

Real Estate

Overview

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

Program Maps

[Real Estate, A.A. Degree \(/crc/main/doc/programs/program-maps/real-estate-aa-degree-ho.pdf\)](/crc/main/doc/programs/program-maps/real-estate-aa-degree-ho.pdf)

[Real Estate, Broker, Certificate of Achievement \(/crc/main/doc/programs/program-maps/real-estate-broker-cert-ho.pdf\)](/crc/main/doc/programs/program-maps/real-estate-broker-cert-ho.pdf)

[Real Estate, Sales, Certificate of Proficiency \(/crc/main/doc/programs/program-maps/real-estate-sales-cert-ho.pdf\)](/crc/main/doc/programs/program-maps/real-estate-sales-cert-ho.pdf)

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Department Chair [Man Phan \(/about-us/contact-us/faculty-and-staff-directory/man-phan\)](/about-us/contact-us/faculty-and-staff-directory/man-phan)

Career and Academic Community [Business and Computer Science \(/academics/career-and-academic-communities/business-and-computer-science\)](/academics/career-and-academic-communities/business-and-computer-science)

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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, 2021

Degree Requirements

COURSE CODE	COURSE TITLE	UNITS
BUSINESS CORE:		
ACCT 301	Financial Accounting	4
BUS 310	Business Communications	3
BUS 330	Managing Diversity in the Workplace	3
BUS 340	Business Law	3
BUS 300	Introduction to Business	3
BUSTEC 302	Computer-Keyboarding	2
MKT 300	Principles of Marketing	3
ECON 302	Principles of Macroeconomics (3)	3
or BUS 320	Concepts in Personal Finance (3)	
or ECON 320	Concepts in Personal Finance (3)	
or ECON 100	Introduction to Economics (3)	
Computer science courses within Business Core: [CISC 310] or [CISC 302/JOUR 333 + 2 units from the listed CISC/CISA courses]:		
CISC 310	Introduction to Computer Information Science (3)	2 - 4
or [[CISC 302	Computer Familiarization (2)	
or JOUR 330]	Computer Familiarization (2)	
and [[[[[[[CISA 340	Presentation Graphics (2)	
or CISA 320]	Introduction to Database Management (1)	
or CISA 315]	Introduction to Electronic Spreadsheets (2)	
or CISA 305]]	Beginning Word Processing (2)	
REAL ESTATE FOCUS:		
RE 300	California Real Estate Principles	3
RE 110	Legal Aspects of Real Estate	3
RE 120	Real Estate Practice	3
RE 130	Real Estate Finance	3
RE 140	Real Estate Appraisal	3
RE 190	Real Property Management	3
Total Units:		44 - 46

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

Highlights include:

- * Instruction by experienced real estate professionals.
- * Exposure to and understanding of the wide variety of organizations and professions within the real estate industry.
- * Establishing a foundation to enter a rewarding career in the field of real estate.
- * Preparation for State of California real estate salesperson and/or broker license examinations.

Applicants for the California Real Estate Examinations must complete education and experience requirements in order to apply for the licensing exam. To fulfill the education requirement to take an examination for a California Real Estate Brokers License, an applicant must submit evidence (transcripts) of successful completion of eight (8) college level courses. As offered at CRC, the following list will meet California's education requirement:

- 1) Real Estate Practice (RE 120) or Internship in Real Estate (RE 296)*
- 2) Legal Aspects of Real Estate (RE 110)
- 3) Real Estate Finance (RE 130)
- 4) Real Estate Appraisal (RE 140)
- 5) Real Estate Economics (RE 150) or Accounting (ACCT 301)*
- 6) Three (3) courses from the following list**:
 - Real Estate Principles (RE 300)
 - Real Property Management (RE 190)
 - Business Law (BUS 340)

*Only two (2) additional courses from Item #6 are required if:

- a) both Real Estate Practice and CRC's Internship in Real Estate are successfully completed, or
- b) both Real Estate Economics and Accounting are successfully completed.

**Only one (1) additional course from Item #6 is required if Real Estate Practice, Internship in Real Estate, Real Estate Economics and Accounting are completed successfully.

