

**EL CAMINO COLLEGE
COURSE OUTLINE OF RECORD**

I. COURSE DESCRIPTION

Course Title and Number: Real Estate 13

Descriptive Title: Real Estate Practice

Discipline: Real Estate Division: Business

Hours Lecture: 3 Hours Laboratory: 0 Course Units: 3

Weeks: 18 x 9 _____ 6 _____ Other _____

Grading Method: Letter x CR/NCR _____ Both _____ No Grade _____

Associate Degree Credit x Non-Degree Credit _____ Non-Credit _____

Transfer CSU: No _____ Yes x Effective Date: Prior to 7/92

Transfer UC: No x Yes _____ UC Approval Date: _____
Pending _____

Prerequisite, Corequisite, Recommended Preparation, Enrollment Limitation (Specify):

Recommended Preparation: Eligibility for English 2R

Catalog Description:

This course provides instruction on buying, selling, and management of real property. Students study California property law, community property, liens, sales contracts, escrow, commissions, transfers, licensing regulations, and public policy.

Note: The California Department of Real Estate (DRE) requires completion of this mandated course for the salesperson license, in addition to completion of the required Real Estate Principles course. This course is statutorily required for the DRE broker's license.

Originator: Frank Fowler Submittal Date: 11/25/91

BOARD APPROVAL DATE: _____

Reviewed and/or Revised by:

Donna Grogan Date 11/25/94

Donna Grogan Date 9/1/97

_____ Date _____

CCC Form 1, 8/97

II. COURSE OBJECTIVES AND METHODS OF EVALUATION

- A. Course objectives (List the major objectives stated as student outcomes in behaviorally measurable terms.)

Describe and explain the rights of a landlord and a tenant.

Define and differentiate between various forms of ownership.

Explain and define various types of real estate contracts.

Summarize the steps in a judicial and non-judicial foreclosure.

- B. Methods of Evaluation - **Associate Degree Credit Course**

Students in this course will be graded, at minimum, in at least one of the following four categories. Please check the appropriate responses. The course must have a minimum of one response in category 1, 2, or 3.

1. Substantial writing assignments, including:

<input checked="" type="checkbox"/> essay exam(s)	<input type="checkbox"/> reading report(s)
<input type="checkbox"/> written homework	<input type="checkbox"/> laboratory report(s)
<input type="checkbox"/> term or other paper(s)	<input type="checkbox"/> other (specify)

Substantial writing assignments are inappropriate for this degree applicable course because:

The course is primarily computational in nature
 The course primarily involves skill demonstrations or problem solving.

2. Computational or non-computational problem-solving demonstrations, including:

<input type="checkbox"/> exam	<input type="checkbox"/> homework problems
<input type="checkbox"/> laboratory reports(s)	<input type="checkbox"/> field work
<input type="checkbox"/> quizzes	<input type="checkbox"/> other (specify)

3. Skill demonstrations, including:

<input type="checkbox"/> class performance(s)	<input type="checkbox"/> field work
<input type="checkbox"/> performance exam(s)	<input type="checkbox"/> other (specify)

4. Objective examinations, including:

<input checked="" type="checkbox"/> multiple choice	<input checked="" type="checkbox"/> true/false
<input type="checkbox"/> completion	<input type="checkbox"/> other (specify)
<input type="checkbox"/> matching items	

- C. Methods of Evaluation - **Non-Degree Credit Course**

III. OUTLINE OF SUBJECT MATTER

The outline of topics should be detailed enough to enable an instructor to determine the major areas of knowledge and activities that should be cover so that the course may have consistency from instructor to instructor and semester to semester.

Approximate Time (Allotted in Weeks)	Major Topics
6 hours	Sources of California real estate law and the origin of land titles.
6 hours	General contracts and usage of real estate contracts.
3 hours	Computer use and records search.
3 hours	Agency law and licensee regulation.
3 hours	Duties and liabilities of licensees.
3 hours	Acquisition, conveyance and escrow.
6 hours	Forms of ownership and the implications.
3 hours	Creation and enforcement of security devices.
6 hours	Involuntary liens, priorities and title insurance.
3 hours	Taxation burdens.
3 hours	Land use, descriptions, subdivisions and investment regulations.
3 hours	Adjoining land owner problems and issues.
3 hours	Landlord and tenant relationship.
1 hour	Review for final.
2 hours	Final examination.

