

• **General Course Description and Primary Student Learning Outcomes**

Students learn the vocabulary, math, laws and fundamentals of California real estate necessary *to prepare* for the California State License Exam. Students are given a pre-test at the outset of the course and at the end to measure their general knowledge of the subject. Student Learning Outcomes:

Calculate Real Estate Math Questions, Distinguish forms of Vesting and Title, Complete basic real estate forms, Pass the California State License Exam, Identify required disclosures, and Recognize types of RE financing.

• **Major Course objectives and additional Outcomes – Real Estate Principles**

1. List and explain the step-by-step process and the legal requirements involved in the issuance of various types of licenses by the California Department of Real Estate(DRE). www.dre.ca.gov
2. Define common real estate terminology and recognize acronyms used in the industry.
3. Analyze and calculate problems pertaining to basic real estate mathematics.
4. Compare various types of loans.
5. Compare and contrast the various types of lending institutions.
6. Differentiate among the three methods of appraisal.
7. Create a property management file containing an advertisement, the application to rent, and the rental agreement contract.
8. Search public records and analyze items such as demographics, school rating, crime rate, tax records, title ownership, comparables sales, property currently for sale, expired listing, rentals, economic indicators, newsletter and magazine articles about real estate and the economy.
9. Demonstrate test-taking skills in preparation for the state license examination.
10. Analyze transactional needs of a client and select transactional forms used for that real estate activity.
11. Utilize the three common types of land descriptions to identify the location of a parcel of real property.
12. Differentiate between real and personal property and describe the rights inherent to both.
13. Specify various types of title insurance policies and explain the interaction between an escrow company and a title company in various parts of California.
14. Describe and outline the types of governmental controls and regulations that affect the rights of a property owner.
15. Develop a career plan that includes working conditions, terms of employment, and advancement opportunities.

Course Instructions:

- **Check Both Course Websites frequently for Updates, Quizzes, Assignments and more: !**
- www.elcamino.edu/faculty/vdeluca and <https://myetudes.org> (use El Camino ID# & Password)
- **Attendance at class and completion of all project/tasks/quizzes/exams is required for passing.**
- **Over 3 Absences = Drop/Fail*****
- **Complete weekly Homework Quizzes from Study Guide Book and submit according to the Course Schedule.**
- **Answers to quizzes should be marked on Scantron test sheets #882-E with a #2 Pencil.**
- **(If available, weekly Homework Quizzes may be completed “On Line” per instructions)**
- **All late work, if accepted (per school policy) may count at half (50%).**

2 Required Books > 1. **TEXT** = California Real Estate Principles 9th Ed. By McKenzie, Brady, Estes, et al.
 2. **Student Study Guide** = Real Estate Principles , Latest Edition Calif. Comm. College
Recommended - Various Real Estate Exam Practice Books, Vocabulary Tapes

Grading Policy:

- **500 Total Points Available – Combination of Quizzes, Assignments, and Exams**
- **Necessary Points Needed for a ‘C’ - Passing Grade = 325**
- **Point Value: A=90-100% B=80-89% C=65-79% D=55-64% F=0-54%**

See Instructor/course websites for El Camino Academic Honesty Policy, which is part of this syllabus.

*****Students are responsible for “Last Day to Drop” dates on ECC School calendar.**

8 Week Course – Class and Activity Schedule

Week # + Date ↓	2 Required Books		*Subject to Change	STUDY GUIDE Homework Quiz # or Assignment DUE WEEKLY ↓↓	Possible Points Quiz or Assignment	Student Notes or Scores ↓↓
	TEXT Book McKenzie, Brady, Estes 9 th edition (CENGAGE) ↓Chapter # ↓	Student Study Guide Book (CA. CC) Chapter # ↓	Weekly Lecture Slides Follow... ←Student Study Guide Book→ Chapter Number <u>Chapter Topics/Assignments</u> ↓↓↓			
1 - 10/22	1, 15 2.1, 2.5-6	1, 15 2 (5)	Intro to R.E. Industry & Property Land Description, Estates, Title (RE Math continues all semester)	- -	- -	- -
2 - 10/29	2.2-2.4 3 6	3 4 (5)	Acquisition & Transfer Encumbrances, Liens ... (RE Math cont'd)	1 2 15	10 10 10	____ ____ ____
3 - 11/5	4, 5.1,5.2 5.3 10	6 7 8	Agency, Contracts I, Listings Contracts II, Purchase, Disclosures, Escrow & Title Insurance	3 4	10 10	____ ____
4 - 11/12	7 8, pt. 1 & 2	10 11	R.E. Financing R.E. Lenders & Loan Agreements Midterm Assignment Due Next Week	6 7 8	10 10 10	____ ____ ____
5 - 11/19	9	9	Midterm Exam - Closed Book Incl. Chapters: 1,2,3,4,5,6,7,8,10,11,15 PLUS Afternoon Class - Appraisal	Exam 10 11 Assignment	100 10 10 50	____ ____ ____ ____
6 - 11/26	No Class		No Class Thanksgiving Break Work on Next Assignment Due Last Day			
7 - 12/3	13 12,14 11 15.4	12 13 14	R.E. Taxation Government Regulations Leases, Landlord, Tenant, Business Opportunity	9 5	10 10	____ ____
8 - 12/10	All Chap.	All Chap.	General Review Final Exam - Closed Book	Assignment 12 13 14 Exam TOTAL	100 10 10 10 100 500	____ ____ ____ ____ ____

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