It is recommended that students consult with Real Estate department faculty in order to ensure their coursework meets both local college requirements as well as those for the California Real Estate Brokers License Examination.

Catalog Date: January 1, 2021

Certificate Requirements

COURSE CODE	COURSE TITLE	UNITS
RE 120	Real Estate Practice (3)	3
or RE 296	Internship in Real Estate (3)	
RE 110	Legal Aspects of Real Estate	3
RE 130	Real Estate Finance	3
RE 140	Real Estate Appraisal	3
RE 150	Real Estate Economics (3)	3 - 4
or ACCT 301	Financial Accounting (4)	
A minimum of 9 units from the following:		9
RE 120	Real Estate Practice (3)	
or RE 296	Internship in Real Estate (3)	
RE 150	Real Estate Economics (3)	
or ACCT 301	Financial Accounting (4)	
RE 190	Real Property Management (3)	
RE 300	California Real Estate Principles (3)	
BUS 340	Business Law (3)	
Total Units:		24 - 25

¹If both RE 120 and RE 296 are successfully completed, one may be used to satisfy a course in the 9-unit requirement. If both RE 150 and ACCT 301 are successfully completed, one may be used to satisfy a course in the 9-unit requirement.

Student Learning Outcomes

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

- PSLO #1: Demonstrate the ability to understand real estate principles and concepts and how they impact the business of real estate.
- Apply a basic knowledge of the fundamental real estate concepts to real estate transactions.
- Define technical terminology involved in the real estate field.
- Demonstrate a general understanding of the duties and expectations of a real estate salesperson and a real estate broker.
- Describe the roles and responsibilities of entities and professionals within the real estate industry.
- Satisfy the education requirements to apply for the California Real Estate Broker Licensing Examination.
- PSLO #2: Demonstrate the ability to think critically and analyze problems so as to be able to apply real estate principles and concepts to diagnose and resolve real and hypothetical real estate issues.
- Understand legal and ethical standards and apply them to fact patterns to reach defensible conclusions.
- Demonstrate the ability to find and use resource materials to conduct research and obtain information needed to facilitate the completion of an educational or a career task.

Career Information

Career opportunities in the real estate industry are found in public agencies and private enterprises that are involved in residential, commercial, industrial and agricultural land uses. The real estate field offers careers in sales, leasing, property management, lending, appraisal, title insurance, escrow services, development and investment. Upon acquiring a California Real Estate Broker's License, an individual may own a company that is involved with real estate sales, leasing, and/or property management.

Real Estate Salesperson Certificate

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

Highlights include:

- * Instruction by experienced real estate professionals
- * Exposure to and understanding of the wide variety of organizations and professions within the real estate industry
- * Establish a foundation to enter a rewarding career in the field of real estate
- * Preparation for State of California real estate salesperson license examination

Applicants for the California Real Estate Examination:

To qualify to take an examination for a California Real Estate Salesperson License, an applicant must submit evidence (transcripts) of successful completion of three (3) college-level courses in:

1. Real Estate Principles (RE 300), and
2. Real Estate Practice (RE 120) or Internship in Real Estate (RE 296), and
3. One (1) course from the following list of CRC offerings:
 - General Accounting (ACCT 301)
 - Business Law (BUS 340)

- Legal Aspects of Real Estate (RE 110)
- Real Estate (RE 120) - if Item #2 satisfied with RE 296
- Real Estate Finance (RE 130)
- Real Estate Appraisal (RE 140)
- Real Estate Economics (RE 150)
- Real Property Management (RE 190)
- Internship in Real Estate (RE 296) - if Item #2 satisfied with RE 120

It is recommended that students consult with Real Estate department faculty in order to ensure their coursework meets both local college requirements as well as those for the California Real Estate Salesperson License Examination.