IV. READING AND WRITING ASSIGNMENTS OR, IF MORE APPROPRIATE, ASSIGNMENTS REQUIRING COMPUTATION, PROBLEM-SOLVING, OR SKILL DEMONSTRATION

Three hours of work per week, including class time, are required for each unit of credit.

A. Provide a representative example of an assignment.

1. Students will recognize and explain the importance of and consequences of the specific types of legal title of real property.

B. Two hours work outside of class are required for each hour of lecture or equivalent. Each student in this course will be required to perform the following outside of regular class time:

- Study
- Answer questions
- Skill practice
- Required reading
- Problem solving activity or exercise
- Written work (essays/compositions/report/analysis/research)
- Journal (reaction and evaluation of class, done on a continuing basis throughout the semester)
- Observation of or participation in an activity related to course content (e.g. play, museum, concert, debate, meeting)
- Course is lab only - minimum required hours satisfied by scheduled lab time
- Other (specify)

V. COLLEGE-LEVEL CRITICAL THINKING ASSIGNMENTS

Cite a minimum of two specific assignments that demonstrate college-level critical thinking. (Required for degree applicable courses only.)

1. The student will solve hypothetical real estate legal problems where the student is required to recognize the legal issue and formulate the issue into a concise statement question, then apply the facts by reciting the rule of law to give a reasoned conclusion to the statement question
2. The student will support his or her choice of answer for a particular legal case problem and articulate the legal benefits of the student's choice with appropriate supporting legal theories, cases and regulations.

VI. PLANNED INSTRUCTIONAL ACTIVITIES

(e.g., lecture, media, field trips)

This course is taught using lecture, the Socratic case study method, computer test bank testing, use of standard real estate contract forms and incorporation of a text case study book and student study guide.

VII. APPROPRIATE TEXTS AND MATERIALS

For degree applicable courses the adopted texts and/or educational materials have been certified to be primarily college level:

YES x NO

A. Required Texts (title, author, publisher, date)

If multiple selection is offered, only representative texts need be listed.*

California Real Estate Law, newest edition.

B. Required Supplementary Readings

California Real Estate Law, Cases and Materials, Michael S. Botello, McGraw-Hill, Inc., newest edition.

C. Other Required Materials

Law Dictionary, Steven H. Gifis

Legal search for case reference (Internet, Lexus Nexus, or similar)

*A complete list of required and recommended materials is maintained in the Division Office.

VIII. PREREQUISITES AND ENROLLMENT LIMITATIONS

A. _____ PREREQUISITE _____ COREQUISITE

1. Indicate Type:

_____ Standard Prerequisite _____ Sequential _____ Health and Safety

_____ Computational/
Communication Skills

2. Standard Requisite:

Identify three UC/CSU campuses that offer the equivalent pre/corequisite course with the equivalent target course and list the number and title of each.

University Name: _____ Catalog Year _____

Equivalent Target Course: _____

Equivalent Requisite Course: _____

University Name: _____ Catalog Year _____

Equivalent Target Course: _____

Equivalent Requisite Course: _____

University Name: _____ Catalog Year _____

Equivalent Target Course: _____

Equivalent Requisite Course: _____

3. Entrance Skills/Knowledge:

List the **required** skills and/or knowledge with out which a student would be **highly unlikely to receive a grade of A, B, C, or Credit** (or for Health and Safety, would **endanger self or others**) in the Target Course.

a.

b.

c.

(Add additional Skills/Knowledge as needed.)

B. ENROLLMENT LIMITATIONS

1. Indicate the category which describes the Enrollment Limitation for this course.

- Band/Orchestra
- Theater
- Speech
- Chorus
- Journalism
- Dance
- Intercollegiate Athletics
- Honors Course
- Blocks of Courses
- Other (Specify)

2. List Certificate and/or Degree requirements that are met by this course:

3. List all other El Camino College courses satisfying the requirements listed in Section B.(2.):