



El Camino College
COURSE OUTLINE OF RECORD – Official

Course Acronym:	RE
Course Number:	11
Descriptive Title:	Real Estate Principles
Division:	Business
Department:	Real Estate
Course Disciplines:	Real Estate
Catalog Description:	This course covers various aspects of real estate, including an introduction to legal aspects, title and escrow procedures, property management, appraisal, finance, and the ownership of real property. Students develop basic vocabulary and test-taking skills in partial preparation for state examination for a California Department of Real Estate (DRE) license. Note: The California DRE requires completion of this course prior to taking the California Real Estate Salesperson Examination and has approved this course for credit for the DRE broker's license requirement. This course is also approved by the California Bureau of Real Estate Appraisers (BREA) for credit hours towards the appraisal license.
Prerequisite:	
Co-requisite:	
Recommended Preparation:	Eligibility for English C1000 or equivalent
Enrollment Limitation:	
Hours Lecture (per week):	3
Hours Laboratory (per week):	0
Outside Study Hours:	6
Total Course Hours:	54
Course Units:	3
Grading Method:	Letter Grade only
Credit Status:	Credit, degree applicable
Transfer CSU:	Yes
Effective Date:	
Transfer UC:	No
Effective Date:	
General Education:	ECC
Term:	

	Other:	
	CSU GE:	
	Term:	
	Other:	
	IGETC:	
	Term:	
	Other:	
	CalGETC:	
	Term:	
	Other:	
Student Learning Outcomes:	SLO #1 Build Vocabulary	
	Students will define, describe and differentiate between various real estate standard terminology showing comprehension and knowledge of real estate vocabulary used in the workplace to assist and prepare each student from the diverse student body to gain confidence in their ability to effectively communicate and collaborate in a real estate sales, property management, appraisal, loan or investment to work with both licensees and a diverse public in a typical real estate transaction.	
	SLO #2 Industry Forms and Documents	
	Students show the ability to prepare and complete standard real estate industry forms and documents as found in diverse real estate sales, rental, finance, appraisal or investment business transactions.	
	SLO #3 Methods of Holding Title	
Course Objectives:	Students will identify, distinguish and differentiate the differences between the various methods of holding title to real property, showing the ability to analyze, concisely write and/or verbally communicate and apply the appropriate vesting available in a typical real estate business transaction.	
	SLO #4 Mathematical Computations	
	Students will demonstrate the ability to calculate typical real estate mathematic computational problems as found in diverse real estate business areas of sales, leases, prorations, finance, appraisal, property management, investments and capitalization, land or structure area and taxation.	
	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 Bureau of Real Estate (BRE). 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, comparable 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.
Major Topics:	I. Estates and Real Property Estates (3 hours, lecture) A. Freehold B. Life Estate C. Leasehold II. Real Property (3 hours, lecture) A. Land B. Affixed to the land III. Ownership and Transfer (1 hour, lecture) A. Tenancy B. Types of Tenancy IV. Acquisition and Transfer (3 hours, lecture) A. Wills B. Succession C. Accession D. Occupancy E. Transfer F. Deeds V. Title (3 hours, lecture) A. Encumbrances B. Private and Public Restrictions C. Encroachment VI. Title Protection (2 hours, lecture) A. Homestead

- B. Insurance
- C. Hazard

VII. Escrow (3 hours, lecture)

- A. Essentials
- B. Responsibilities
- C. Closing

VIII. Business Opportunities (4 hours, lecture)

- A. Businesses
- B. Bulk
- C. Loans
- D. Tax responsibilities

IX. Financing (2 hours, lecture)

- A. Types of notes
- B. Trust deeds
- C. Sales contracts

X. Lending Institutions (2 hours, lecture)

- A. Institutional lenders
- B. Non-institutional lenders

XI. Federal Controls (1 hour, lecture)

- A. Laws and regulations of financing

XII. Real Estate Law (5 hours, lecture)

- A. Classification of licenses
- B. Bureau of Real Estate
- C. Violations
- D. Trade and Professional associations
- E. Trust funds

