



El Camino College
COURSE OUTLINE OF RECORD – Official

Subject:	RE
Course Number:	502
Descriptive Title:	Real Estate Brokers License Exam Preparation Review Course 2
Division:	Business
Department:	Real Estate
Course Disciplines:	Real Estate
Catalog Description:	In this course students will learn the advanced concepts and skills required to successfully pass the California state real estate brokers license examination. The course will include a review of the key subjects covered in the college's real estate courses including advanced information regarding practice of real estate with emphasis on real estate law, principles, practice, and other topics covered in the state licensure examination. Important preparation for those intending to take the California real estate broker's license examination.
Prerequisite:	
Co-requisite:	
Recommended Preparation:	RE 11 and RE 13 OR equivalent coursework.
Enrollment Limitation:	
Hours Lecture (per week):	6
Hours Laboratory (per week):	0
Outside Study Hours:	0
Total Course Hours:	6
Course Units:	0
Grading Method:	No Grade
Credit Status:	Non Credit
Transfer CSU:	No
Effective Date:	
Transfer UC:	No
Effective Date:	
General Education ECC:	
Term:	
Other:	
CSU GE:	
Term:	
Other:	
IGETC:	
Term:	

Other:	
Student Learning Outcomes:	<p>SLO #1 Exam Taking Strategies</p> <p>Students will develop test taking strategies such as how to plan to use the allotted exam time given efficiently and effectively, the ability to differentiate “best answers” on an exam with multiple correct answers, and the planning time to review the exam for missed or complex questions.</p> <p>SLO #2 Real Estate Exam Terminology</p> <p>Students will demonstrate comprehension of real estate terminology as found on the state examination, understanding real estate concepts and content found on the licensing examination including property ownership and land use controls and regulations, laws of agency and fiduciary duties, property valuation and financial analysis, financing, transfer of property, practice of real estate and disclosures, and contracts.</p> <p>SLO #3 Real Estate Brokerage Concepts</p> <p>An understanding of the principles of real estate and business opportunity conveyancing; the general purposes and general legal effect of agency contracts, deposit receipts, deeds, deeds of trust, chattel mortgages, bills of sale, mortgages, land contracts of sale, and leases; and of the principles of business, land economics and appraisals.</p>
Course Objectives:	<ol style="list-style-type: none"> 1. Test taking strategies found on state licensing examinations. 2. Review of common real estate terminology found on the state licensing examination. 3. An understanding of the principles of real estate and the effects of agency contracts, deposit receipts, deeds, deeds of trust, chattels, bill of sale, mortgages, and land contracts. 4. Understanding of real estate as it pertains to business opportunities found on the state exam including principles of business acquisition, and land economics. 5. Review of appraisal concepts found on the state licensing examination including appraisal terminology, property valuation, and legal descriptions.
Major Topics:	<ol style="list-style-type: none"> I. Exam taking strategies (1 hour, lecture) <ol style="list-style-type: none"> A. Overcoming test anxiety. B. Structure of the state exam. C. Developing a systematic approach to difficult questions. II. Estates and Real Property Estates (1 hour, lecture) <ol style="list-style-type: none"> A. Personal property characteristics B. Real property characteristics C. Leasehold III. Property Ownership and Land Use Controls and Regulations (1 hour, lecture) <ol style="list-style-type: none"> A. Description of Property B. Government rights in land C. Environmental Hazards and Regulations D. Private Controls IV. Laws of Agency and Fiduciary Duties (1 hour, lecture) <ol style="list-style-type: none"> A. Disclosure of agency, acting as principal or other interest. B. Agency agreements and broker responsibilities. C. Commission and Fees D. Responsibility to non-client third parties V. Property Valuation and Financial Analysis (0.5 hours, lecture)

	<ul style="list-style-type: none"> A. Valuation Methods and Approaches B. Income Property Methods C. Appraisal Methods <p>VI. Financing (0.5 hours, lecture)</p> <ul style="list-style-type: none"> A. Financing and Credit laws B. Types of Brokerages and loan brokering C. Types of loan origination <p>VII. Transfer of Property (0.5 hours, lecture)</p> <ul style="list-style-type: none"> A. Methods of Holding Title B. Deeds C. Escrow <p>VIII. Practice of Real Estate (0.5 hours, lecture)</p> <ul style="list-style-type: none"> A. Permitted activities of unlicensed sales assistants B. Record keeping requirements C. Agency supervision D. DRE jurisdiction and disciplinary actions E. Trust Accounts F. Fair Housing Laws G. Truth in Advertising
Total Lecture Hours:	6
Total Laboratory Hours:	0
Total Hours:	6
Primary Method of Evaluation:	2) Problem solving demonstrations (computational or non-computational)
Typical Assignment Using Primary Method of Evaluation:	A series of multiple choice questions similar to the ones used on the California state exam will be used to evaluate students.
Critical Thinking Assignment 1:	<p>A real estate broker received 40 acres of land valued at \$300 per acre as a commission from the seller. Two weeks after escrow closed, the broker was offered \$400 per acre for the land. If the broker accepts the offer is he guilty of making a secret profit? Would he be acting unethically? Will he be acting in an acceptable manner? Must he notify the seller in writing of the profit?</p> <p>Based on the above information, answer the question and cite relevant references to support your position.</p>
Critical Thinking Assignment 2:	An income property was appraised for \$100,000 based on a 6% capitalization rate. If an investor used an 8% capitalization rate, calculate the value of the property. Would the value of the property be \$60,000, \$75,000, \$80,000, \$90,000 or another value not listed here.
Other Evaluation Methods:	Multiple Choice, Objective Exam, Other (specify)
If Other:	Practice Exams or Quizzes
Instructional Methods:	Lecture
If other:	
Work Outside of Class:	Other (specify)
If Other:	Pre-test assessment exam/questionnaire will be administered to form a baseline for each student to measure progress.

Up-To-Date Representative Textbooks:	
Alternative Textbooks:	
Required Supplementary Readings:	
Other Required Materials:	Instructor-provided exam review materials
Requisite	
Category	
Requisite course:	
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:	RE 11 and RE 13
Requisite and Matching skill(s): Bold the requisite skill. List the corresponding course objective under each skill(s).	<p>Understanding of real estate principle concepts, real estate practice, ethics, agency relationships, laws of agency, methods of holding title, legal descriptions, and appraisal methods.</p> <p>RE 11 - 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).</p> <p>RE 11 - Define common real estate terminology and recognize acronyms used in the industry.</p> <p>RE 13 - List and explain the step-by-step process necessary to close a residential real estate transaction.</p> <p>RE 13 - Define and explain real estate terminology widely used in the real estate sales.</p>
Requisite Skill:	
Requisite Skill and Matching skill(s): Bold the requisite skill. List the corresponding course objective under each skill(s). if applicable	

Enrollment Limitations and Category:	
Enrollment Limitations Impact:	
Course Created by:	John Yeressian
Date:	02/09/2023
Original Board Approval Date:	12/18/2023 effective SP 2024