

COURSE OUTLINE

Real Estate 105
Real Estate Pre-License

I. Catalog Statement

Real Estate 105 is a course that reviews all the material necessary to take the Department of Real Estate Salesperson=s or Broker=s Examination. Students learn the financial, economic, and political aspects of real estate practice in California. Regulations of the real estate business and licensing of real estate brokers and salespersons are discussed in detail. In addition, the license laws, the subdivision law administered by the Real Estate Commissioner, the Regulations of the Commissioner, and extracts from other pertinent California codes, are presented.

Units - 3.0

Lecture Hours - 3.0

Prerequisite: Real Estate 101 or equivalent.

II. Course Entry Expectations

Skills Level Ranges: Reading 5; Writing 5; Listening/Speaking 5; Math 2

Prior to enrolling in the course, the student should be able to:

1. differentiate between various methods of holding title to real property;
2. understand the laws of contracts and agency relating to real estate;
3. analyze the elements of a real estate transaction;
4. analyze the economic decisions involved in real estate ownership;
5. explain California real estate law.

III. Course Exit Standards

Upon successful completion of the required coursework, the student will be able to:

1. describe the principles of real estate and business opportunity conveyancing;
2. identify the general purposes and general legal effect of agency contracts;
3. differentiate between deposit receipts, deeds and deeds of trust, chattel mortgages, bills of sale, mortgages, land contracts of sale, and leases;
4. explain the principles of business and land economics;
5. apply appraisal technique and real estate math;
6. analyze real estate financing.

IV. Course Content

A.	Real property and laws relating to ownership	4 hours
1.	Ownership of property	
2.	Encumbrances	
3.	Public power over property	
B.	Tax implications of real estate ownership	3 hours
C.	Valuation/Appraisal of real property	7 hours
1.	Methods of appraising and valuing property	
2.	Factors which may influence value estimate	
D.	Financing real estate	7 hours
1.	Sources of financing	
2.	Common clauses in mortgage instruments	
3.	Types of loans	
4.	Terms and conditions	
E.	Transfer of property	4 hours
1.	Titles	
2.	Escrow	
3.	Reports	
F.	Real estate practice	10 hours
1.	Listing of real property	
2.	Sales contracts	
3.	Marketing	
G.	Broker's responsibility for agency management	10 hours
1.	State real estate laws and regulations	
2.	Laws relating to fair practices	
3.	Knowledge of trends and developments	
4.	Knowledge of forms and calculations	
H.	Real estate math	3 hours
1.	Calculating area/square footage	
2.	Percentage problems	
3.	Decimals to percentage	
4.	Profit and loss	
5.	Depreciation	

V. Methods of Presentation

The following instructional methodologies may be used in the course:

1. classroom lecture;
2. class discussion;
3. cooperative learning exercises;
4. videos.

VI. Assignments and Methods of Evaluation

1. Students are expected to participate in all lectures and demonstrations.
2. A mid-term and final exam is given to evaluate students' retention of lecture and textbook material.

VII. Textbook

Huber, W. California Real Estate Principles. 7th edition.

Covina: Educational Textbook Company, Inc., 1994.

10th Grade Textbook Reading Level. ISBN: 0-916772-83-7