

**EL CAMINO COLLEGE
COURSE OUTLINE OF RECORD**

I. COURSE DESCRIPTION

Course Title and Number: Real Estate 11

Descriptive Title: Real Estate Principles

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 1A.

Catalog Description:

This course covers various aspects of real estate: introduction to legal aspects, title and escrow procedures, property management, appraisal, finance, and the transfer of real property. Students develop basic vocabulary and test-taking skills in partial preparation for state examination for the real estate and appraisal licenses.

NOTE: The California Department of Real Estate (DRE) requires completion of this course prior to taking the California real estate salesperson examination. This course is approved for credit towards the DRE broker's license requirement.

Originator: Frank Fowler Submittal Date: 11/1/73

BOARD APPROVAL DATE:

Reviewed and/or Revised by:

Donna Grogan Date 1992

Donna Grogan Date 11/1/95

Donna Grogan Date 2/2000

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.)

1. List and explain the step-by-step process and the legal requirements involved in the issuance of various types licenses by the California Department of real estate.
2. Define the vocabulary words of real estate terminology used in the industry.
3. Analyze and solve problems pertaining to basic real estate mathematics.
4. Analyze and explain the various types of loans available to finance real property.
5. Contrast and compare the various types of lending institutions, including government participation.
6. Explain the three methods of appraisal

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 type="checkbox"/> essay exam(s) | <input checked="" type="checkbox"/> reading report(s) |
| <input type="checkbox"/> written homework | <input type="checkbox"/> laboratory report(s) |
| <input checked="" 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 checked="" type="checkbox"/> exam | <input checked="" type="checkbox"/> homework problems |
| <input type="checkbox"/> laboratory reports(s) | <input type="checkbox"/> field work |
| <input checked="" 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:

<u> x </u> multiple choice	<u> x </u> true/false
<u> </u> completion	<u> </u> other (specify)
<u> x </u> matching items	

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

Students 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. Reading and writing assignments, including:

<u> </u> essay exam(s)	<u> </u> reading report(s)
<u> </u> written homework	<u> </u> laboratory report(s)
<u> </u> term or other paper(s)	<u> </u> other (specify)

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

<u> </u> exam	<u> </u> homework problems
<u> </u> laboratory reports(s)	<u> </u> field work
<u> </u> quizzes	<u> </u> other (specify)

3. Skill demonstrations, including:

<u> </u> class performance(s)	<u> </u> field work
<u> </u> performance exam(s)	<u> </u> other (specify)

4. Objective examinations, including:

<u> </u> multiple choice	<u> </u> true/false
<u> </u> completion	<u> </u> other (specify)
<u> </u> matching items	

D. Methods of Evaluation - **Non-Credit Course**

Indicate methods used for determining whether stated objectives have been met.

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
3 hours	Introduction, licensing, the Department of Real Estate, and sovereign powers. Agency and Disclosures
3 hours	Contracts: listings, offers, counter-offers
3 hours	Real and personal property, ownership
3 hours	Acquisition and transfer of real property
3 hours	Landlord - Tenant Relations
3 hours	Real Estate Contracts
3 hours	Escrow, title, recordation
4 hours	Midterm exam
3 hours	Liens and other encumbrances
3 hours	Real estate finance
3 hours	Lenders, government role in finance
3 hours	Appraisal and valuing real estate
3 hours	Tax considerations of property ownership
3 hours	Government regulation of property: Subdivisions, planning, zoning.
3 hours	Real estate careers: Mobile homes, Business opportunities, bulk sales
6 hours	Land descriptions and mathematics
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.

SEE ATTACHMENT #1

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. If the monthly interest payment due on a mortgage on December 1 is \$570 and the annual interest rate is 9%, what is the outstanding mortgage balance?
2. An owner lists a property for sale with a broker. At what price must the property be sold to net the owner \$7,000 after paying a 7% commission and satisfying the existing \$48,000 mortgage?

VI. PLANNED INSTRUCTIONAL ACTIVITIES

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

This course is taught using lecture, math calculator and powerpoint presentation.

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 Principles, McKenzie, Anderson, et.al,
Prentice Hall newest edition.

Real Estate Principles, student study guide, California Community
Colleges, Real Estate Education Center, Modesto, newest edition.

Real Estate Project Exhibits, Grogan, newest edition.

- B. Required Supplementary Readings

- C. Other Required Materials

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

VIII. REREQUISITES 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.):