Catalog Date: January 1, 2021

Certificate Requirements

COURSE CODE	COURSE TITLE	UNITS
RE 300	California Real Estate Principles	3
RE 120	Real Estate Practice (3)	3
or RE 296	Internship in Real Estate (3)	
A minimum of 3 units from the following:		3 ¹
ACCT 301	Financial Accounting (4)	
BUS 340	Business Law (3)	
RE 110	Legal Aspects of Real Estate (3)	
RE 120	Real Estate Practice (3)	
or RE 296	Internship in Real Estate (3)	
RE 130	Real Estate Finance (3)	
RE 140	Real Estate Appraisal (3)	
RE 150	Real Estate Economics (3)	
RE 190	Real Property Management (3)	
Total Units:		9

¹If both RE 120 and RE 296 have been successfully completed, no additional courses are required to satisfy this 3-unit requirement.

Student Learning Outcomes

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

- PSLO #1: Demonstrate the ability to understand real estate principles and concepts and how they impact the business of real estate.
- Apply a basic knowledge of the fundamental real estate concepts to real estate transactions.
- Define technical terminology involved in the real estate field.
- Demonstrate a general understanding of the duties and expectations of a real estate salesperson.
- Describe the roles and responsibilities of entities and professionals in the real estate industry.
- Satisfy the education requirements to apply for the California Real Estate Salesperson Licensing Examination.
- PSLO #2: Demonstrate the ability to think critically and analyze problems so as to be able to apply real estate principles and concepts to diagnose and resolve real and hypothetical real estate issues.
- Understand legal and ethical standards and apply them to fact patterns to reach defensible conclusions.
- Demonstrate the ability to find and use resource materials to conduct research and obtain information needed to facilitate the completion of an educational or a career task.

Career Information

Career opportunities in the real estate industry may be found in public agencies and private enterprises that are involved in residential, commercial, industrial, and agricultural land uses. The real estate field offers careers in sales, leasing, property management, lending, appraisal, title insurance, escrow services, development and investment.

Real Estate (RE) Courses

RE 110 Legal Aspects of Real Estate

Units: 3
Hours: 54 hours LEC
Prerequisite: None.
Catalog Date: January 1, 2021

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

Units:	3
Hours:	54 hours LEC
Prerequisite:	None.
Catalog Date:	January 1, 2021

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

Units:	3
Hours:	54 hours LEC
Prerequisite:	None.
Catalog Date:	January 1, 2021

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

Units:	3
Hours:	54 hours LEC
Prerequisite:	None.
Catalog Date:	January 1, 2021

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

Units:	3
Hours:	54 hours LEC
Prerequisite:	RE 140 with a grade of "C" or better
Catalog Date:	January 1, 2021

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 computer 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, 2021

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

Units:	3
Hours:	54 hours LEC
Prerequisite:	None.
Catalog Date:	January 1, 2021

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

Units:	3
Hours:	54 hours LEC
Prerequisite:	RE 160 with a grade of "C" or better
Catalog Date:	January 1, 2021

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
Hours:	54 hours LEC
Prerequisite:	None.
Catalog Date:	January 1, 2021

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

Units:	1 - 3
Hours:	54 - 162 hours LAB
Prerequisite:	None.
Catalog Date:	January 1, 2021

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

Units:	3
Hours:	18 hours LEC; 108 hours LAB
Prerequisite:	RE 300 with a grade of “C” or better
Catalog Date:	January 1, 2021

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.

RE 299 Experimental Offering in Real Estate

Units:	0.5 - 4
Prerequisite:	None.
Catalog Date:	January 1, 2021

RE 300 California Real Estate Principles

Units:	3
Hours:	54 hours LEC
Prerequisite:	None.
Transferable:	CSU
Catalog Date:	January 1, 2021

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

Units:	1 - 3
Hours:	54 - 162 hours LAB
Prerequisite:	None.
Transferable:	CSU
Catalog Date:	January 1, 2021

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 498 Work Experience in Real Estate

Units:	1 - 4
Hours:	60 - 300 hours LAB
Prerequisite:	None.
Enrollment Limitation:	Students must be in a paid or unpaid internship, volunteer position or job related to career goals in Real Estate.
Transferable:	CSU
General Education:	AA/AS Area III(b)
Catalog Date:	January 1, 2021

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)

RE 499 Experimental Offering in Real Estate

Units:	0.5 - 4
Prerequisite:	None.

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