XIII. Contracts (3 hours, lecture)

- A. Definition
- B. Elements

XIV. Agency (3 hours, lecture)

- A. Creation
- B. Duties
- C. Liabilities
- D. Termination

	XV. Taxation (4 hours, lecture) A. Property B. Assessments C. Transfer D. Federal Income Tax E. Estate and Gift XVI. Public Control (6 hours, lecture) A. State Subdivision Map Act B. Housing and Construction C. Zoning and redevelopment D. Subdivided Lands Act E. Fair Housing F. Real estate Syndicates and Investment Control XVII. Valuation and Appraisal (2 hours, lecture) A. Concepts B. Economic factors C. Forces influencing value XVIII. Principles of Value (2 hours, lecture) A. Supply and demand B. The valuation process C. Market analysis XIX. Approaches to Value (2 hours, lecture) A. Sales comparison or market data B. Cost approach C. Capitalization approach D. Depreciation
Total Lecture Hours:	54
Total Laboratory Hours:	0
Total Hours:	54
A.1. Primary Methods of Evaluation (Part 1 - CCN courses only):	
A.2. Primary Method of Evaluation (Part 2 - all courses; choose one):	2) Problem solving demonstrations (computational or non-computational)

Typical Assignment Using Primary Method of Evaluation:	If the monthly payment due on a 15-year 60,000 second trust deed on December 1 is \$570 and the annual interest rate is 9%, what is the outstanding loan balance after the 30th payment? In a one- to two-page paper, show all of your calculation, state any assumptions, and give the correct answer.
Critical Thinking Assignment 1:	Arnita & Bob are married to each other for 50 years and own real property together, as community property. Bob dies. Celine & David are married for 40 years and hold title to real property, as joint tenants. Celine dies. Arnita and David marry each other 5 years after the death of their spouses and sell both their homes and purchase another home together. Arnita wants title held as community property. David wants title held as joint tenants. As a licensed real estate agent, prepare a one- to two-page report outlining consequences of each and the choices available to Arnita and David.
Critical Thinking Assignment 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 \$448,000 trust deed? In a one- to two-page paper, show all of your calculation, state any assumptions, and give the correct answer.
Other Evaluation Methods:	Homework Problems, Multiple Choice, Objective Exam, Quizzes, True/False, Written Homework
Instructional Methods:	Discussion, Group Activities, Guest Speakers, Lecture, Multimedia presentations
If other:	
Work Outside of Class:	Problem solving activity, Required reading, Study
If Other:	
Up-To-Date Representative Texts:	John A. Yeressian. <u>Real Estate Principles</u> . Kendall Hunt, 2023.
Alternative Texts:	
Required Supplementary Readings:	
Other Required Materials:	
Requisite:	
Category:	
Requisite course(s): List both prerequisites and corequisites in this box.	
Requisite and Matching skill(s): Bold the requisite skill. List the corresponding course objective under each skill(s).	
Requisite Skill:	
Requisite Skill and Matching Skill(s): Bold the requisite skill(s). If applicable	
Requisite course:	

Requisite and Matching skill(s): Bold the requisite skill. List the corresponding course objective under each skill(s).	
Requisite Skill:	Eligibility for English C1000 or equivalent
Requisite Skill and Matching skill(s): Bold the requisite skill. List the corresponding course objective under each skill(s). If applicable	This course involves reading college level textbooks, developing projects, and answering essay questions. A student's success in this class will be enhanced if they have these skills. Summarize, analyze, evaluate, and synthesize college-level texts. Write a well-reasoned, well-supported expository essay that demonstrates application of the academic writing process.
Enrollment Limitations and Category:	
Enrollment Limitations Impact:	
Course Created by:	Frank Fowler
Date:	11/01/1973
Original Board Approval Date:	
Last Reviewed and/or Revised by:	John Yeressian
Date:	10/03/2025
Last Board Approval Date:	01/21/2026
Effective Term:	FA 2026