will be able to:

- SLO #1: Apply principles and information from prior classroom study to the daily activities of a real estate salesperson through supervised on-the-job experience.
- Describe the duties and expectations of a real estate salesperson.
- Explain the process of buying and selling a parcel of real estate.
- Discuss different methods used in the real estate industry for building a clientele.
- Describe the role of financing in the real estate purchasing process.
- Know and explain the different types of disclosures and inspections a buyer and/or lender may require during the purchase and financing of a property.
- Describe the roles and responsibilities of other entities and professionals in the real estate industry.

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RE 300 California Real Estate Principles

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<tbody>
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<tr>
<td>Prerequisite:</td>
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<td>Transferable:</td>
<td>CSU</td>
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<tr>
<td>Catalog Date:</td>
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</tr>
</tbody>
</table>
This fundamental real estate course covers the basic laws and principles of California real estate, giving understanding, background, and terminology necessary for advanced study in specialized courses. This course is required by the California Department of Real Estate prior to taking the real estate salesperson's examination.

**Student Learning Outcomes**

Upon completion of this course, the student will be able to:

- **SLO 1: DEMONSTRATE THE ABILITY TO UNDERSTAND IMPORTANT REAL ESTATE PRINCIPLES, CONCEPTS, AND TERMINOLOGY AND HOW THEY IMPACT THE BUSINESS OF REAL ESTATE.**
  - Understand the various methods of acquiring and transferring real property.
  - Understand and describe the methods available for holding title to real estate, the requirements of a valid deed, and how legal encumbrances (liens, easements, and encroachments) affect the use and value of real property.
  - Describe the necessary background and qualifications for the California Real Estate Salesperson's and Broker's License and understand the requirements of the state licensing examination.
  - Understand the concept of agency, including how agency relationships are formed, duties of agent and principal, and the liability of the parties. Describe the fiduciary responsibilities arising from an agency relationship. Discuss the concept of ethics and its role in the real estate transaction process.
  - Understand the essential elements of a valid real estate contract and describe the common forms used in a real estate transaction, including the listing agreement, purchase contract, and required disclosures.
  - Identify and describe the various approaches to real estate appraisal and which valuation approach is best for a particular situation.
  - Understand the landlord and tenant relationship and the duties owed to each other.
  - Evaluate the consequences of failing to comply with state and federal laws pertaining to fair housing, environmental impact, and subdivisions.

- **SLO 2: DEMONSTRATE THE ABILITY TO THINK CRITICALLY AND ANALYZE PROBLEMS SO AS TO BE ABLE TO APPLY REAL ESTATE PRINCIPLES AND CONCEPTS TO RESOLVE REAL AND HYPOTHETICAL REAL ESTATE ISSUES.**
  - Analyze real estate statutory and case law to understand important legal principles and apply the legal rules to fact patterns to reach defensible legal conclusions.
  - Demonstrate the ability to utilize the internet and other media and web based content to conduct research and complete the real estate transaction process.

**RE 495 Independent Studies in Real Estate**
An independent studies project involves an individual student or small group of students in study, research, or activities beyond the scope of regularly offered courses. See the current catalog section of "Special Studies" for full details of Independent Studies.

### Student Learning Outcomes

Upon completion of this course, the student will be able to:

- **SLO #1**: Actively engage in intellectual inquiry beyond that required in order to pass a course of study (College Wide Learning Outcome – Area 4).
- Discuss and outline a proposal of study (that can be accomplished within one semester term) with a supervising instructor qualified within the discipline.
- Design an independent study (to be completed individually or by collaboration of a small group) to foster special knowledge, skills, and experience that are not available in any one regularly scheduled course.
- Use information resources to gather discipline-specific information.
- **SLO #2**: Utilize modes of analysis and critical thinking to apply theoretical perspectives and/or concepts in the major discipline of study to significant problems and/or educational activities (College Wide Learning Outcome – Area 3).
- Analyze and apply the knowledge, skills and experience that are involved in the independent study to theoretical perspectives and/or concepts in the major discipline of study.
- Explain the importance of the major discipline of study in the broader picture of society.
- **SLO #3**: Communicate a complex understanding of content matter of the major discipline of study (College Wide Outcome – Area 3).
- Demonstrate competence in the skills essential to mastery of the major discipline of study that are necessary to accomplish the independent study.
- **SLO #4**: Identify personal goals and pursue these goals effectively (College Wide Outcome – Area 4).
- Utilize skills from the “academic tool kit” including time management, study skills, etc., to accomplish the independent study within one semester term.

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**RE 498 Work Experience in Real Estate**
This course provides students with opportunities to develop marketable skills in preparation for employment in their major field of study or advancement within their career. It is designed for students interested in work experience and/or internships in transfer level degree occupational programs. Course content includes understanding the application of education to the workforce; completion of required forms which document the student’s progress and hours spent at the work site; and developing workplace skills and competencies. Appropriate level learning objectives are established by the student and the employer. During the semester, the student is required to participate in a weekly orientation and 75 hours of related paid work experience, or 60 hours of unpaid work experience for one unit. An additional 75 or 60 hours of related work experience is required for each additional unit. Work Experience may be taken for a total of 16 units when there are new or expanded learning objectives. Only one Work Experience course may be taken per semester.

### Student Learning Outcomes

Upon completion of this course, the student will be able to:

- DEMONSTRATE AN UNDERSTANDING AND APPLICATION OF PROFESSIONAL WORKPLACE BEHAVIOR IN A FIELD OF STUDY RELATED TO ONE’S CAREER. (SLO 1)
  - Understand the effects time, stress, and organizational management have on performance.
  - Demonstrate an understanding of consistently practicing ethics and confidentiality in a workplace.
  - Examine the career/life planning process and relate its relevancy to the student.
  - Demonstrate an understanding of basic communication tools and their appropriate use.
  - Demonstrate an understanding of workplace etiquette.
  - DESCRIBE THE CAREER/LIFE PLANNING PROCESS AND RELATE ITS RELEVANCY TO ONE’S CAREER. (SLO 2)
  - Link personal goals to long term achievement.
  - Display an understanding of creating a professional first impression.
  - Understand how networking is a powerful job search tool.
  - Understand necessary elements of a résumé.
  - Understand the importance of interview preparation.
  - Identify how continual learning increases career success.
  - DEMONSTRATE APPLICATION OF INDUSTRY KNOWLEDGE AND THEORETICAL CONCEPTS AS WRITTEN IN LEARNING OBJECTIVES IN PARTNERSHIP WITH THE EMPLOYER WORK SITE SUPERVISOR. (SLO 3)
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